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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JANUARY 4, 1907. NO. 1.

A NEW LINE FOR 1907, IS

Raised on it

Robinson's Patent Barley

—that is if you have never sold this famous food—
—Make its healthful nourishing qualities known
—to every one of your family customers—
—**ROBINSON'S PATENT BARLEY** is a line
—every considerate grocer handles—

—***Write us for samples and particulars***

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Just Now Table Syrup is in Good Demand

During the cold weather grocers should look to this feature of their trade. By calling attention to the most perfect Corn Syrup

"CROWN" BRAND TABLE SYRUP

your business will be a profitable and a growing one. "Crown" brand Corn Syrup is put up in convenient size tins. For sale by all jobbers.

PUT UP IN TINS

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls
5 " " " 1 " Kegs and Pails.
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

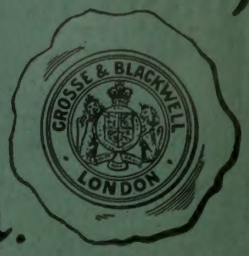
Purveyors
by Warrante Royale

Established
in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names



Soho Square, London.

C. & B. PICKLES

C. & B. SAUCES

C. & B. JAMS

C. & B. PRESERVED PROVISIONS

Agents—

C. E. COLSON & SON,

MONTREAL

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

Taylor's Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Cox's" Gelatine

Quality always the same—alway the best and purest.

Both Powdered and Shredded

You never have a dissatisfied customer who uses

—Cox's—

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D, STAMPER, Prop,
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

WHITE BEANS
EVAPORATED APPLES
CANNED GOODS
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 4.)

Getting Off to a Good Start

HELPS A LOT IN MAKING A GOOD FINISH

Make a Leader of

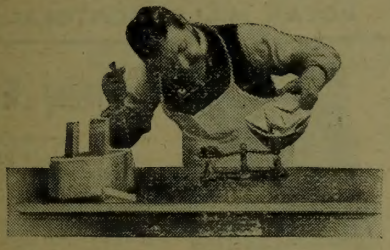
½, 1 and 2-lb Sealed Tins
Whole or Ground

You will gain customers and incidentally increase your profits.

This Pays

From the OLD to the NEW by means of a

"PERFECTION" COMPUTING CHEESE CUTTER



THE OLD WAY

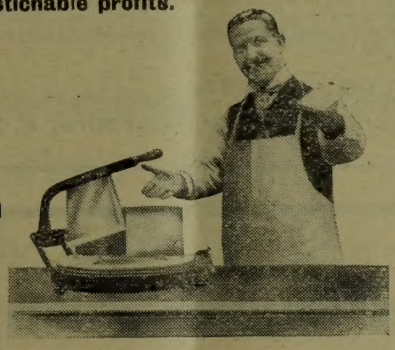
Sure losses and questicnable profits.

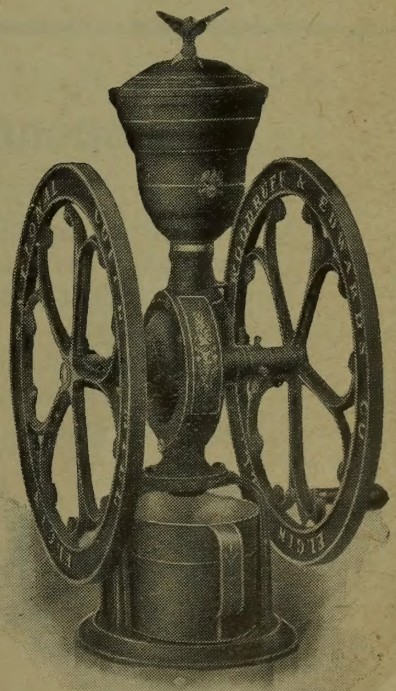
We are sole Wholesale Agents for CANADA.

Write us for particulars.

THE NEW

Your profits assured even before your sales are made.





You cannot do anything better to increase your Coffee sales than to supply your customers with freshly ground Coffees.

TO DO THIS YOU NEED AN

"ELGIN NATIONAL" MILL

WRITE US FOR PARTICULARS

The EBY, BLAIN CO., Limited

TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.

VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

Correspondents Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

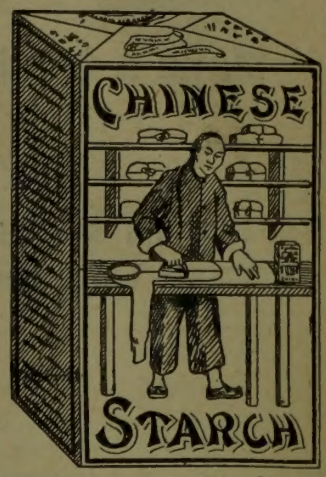
511 Union Bank Building, Winnipeg, Man.

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.



We want you to write for sample package—Our prices show you a larger proft than any other Starch.

TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Aylmer Boneless Poultry

Every tin GUARANTEED to contain only the tender flesh of the fowl with bone removed.

Packed at Aylmer, Ontario, from fowls raised and fattened by the farmers of Elgin especially for the Aylmer factory.

A tin of **Aylmer Poultry** should be in every home for emergencies.

Aylmer Boneless Chicken is especially desirable for chicken salads.

No waste, **no** dirty kitchens, **no** tough meat. **Ready for immediate use.**

Aylmer Boneless Poultry is packed in bevel tins with key opening attachment.

For sale by **all** the **leading** Wholesale Grocers of Canada.

Read What an Expert Says:

"SUGAR IS ALWAYS SUGAR"

Sigmund Stein, English sugar expert at the International Congress of Applied Chemistry at Rome, said; "One often distinguishes between different kinds of sugar, but in fact the product is one and the same. Sugar is sugar from whatever source or raw material it may be manufactured, but the public distinguishes different kinds and varieties, and are lead to this belief by announcements, which I am sorry to say, are circulated for trade purposes, and which advertise the superiority of one type over another. Canada, following the wise lead of the United States, is doing everything she can to encourage a home beet industry."

Mr. Stein did not mean that sugar was not of varying quality. His object was, evidently, to correct the wrong impression that sugar from beet was essentially different from sugar, the product of cane.

—*Canadian Grocer, Nov. 9, 1906.*

We guarantee every pound of

Crystal Sugar

to be equal to any sugar on the Canadian market, and by selling direct to the retail trade we can save money for you.

MAIL ORDERS A SPECIALTY. WRITE FOR OUR PROPOSITION.

THE WALLACEBURG SUGAR CO.,

LIMITED

WALLACEBURG, ONT.

Western Agents, - - - - MASON & HICKEY, WINNIPEG

The Question of Authority

That's The Whole Situation

BLACK—GREEN—MIXED

Associate your purchasing interests with men of authority. Men who know what they are talking about,—Specialty Men,—Men who have succeeded so well that none can dispute their statements.—That's it.—By all means get as close as possible to the first hand men, in order to put you in the position to serve the public well.

You must do this now-a-days, or you can't live and thrive.

So far as your Tea Department is concerned, the use of "SALADA" tea as a Leader, ensures a constantly growing and satisfied clientage.

This is no problem—but a proven solution of every grocer's tea trade worries.

WISHING ALL THE SEASONS COMPLIMENTS

THE "SALADA" TEA CO.
Toronto and Montreal

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A Reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ Merchants should recommend food-products that are produced in clean factories.

To the Grocers of Canada

A

More Prosperous Year

Than Has Been

and an ever increasing sale of

STERLING
Brand
PICKLES

Made in Canada by—

The T. A. LYTLE CO.
Limited

124-128 Richmond St. W.

TORONTO, - CANADA

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada, including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG

The Grocer is often judged by the quality of the Coffee he sells.

The enterprising up-to-date dealer knows the best and orders **Chase & Sanborn's** High Grade Brands.

Chase & Sanborn,

The Importers, **Montreal**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

MOLASSES

GENUINE BARBADOES AND NEW ORLEANS.

Barrels and Half Barrels.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY

SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments

WHITE, COTTELL'S VINEGAR

is the vinegar good housekeepers are looking for, therefore the vinegar for you to handle.

For Pickling or Table, it leads!

Have you Tried it?

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

A Happy New Year to All

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

"Turning over new leaves" is one of the resolutions of the season,—**you** will no doubt turn over some,—let them be

Japan Tea Leaves

and you will find it one of the best moves of the year—

Cultivate the tastes of your customers.
Educate the tastes of your customers.
Sell Japan Teas—

1907

The Black Lead to handle in the New Year will be James' Dome Lead. Gives satisfaction to Customers and saves Dealers trouble. Sales of this article increase steadily each year. Other leads come and go, but ***this make*** stands the test of time. The reason of this is quality of goods.

JAMES' DOME BLACK LEAD

W. G. A. LAMBE & CO., Canadian Agents.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

"Klaus's"
Improved Swiss
Milk Chocolate

A Good Seller at all Times

Keep up your Stock for the Holiday Trade

You will Require it.

Agents:

Rose & Laflamme, Montreal Toronto

A wagon full of good advice

Our wish to you for 1907

"May You Have the BEST of EVERYTHING"

There is nothing of their kind that will help you so much to get the BEST of everything as White Swan Goods. The best possible advice for the New Year is **PUSH WHITE SWAN SPICES, COFFEES, EXTRACTS, CEREALS, COCOANUT.**

If you have not tried them yet write us about it.

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

Camp Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp"

COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 5

I came to the conclusion if so many grocers knew the "so many" good points of Southwell's Jams and Marmalades then my duty plainly was to stock up and see for myself.

I found that when I had the goods the enquiries kept right up, and that on the whole they kept pace with all my enquiries for Canada-made goods.

I found, too, that the people who bought "Southwell's" were always good pay, so I never lost a cent on debts.

(To be continued)

FRANK MAGOR & CO.
MONTREAL

Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES

YOU WILL BE PROSPEROUS

During the coming year if you sell

"MELAGAMA"

MOTHER'S FAVORITE TEA

EVERYBODY LIKES IT

SEE PRICE LIST IN BACK OF THIS ISSUE

We carry a full line of bulk Teas and will be glad to send you samples and quotations. Our prices will interest you.

MINTO BROS. - - - - - - TORONTO

Tartan BRAND

SIGN OF PURITY

OUR ANNUAL TEA SALE

BIG VALUES

GOOD TIME TO BUY. GET YOUR GOODS **NOW** AND GET THE CHOICE.

PHONE 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts., Toronto.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

1907

A PROSPEROUS NEW YEAR TO ALL

THE FIRST THING TO DO IN THE NEW YEAR

Get our Prices, then

FIGURE ON MONTREAL, QUEBEC AND SHERBROOKE FREIGHTS

TO YOUR TOWN

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit
Jams

Pure Fruit
Marmalade

New Year, 1907

Our travellers will resume their trips on the 2nd inst. They cannot start in everywhere first, so if they have not advised they will see you as soon as you would like. Remember we are here at your service and can be reached on long distance 'phones Nos. 422 and 1265, and pay all 'phones for orders.

Our men will have an attractive range of goods to offer, and some special values consequent on our recently having taken stock.

JAMES TURNER & CO. LIMITED

HAMILTON

To All
We Wish
A
Bright and Prosperous
New Year.

WARREN BROS. & CO. imited

Wholesale Grocers

37 East Front St., Toronto

Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec

TRAVELLERS AND THEIR SPARE TIME

Some Suggestions for the Improvement of it—The Note Book—Learning Languages—Savings Bank for the Small Change of Time.

"The first thing a commercial traveller should do is get the confidence of the people he wants to sell to. If he can do that the orders will come all right."

This was told the Grocer by one of the most successful grocery travellers operating out of Toronto, A. J. Chalue of H. P. Eckardt & Co. For the benefit of the men starting on the road it is given here, and some of the "hogs" may find it good to ruminate on between stations.

The profitable use of spare time is a subject of interest to every one ambitious of success. Calvin D. Wilson, writing in The Sample Case, says of it :

The commercial traveler's leisure differs from that of men located at home. He who lives in one place has the evenings in his house or in his office ; he has hours that he can count on. The travelling man's unoccupied seasons are in small change, waiting for trains, or on railroad rides or buggy trips across country or in his hotel room.

Yet he has many unemployed minutes, which in a week make hours, as dimes and quarters make dollars. What can he do with these that they may count for something in his success ? He can do many things, according to his temperament, health, stage of culture and circumstances. No detailed rules will suit everyone, but general suggestions may prove helpful and each can pick and choose according to his situation. If one does not have a surplus of energy if he has to save up his vital forces in order to concentrate them when in action, it behooves him to seize the idle moments for rest, to sit still in the depot, to doze on the cars, to retire early to his hotel room. Yet even many of the less well-equipped men physically might be benefited by change of mental occupation, according to the present belief that what we often need is not so much repose as the exercise of another set of faculties.

The men with reserves of energy may again be divided into two classes, those who learn chiefly through their senses and such as learn partly by means of reading. The man with a markedly objective mind, who reads principally in the book of men and nature might be diverted from his proper method by advice to become a reader of books and a student.

We have the impression that traveling men, as well as many others, lose much by often failing to have in their pockets notebooks for ideas, suggestions, plans. Oliver Wendell Holmes said : "No man ever yet caught the reins of a thought save as it galloped by him." It is an invaluable practice to have at hand blank book and pencil, and to get into the habit of seizing the reins of thought as they gallop by. Many of these, perhaps most of them, may prove worthless or impracticable, but in any case you have the ideas written down for examination and scrutiny at leisure. The man with the notebook will soon find he is having more bright ideas than came to him formerly. Then he preserves the facts that come to him by the eye or ear for inspection ; he is not trusting to memory which may fail to bring back accurately what he wants when he wants it. The notebook habit causes him to put his ideas into somewhat better shape than if he leaves them unformulated and floating in his mind. The notebook helps him to learn the value of his own thoughts. It gives him a record also of his own ponderings and experiences that may have in the future a larger value than he now perceives. If he saves his thoughts thus, records his observations, while waiting for trains or shut in his hotel room and studies these jottings, he will probably find some diamonds among the pebbles. He may have jotted down in two minutes the idea that proves the germ of a larger future. In times when no new ideas come, the moments may be well spent in looking over the notes already made. Such a course soon comes to have an interest of its own and is a pleasant occupation. It takes away the feeling of wasting time and the spirit of impatience at delays.

There is another line of mental effort, for which odd moments may be utilized, the result of which may be of especial value to traveling men who are able to follow it. This is the learning of a new language. No one needs to be more than reminded that in such a country as ours with its mixed population the knowledge of other languages than English is of every-day value. This is true particularly of traveling men, many of whom are carried by their business into communities where German is commonly spoken. One may be sent by his firm into the French-speaking portion of Canada or Louisiana. His employers may require a man who can talk with the Mexicans in their own tongue, or go into the settlements of the Swedes or Norwegians. His house may have extensive plans that reach out over Europe. In any of these cases the man who is already equipped with a working knowledge of German, French or Spanish may get the plum of the mission. Being able to do what the majority cannot do, he gets a better salary, and if sent abroad gets foreign travel thrown in

Spare minutes tell wonderfully in the acquiring of a new language. The mind comes to it as a change and so with fresh interest. The little learned in a fragmentary way gets in time to be fixed in the memory. Of course some men have no faculty at all for new languages and such, after a fair trial, will have to limit their sphere of business to the people who talk their native tongue. But after all, most men can do far better in learning another language than they think at first thought. Nearly any one can get a speaking acquaintance with German, French or Spanish, if he sets himself about it in the right way. A beginning can be made by the use of such little books as are to be gotten in almost any book store. These appear under some such titles as "How to Speak German Without a Teacher." Any librarian or book dealer can give the information. Something at least may be acquired in this manner and such a book may be carried about and conned anywhere at odd times. A few weeks of this study will bring a man along to a point where he will see what further help he needs. If he can be in one place long enough to get the assistance of a teacher, so much the better. He may in some cases be able to get in touch with night schools or the classes in languages in the Y.M.C.A. Presently he will be reading German or French books on his journeys and talking in these languages on his travels to any who understand them. In due time through use of spare time, he will be equipped for a wide field of employment.

The ambitious traveling man who has gotten a working knowledge of one foreign language will not be likely to stop there. It is a general experience that the learning of other languages becomes much easier after the first one. As is well known, all classes of people in Europe think little of knowing several languages beside their own ; of course they often have the advantage of hearing these spoken around about them. Yet what is done by unschooled European peasants ought to prove simple for as bright men as American commercial travelers commonly are.

Reading with a purpose, for some definite end, is of course, a universally desirable use of spare time. This may or may not be apparently of immediately available import, yet may further us greatly. President Roosevelt has stated that he is fond of reading in his leisure hours the history of the dismemberment of the empire of Alexander the Great. This seems a rather remote subject from American politics ; and yet the completed record of the causes and changes that disintegrated one of the greatest empires of ancient times afford a picture in which to study the perils of modern society. The statesman who is familiar with these stories of the past is better able to understand and forestall the dangers of America. Cecil Rhodes, the great empire builder of South Africa, was a constant reader of Gibbon's "Decline and Fall of the Roman Empire," and doubtless thereby had his mind enlarged to understand the scope of the problems of the British Empire.

The intellectual horizon of the traveling man, whose actual business of selling goods may seem quite disconnected from general knowledge, will unquestionably be widened by the reading of history, for example. The wider and stronger his mind, provided he does not sink into a book worm, the better he can do business. He will have a clearer and saner judgment. When reading is connected with daily activity there is little peril of its making men impractical. Roosevelt is one of the best read men of the day and his scholarship has not impaired his practical judgment. The traveling man might well read all American history to advantage. He might take up an elaborate history of business from its beginning to its present developments. Still better, if he aims at culture, would it be to plan a course of reading such as would cover all the most important subjects, history, ethics, political economy, finance and so on. At the end of a few years, by use of spare time alone, he would have furnished himself with all the general facts that any man in any occupation may have gained. He surely should guard against feeding his mind exclusively

with the very interesting but scrappy information to be gotten from newspapers and magazines; such reading will at most afford but a superficial knowledge of anything.

If one has a particular bent, he should follow it if it is along lines that promise development. The man of inventive turn may, in his odd moments, note and work out some needed invention. The man of mechanical mind certainly might find pleasure and profit by searching the world as he goes about for the things that are needed or that can be improved. Another man has a turn for mathematics; if he has, he possessses a gift that, worked constantly and to its utmost, may at any time bring forth fruit to his great advantage. We are told that Mr. Hughes, the governor-elect of New York, takes with him on his vacations books on mathematics and such works as Kant's Philosophy. When he had the investigation of insurance matters on his hands, his great skill in mathematics served him well. It seems a long way about for a lawyer to spend time on mathematics and philosophy; yet mathematics in this case, as in many another, worked directly into his practice and Kant's Philosophy doubtless kept him in touch with noble views of human life, and with processes of pure reason. Likewise, the commercial traveler may find any real study while in his leisure. The improvement of mind will certainly serve him and the particular knowledge may at any time fit into a place in his work.

There are still other men who are travelers who have in them, perhaps in an undeveloped state, the gift of writing for the press. The leisure of such may be well employed by writing of their interesting or unusual experiences for the newspapers or magazines, or preparing material for a book, a story, a novel, or a volume on business or on their particular kind of work. Many writers would think they had a gold mine if they were in possession of the impressions and experiences of such commercial travelers as have long made their rounds over a great scope of country.

Reading for relaxation has its fit place and seasons and the commercial traveler requires, at least at times, to get away from the actual world into the realm of romance and of poetry and he does well to permit himself the privilege within reason. He surely ought besides to equip himself with some of the vital books that impress the principles of sound faith and wise living. He cannot afford to be without a strong grasp on the truth and his spititual relations and duties. Otherwise, the spare moments will be the seasons of depression and of darkness. The man who is brave in the actual contact with men and with business is apt to feel unnerved and cheerless in the idle hours.

" 'Tis not in the battle nor in the strife
We feel benumbed and wish to be no more
But in the after silence on the shore
When all is lost us but a little life."

In the lonely times, in the lull of the battle, we need anchorage and hope and faith. He is wise who, at such times, has in his grip a book that will rekindle his soul and show him the great truths that remain and are the same both when we are glad and busy and when we are listless and solitary.

The opportunities for exercise and improvement of health in odd moments should not be overlooked. On journeys Talmage used to get off the train during its stops and walk briskly up and down the platform for a few minutes. When he was lecturing, he would take a street car line from his hotel to the country and treat himself to a five or ten minutes' run. The commercial traveler who has ten minutes wait at the depot can step out into the open and fill his lungs with fresh air or snatch a brief walk for a few squares. The spare minutes of each day will do much to invigorate him if he seizes them.

BUSINESS MEN IN MUNICIPAL LIFE

No. 7

J. T. Goldthorpe, better known in Huron County as "Joe" Goldthorpe, is proprietor of the fine brick grocery store in Saltford, just across the Maitland River from Goderich. He has been doing business here now for fifteen years, supplying the bulk of the village requirements and doing a first-class farm trade. Since the C.P.R. contractors have been operating at this end of the Guelph & Goderich, large gangs of workmen are generally quartered in Saltford, and some of this trade comes the way of Mrf Goldthorpe. Some years ago the establishment was destroyed by fire, with little or no insurance, a shock from which few men would have been energetic enough to recover completely so soon. At that time the present brick store and residence was built, and it is now quite equal to most of those found in large towns.

J. T. Goldthrope, Goderich.

Mr. Goldthorpe was elected in January last to a position at the Council Board of the town of Goderich, although really a non-resident, and needless to say, he is "one of the best." He has built a large number of houses in Goderich; there was a time when some people gave their address as "Goldthorpe's Row," but nowadays nobody would know just which "Row." J. T. is Vice-President of the Goderich Planing Mills Co., Limited.

Mr. Goldthorpe was for several years collector for Colborne Township, and is still Treasurer of that municipality. As Manager of the Point Farm Summer Resort, he is well known to a large clientele of visitors from points near and far-off. Councillor Goldthorpe is General Manager of the Maitland River Power Co., a company who purpose harnessing the Maitland River, and whose bonds were on July 7th of this year guaranteed by the town of Goderich to the amount of $150,000. This concern is closely connected with the Ontario West Shore Electric Railway Company who hold a charter for the construction of an electric road from Sarnia to Owen Sound, with a belt line around most of the important Huron County points. Several citizens are interested in both companies, and it is obvious that their interests are closely connected. Mr. Goldthorpe, with others, is convinced of the great possibilities and ultimate success of this project, and indeed the future prosperity of Goderich is bound up in their success in no little measure.

As another evidence of public spirit, Mr. Goldthorpe has just been putting his shoulder to the wheel in aid of the Goderich Wheel Rigs Co. and the Jackson Mfg. Co., two new Goderich industries which the townspeople almost unanimously voted to aid, on Saturday, Nov. 10th.

With all these varied interests, Mr. Goldthorpe finds it necessary to be frequently absent for long periods from his store, but he has a capable manager in the person of his daughter, Miss Alma, who has long been the buyer of the establishment. It is worthy of notice that the younger commercial men never shirk the long walk to Saltford over the Goderich hill.

A DAINTY GREETING.

D. J. Rattray, of D. J. Rattray & Sons, Montreal, sent to his friends a very pretty Christmas greeting in the form of a card brochure. The front bears the word "Greeting" in gold and mother-of-pearl, framed in gold and suspended from it by gold chains the letters, also in gold, "XMAS." An initial "R" in gold at the right hand corner and two diminutive bows of blue ribbon completed the decorations. The interior inscription was

With Best Wishes
for
A Happy Christmas.

HAMILTON'S PRIDE.

Probably the finest window display ever seen in Hamilton was that made by Bain & Adams, the leading King St. E. grocers. In their two large show windows were most temptingly displayed seasonable fruits and table delicacies, the large space above being completely filled with artificial grape-vines hung with luscious looking bunches of grapes, illuminated with tiny electric bulbs. Bain & Adams conduct a model grocery and cater to the finest trade in the city.
A Windows WYNN

A. P. Tippet & Co.'s Toronto office has been removed from 20½ Front St. East to the Canada Building, 64 Victoria St.

TRAVELLERS' BANQUET BOARD

Canadian Association Members Sit in for a Jolly Time—Some Inspiring Speeches—How a Traveller May Improve His Time.

The Commercial Travelers' Association of Canada held a banquet on Wednesday, 26th December, in the Temple Building, Toronto. About 250 sat down to enjoy the good things provided. President Thos. McQuillan, than whom no more popular presiding officer ever graced the chair, officiated. The entertainment was one gotten up by a special committee under the charge of W. J. Hopgood, the mover of this special exclusively travelers banquet, and he and his fellow workers are deserving of the highest praise for their

J. W. Wood
Vice-President, Gordon, MacKay & Co.

work and the success of the first really travelers' banquet.

President McQuillan proposed the toast of The King, which was drunk with enthusiasm, and the rendering of the national anthem demonstrated that the travelers were not only loyal citizens, but possessors of magnificent voices. The leading Toronto choirs could be materially strengthened by the acquisition of some of them.

A song by Mr. Beatty, "Rule Brittannia," preceded the second toast of "Canada," to which Mr. Hopgood responded. This gentleman is one of the best known travelers and workers for everything that is good for the association, is a fluent and eloquent speaker and did his subject and himself credit.

The Man With the Wad.

After the rendering of The Maple Leaf and a song by Mr. Brownell, the toast of "The Commercial Travelers' Association of Canada" was replied to by E. Fielding, treasurer. The boys apparently appreciate the services rendered to the association by Mr. Fielding as he was received with cheers and flattering remarks referring to the fact that "He was a Daisy." Briefly, but clearly and convincingly he referred to the splendid position occupied by the C.T.A. to-day. He brought out the fact that the death rate of the C.T.A. was lower than that of any straight line insurance company in Canada. During the past seven years, they, the travelers, had paid out to the widows and orphans of their fellow travelers, $246,127 besides expending $6,097 out of the special relief fund. His recital of several instances where unfortunate travelers and their families had been relieved from want and distress, impressed those present feelingly, and his appeal to the boys for their individual dollars towards the fund will no doubt be productive of more material for relieving suffering.

A song by Mr. Barnard, "The Sea is my Sweetheart," was well rendered. Ald. Joseph Oliver proposed the toast of "The Commercial Travelers' Mutual Benefit Association of Canada," coupling the names of S. R. Wickett and Harry Goodman and president Jos. Taylor with it. These gentlemen all did justice to their subject and as all of them had been active and energetic workers in the C.T.M.B.A., they were able to give their fellow travelers important and satisfactory news and statistics. The popular, big and jovial Solly Walters rendered a song "Love's Magic Spell" so satisfactorily that an encore was demanded. This response was the favorite ballad, "On the Kankakee and the Kokomo."

The toast of "The Wholesale and Manufacturing Interests" was proposed by President McQuillan and responded to by J. N. Woods, managing director of Gordon Mackay & Co., Limited, wholesale dry goods, and Thos. Kinnear, of T. Kinnear & Co., wholesale grocers, and John F. Ellis, of Barber & Ellis Co., Limited. The replies of these gentlemen were punctuated with a cornet solo by Mr. Jenner, song by Mr. McGregor, "El Pandelero," and "The Dear Little Shamrock," and character songs by Will White.

A Time Saver.

Mr. Woods' remarks were of a character to impress every traveler present with the dignity of his calling and the great possibilities for advancement of the commercial interests of our great country. He impressed upon every traveler the necessity of occupying his many enforced hours of idleness through delayed trains, waiting around for customers to view samples, long railway and water trips, the long between-seasons warehouse hours, etc., taking a course of study of good reading, etc., and in every way to study all things pertaining to his business. As an instance of how much time a traveler has for such improvement he mentioned that he had crossed the Atlantic on buying trips ninety times and a calculation showed him that he had in these trips spent about three years of his life, as long as a graduate of a university spends in securing his degree.

Mr. Woods was pleased to see so many young faces among the travelers. This was the day of the young men and he impressed upon them the importance of the great opportunities presented to them in every branch of trade and commerce. The history of the world shows nothing greater in the way of progress and development than that which is

Lewis Howard, the New President.

going on in Canada to-day. He also advised against the "get-rich-quick" policy, gambling in stocks, mining shares, etc., and urged them to study the great responsibilities of their day and time, and asked them not to forget that times of great opportunities were times of great responsibilities. "Our country is in the very flood tide of prosperity, but the higher that tide rises the greater will be the amount of commercial wreckage left in its wake when it recedes." It was his opinion that the Boards of Trade and the Commercial Travelers' Associations could work hand in hand on many matters of mutual interest. The transportation question was one that should be taken hold of by them in conjunction with the Boards of Trade, as it affected them mutually. Fire insurance was another subject every traveler could use for the good of his customers and employers by offering suggestions as to protecting himself and his employers'

interests at the same time. Mr. Woods' address was the feature of the evening and coming as it did from one who had worked his way up by hard work through all the stages of good and bad times, on the road, and in the warehouse, until he had reached the eminent position he occupied to-day in one of Canada's greatest dry goods houses, was a visible and living example of what a young man and traveler can do in this country.

Tell the Truth, Boys.

Mr. Kinnear endorsed Mr. Woods' remarks in toto, emphasizing the importance of a traveler telling the truth about the goods he sells. "It pays in the long run," he said, "and you may lose an order now and again, but the loss is only a temporary one. Your customer will come back when he finds out that you have dealt honestly with him. Learn to know your goods, study them thoroughly so that you can speak emphatically and authoritatively when selling. If you are thoroughly posted on your goods no competitor can draw a herring across the track and kill your sale." Mr. Kinnear also laid stress upon the improvement in the system of selling goods. It was different now to thirty years ago when it was the almost unbreakable custom to take your customer out for a drink, before making a sale. The reverse is now the case—it seemed to him that this was nothing more or less than buying trade. He didn't believe in buying trade, it was not necessary. Superior knowledge on the part of the traveler, properly conveyed to his customer, will win out in the end.

Mr. Ellis spoke for the manufacturing interests and as a life-long member of the C.T.A. and one of the charter members of the association he was always heart and hand with them in the work they were doing.

Mr. Rice rendered a sea song very acceptably, after which Ed. Burns and his troupe of professional musicians, recruited from the ranks of the travelers presented in character the rock and soul moving, "The leader of the German Band." This was the "piece de resistance" of the evening and thunders of applause greeted the talented leader and his assistant artists.

To the Sisters.

The toast of the "Sister Societies" was responded to by Mr. J. H. Morin, of the Dominion Travelers' Association, Montreal. W. H. Gray, of the Western Association (London, Ont.). Mr. Morin conveyed to those present the pleasing news that Premier Gouin, of Quebec, had promised to repeal the objectionable Travelers' Tax in that province. "The Ladies," responded to by R. L. Baker and Mr. Charles, both eloquently as became the subject. "The Press" was briefly replied to by W. H. Seyler, business manager Canadian Grocer, representing The MacLean Publishing Co., Limited, publishers of trade journals, and Mr. Briggs, of the new travelers' magazine, "On the Road."

Excess Baggage Checks.

Harry Goodman's little story of the Ottawa young lady visiting in Toronto was much enjoyed. The young lady in question attended a society ball in Toronto, and was there introduced to a gentleman, a commercial traveller, a fine, polished man of the road. During one of the pauses of the dance the young lady asked him what his profession or business was, she, from his appearance and style, judged him to be a banker or lawyer. He said, "I am a commercial traveller." Oh, dear, she exclaimed, quite shocked, "Why in Ottawa they do not allow commercial travellers in the best society." "Well, neither do they here," he answered.

The number of bald young men at the feast was a noticeable feature. The worries of business and the strenuous times are very trying.

It was the first Travellers' Banquet, travellers as speakers and entertainers, and being unique by the absence of imported politicians and professional after-dinner speakers, established a

E. Fielding—the Man With the Wealth.

happy precedent. The speaking was of a high order and purely "among the boys."

Mr. J. W. Woods' speech was a masterly effort and delivered in a manner that could not fail to impress all. As a post prandial speaker, he should certainly be classed in the front rank of Toronto's best.

It was with regret that the travellers learned of the illness of Lewis Howard, President elect for 1907.

Solly Walters and "Marguerite" were popular among the boys. Solly's beaming countenance and deep, strong voice made the affair additionally enjoyable.

The idea of Fielding being "a Daisy," seemed to tickle a few of the end table guests. They couldn't stop singing it.

"Next year this hall won't hold the boys at the banquet," remarked a number of travellers. Hopgood is a hustler, and he struck the right men to work with.

Dip down for that Dollar for Fielding's Relief Fund, boys. You'll never miss it, and your brother's family will thank you.

Advice to the Committee for next year's banquet "Don't forget the Trade Press," it works for you and with you. It is always talking business, so are you."

Happy New Year.

NOTES.

J. Bermak, grocer, Winnipeg, has sold out.

J. A. Hopkins, North Dovercourt, is dead.

Jules Cloutier, grocer, Quebec, is dead.

F. W. Davidson, Sussex, N.B., is selling out.

The stock of C. Keyes, Lariviere, has been sold.

L. R. Larose, Hull, has sold his stock to H. Brouse.

E. Menard & Fils, grocers, Montreal, have dissolved.

E. J. Boucher has opened a new store in Fort Frances.

John McIver, grocer, Winnipeg, has discontinued business.

Toby & Sons, general merchants, Tara, Ont., have dissolved.

Darche & Darche, general merchants, Sawyerville, have dissolved.

The assets of S. Coplan, grocer, St. Johns, Que., have been sold.

The business of A. Acton, Kemptville, Ont., is offered for sale.

The stock of C. B. Julius' general store, Winnipeg, has been sold.

J. E. Cochran, of J. E. Cochran & Co., grocers, Winnipeg, is dead.

Mrs. A. H. Smith, Tilbury, is advertising her general store for sale.

Wightman & Burgess, general merchants, Moosomin, have sold out.

R. D. Read & Co., general merchants, Wawota, are retiring from business.

D. Aumond, general merchant, Montcerf, Que., is succeeded by A. Lafrance.

V. W. Johnson, general merchant, Rossburn, has sold his Seeburn branch.

Anna B. Hoaglin, general store, Taber, is succeeded by A. B. Hoaglin & Co.

Chevalier & Pollock's general store at Gull Lake was recently damaged by fire.

A. R. Fleming, general merchant, of Erwood, Sask., has moved to Etiomami.

Hinton & Co., of Emerson, are closing their branch general store at Ridgeville.

Cowan & Clark are advertising their general store at Winchelsea, Ont., for sale.

A. Vaudette, general merchant, Rockland, Ont., is succeeded by F. Provost.

Mrs. Annie (N. R.) Sivart, grocer, Vancouver, is succeeded by William Webster.

Wiggins & Gray, Marmora, have dissolved, and H. C. Wiggins will continue.

Rosner & Brownstone's general store at Plum Coulee was recently damaged by firef

EFFECTIVE WINDOW DRESSING

What Can be Done With a Package Tea—The Art of Sign Writing—Some Arguments in Favor of the Use of Cards.

MODEL TEA DISPLAY.

Whitehead & Huether, Walkerton, are the proprietors of the window shown in the accompanying illustration and if anyone wants our candid opinion we would say it's a pretty nifty window. This picture is not used to advertise Ludella tea but to show what a neat and attractive display can be made in using a single window with a single line. The lattice work background which has much to do with the general effect is made of white tape. The tea table, the two plants, everything seems to just fit. The card too is right. It says just enough and is neat as a pin. The man who dressed the window has ideas and we would like to have his name to give it here. He deserves credit. We should have had the name, too, but the photograph was handed to the Grocer by John Chanes, president of the Drummers' Snack, and these exalted personages are so apt to forget some things.

ON THE ART OF TALKING BY CARDS.

In the writing of price-tickets and window-cards, proportion is a point of great importance. A scantily-filled window space, and a card of gigantic size drawing attention to it, is, to say the least, poor policy and in bad taste. Even in a well-filled window a large card is very often out of place. In the first case the card is making a splurge about nothing, and in the second it is crowding the display, or unnecessarily repeating statements which the goods are placed on view to make for themselves. A large card, jammed with wise remarks, and cataloguing the goods displayed, may in some cases prove effective, but much oftener a card bearing on it some short, striking fact, is the one which should be used.

Along certain lines generosity is a good point in a card. A proper allowance of margin is essential to a good appearance. A card recently displayed in the window of a large city store had all the final letters cut off by the right hand edge of the pasteboard. This might not necessarily typify meanness in the character of the proprietor, but it shows at least a carelessness which the consumer does not like to see in the man who handles the greater part of his food supply.

There is reason in all things. You don't want a card which is so much in evidence that it spoils the display; nevertheless you want one of such size that the wording upon it will not look crowded. In other words, don't try to say too much and the card will not need to be over large.

SOME SIGN ARGUMENTS.

Here are some good arguments for the use of signs, from a folder issued by the Martel-Stewart Co., Montreal:

Signs say something.

If they are good signs, made in the right way and placed where they will do most good, they tell their message to receptive minds.

To be good, a sign must be neat and attractive.

It need not be elaborate, in fact the most simple signs are usually the most effective. The people who pass your door or stand before your counter may or may not have time to admire art. But they will certainly take time to read terse, pointed, pithy words of wisdom presented by a clean-cut sign.

Signs pay because they say something, and say it in the most direct and forcible way.

Whether it is a bevelled plate glass sign, suspended by gilt chains in a window; or a dignified and prosperous looking brass sign; or an enamelled sign, or an electric sign, if it tells its message plainly and is clean and attractive in design and execution, it will pay.

People want to know things. If they see a window display of goods, with no sign describing or pricing them, they feel that they have been defrauded of their just dues,

It pays to put prices on all goods displayed, and to exhibit a small sign telling something about the goods.

It pays to tell the public about your business —repeatedly, persistently —by signs.

If yours is a "money-back" store, say so just as frequently as possible—by signs.

If your policy includes this or that or any other commendable principle, come right out and proclaim it by a sign. It always pays.

If you are conducting a sale, tell the reasons, tell the prices, tell everything —by signs.

An Artistic Tea Window.

Signs make the difference between business success and business failure. A professional man without a fitting and appropriate sign beside his door is seriously handicapped. A merchant without the right kind of signs outside and inside his store is doomed to disappointment—if not disaster.

Signs pay because they are the most direct medium of thought transferrence.

You must tell people about your business. You must show them that you are alive and on the lookout for new ideas, that you are doing your level best to serve them well.

Signs will do this.

Business Management

By HOWARD R. WELLINGTON.

This Closes the Series of Articles on the Subject of Book-keeping.

In order to show how the surplus in the business is made up, a statement of Assets and Liabilities is shown herewith. It would be interesting for the merchant to have the items on these statements arranged in the same order for each year or period and comparisons could then be made periodically with previous years to ascertain the condition of the business from time to time.

As previously stated, when an account has a debit balance it must be one of two things—an Asset to the business or a Loss. When there is a balance at the credit of an account, it must be a Liability or a Gain.

Cash, accounts receivable, merchandise on hand, expense items prepaid, also coal and wood on hand, bills receivable, equipment, etc., are all Assets of the business, while accounts payable, bills payable, amount due bank, etc., are all Liabilities.

In addition to the above mentioned Assets and Liabilities is the proprietor's capital account, which is treated as a Liability. J. M. Russill, personally, and his business are not the same, that is, J. M. Russill has invested money in a business and the business owes him, therefore, the capital account of his business is a Liability of the business.

This is the last of the series on book-keeping for the retail merchant. There are, of course, more elaborate systems than those outlined in these articles, and slight changes are invariably necessary to fit in with the particular business, but in a general way we have endeavored to give those interested a fair idea of how to run a set of books, using double entry. The various methods and the books and forms may look cumbersome at first sight, but will be found very practical when used.

Statement of Assets & Liabilities

Assets				Liabilities			
Cash	On Hand		50 50	Accts. Payable	T. Thomas	100 00	
Mdse.	" "		4500 00		S. Peter	30 00	
Expense.	Sundry items prepaid etc		140 00		P. Ramsay	15 00	
Bills Rec.	J. Simpson	50 00			T. Little	100 00	
	S. Jones.	30 00			J. Jackson	27 50	272 50
	T. Jenkins	150 00		Bills Pay.	T. B. Scott		200 00
	S. Brown	28 00					
	C. Clear.	30 00	288 00	Bills Pay.	Bank Discounted		1800 00
Accts. Receivable	J. Jones.	30 00					
	T. Brown	50 00		Expense	Sundry items		30 00
	S. Best.	100 00					
	A. Test	20 00		J. M. Russill	Caputal Ac.		6681 00
	S. Thomas	30 00			(Est. Smith)		
	T. Simpson	25 00	255 00				
Equipment	Sundry items		750 00				
Real Estate			3000 00				
			$8983 50				$8983 50

FIG. 1.

WHAT TO DO THIS MONTH

Some Suggestions for the Grocer at the Beginning of a New Year—Ways and Means of Improving Business.—By R.E. C.D.

What should a grocer do this month? You ask a wholesaler that and he'll answer right off the reel "Pay his debts."

I asked a man who learned the retail grocery business in the old country and has followed it many years in Canada, and his reply was, "Take stock, find where he stands, clean up his store, get rid of his stale stuff and begin the year with fresh, good goods."

I asked an old traveler and the first thing he said was "Take stock."

"How many grocers do take stock?" I asked.

"About one in fifty," was his surprising reply.

Surely he was exaggerating! Can it be possible that so few grocers in Canada are observing the first principles of the systematic conduct of business. January is a quiet month; the merchant will have time and to spare. Every grocery store in the Dominion should know to a bar of soap or a lampwick just what he has got.

* * *

This done, the grocer, if he has a system of bookkeeping worth the name, can quickly ascertain where he stands and how much he has made in the year. But observation has led me to the belief that a great many grocers have no such system of bookkeeping. A little while ago the Grocer published a story about a mighty bright and progressive firm of grocers whose only bookkeeping aside from their bank book was the keeping of the accounts of their customers. Next week the Grocer will contain an address delivered by an expert accountant, Fred C. Gilbert, before the Ottawa Retail Grocers' Association. Every grocer in the country should read it. I should think natural curiosity would prompt every man to keep such a written record of his business as would enable him at any time to know what he was doing. The merchant who can get along without it must have a fine faith in Providence or a great conceit in himself.

* * *

Just here it is worth while suggesting that the grocery clerk who has any ambition for his business or any faith in his future will do well to expend a lot of effort and venture upon some expense to acquire a knowledge of the principles of bookkeeping.

* * *

To take stock and get a balance sheet of his business is, then, every grocer's first duty in January. When he is about it he should find out what it cost him to do business during the year just past. This will be possible only if he has kept his books properly. But it is absolutely essential if he is not going to do business with his eyes blindfolded.

Suppose a case. A grocer did a business of $12,000 last year. In selling he had reckoned on a profit of 20 per cent. Therefore his goods cost him $10,000. It cost him to do business, rent, fuel, light, taxes, wages, interest, bad debts and all the rest of it $2,000. And that's a low estimate; it probably cost more. The result is he hasn't made a cent. His expenses were 16 2-3 per cent. of his turn over, or 20 per cent. on the cost of his goods. The lack of this knowledge of the cost of doing business is the most fruitful cause of bankruptcy.

* * *

With stock-taking, the grocer should combine two other processes, cleaning up and sorting out the stale and damaged goods to be got rid of. Cleaning up means at least the moving of everything in the store and the emptying of every shelf. Michie & Co., Toronto, employ a man whose principal duty it is to keep going over the stock, cleaning and dusting. In that way everything is gone over at least once a month. There are stores that are never cleaned thoroughly and they smell like it. They are not the stores where particular people like to deal.

* * *

The Canadian Grocer is not an advocate of price cutting under any circumstances. But if salt hath lost its savor wherewith shall it be salted? If goods have become stale or shopworn, they are no longer worth the price and the progressive grocer cannot afford to keep offering them at the price. He should get rid of them for what he can get and he should not forget to charge up the loss to the cost of doing business.

* * *

Why shouldn't the grocer make a few resolutions to keep the rest of the world company? The usual New Year resolution is for the improvement of morals; the grocer's will be for the improvement of business. Cleanliness is next to success in the grocery business. Let the grocer resolve to remember he is handling food stuffs.

A gentleman already quoted in this article told me he was waiting not long ago in front of a grocery into which his wife had gone to buy some things. The grocer came out to show a lady some cranberries that were standing on the sidewalk and while thus engaged turned half round and blew his nose through his fingers. This isn't fit to print, but it was an actual occurrence. But think of a man like that handling food stuffs.

Clean aprons and clean white linen coats for the men behind a grocery counter are excellent investments, and advertisements.

* * *

Modern store fittings are a great aid to business. Many of them will more than return their cost in a year by economy or increased sales and they all make a store more attractive. Instead of fighting shy of every aid to business the grocer should be looking for them. Whether he buys or not he should know what is doing in his own trade. Take the smallest example I know of. The Star egg carrier is the simplest, safest, handiest and cheapest method yet devised for the delivery of eggs. Yet the selling agents for Canada tell us it is uphill work introducing them. They find it hard to get the advantages of the carrier properly explained to and understood by the grocer. This would not be the case if the average grocer were looking for improvements instead of regarding every new thing with suspicion.

* * *

This suggests that grocers should watch carefully the advertising pages of the Canadian Grocer. That's where he will learn of the improvements that are worth while. And there's a lot more than that to be got from the advertising pages of the trade paper. The live wholesaler has something to say to the retailer every week. The keen buyer wants to know what it is.

* * *

A gentleman of long experience deeply versed in the mysteries of the grocery trade, with whom we discussed this question of what a grocer should do this month, strongly urged that he should make a beginning at weighing everything he bought.

"Package goods, too?" I asked.

"Yes, package goods too. The grocer stands between the consumer and manufacturer and he should know the net weight of everything he sells."

He urged also that grocers should be much more careful about weighing out their goods. The other day he weighed three parcels just arrived from the store and found two of them an ounce and a half short and the other as much over.

These are only a few suggestions as to what a grocer should be doing in January. Any live merchant can think of many more ways of improving his business.

DEATH OF R. G. EVANS.

The death of R. G. Evans, Pittsburg, Pa., last Sunday, Dec. 30th, removes from the commercial arena of the United States a man whose future augered bright and whose activity during his life assisted materially in developing one of the largest, if not the largest food industries of the world, the H. J. Heinz Co.

Mr. Evans was only 47 years of age, but had been connected with the business for about 25 years. He started as shipping clerk in the Kansas City branch of the Heinz Co. and later was removed to the head office at Pittsburg, where through his energy and keen business knowledge he rose to be a partner nad at the time of his death was the general manager of the company.

Mr. Evans was popular with the entire staff but just and upright in all his transactions and treatment of the trade. It was with extreme regret that the late annual gathering of the traveling staff at Pittsburg had to be conducted without him, he having taken a severe cold and being confined to the house with pneumonia, to which illness he succumbed after a five day's illness.

The funeral was held on New Years day to Homewood Cemetery, and was very largely attended, and the enormous quantity of flowers and tokens sent expressed in their gentle way the great esteem and popularity in which Mr. Evans was held. Among the Canadian visitors were: H. P. Eckardt, of H. P. Eckardt & Co., Toronto, and Mr. Stewart the Quebec representative of the Heinz Co.

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CLERK WANTED.

Grocery trade in Canada was larger in volume last year than ever before. Profits were large, too, because business was transacted on a steadily advancing market. That the net per cent. profit was large, too, does not necessarily follow for the cost of doing business must have largely increased. Now that the year is past how many grocers can take stock and sit down with their books and as certain the net result of their year's labor. How many can read from their books their total volume of business for the year and the exact amount it cost them to do that business? The grocer who can't do these things should bo looking about for a hand and effective system of bookkeeping and for a clerk who knows how to do it.

PREMIUM PHENOMENON.

A grocer in Suburban New York conducts a coffee and tea store one block from his grocery. At the tea store he gives premiums of china, glassware, pitchers, etc., with all purchases of teas and coffees. In the grocery store he obtains the same prices for tea and coffee without premiums that he does in the tea store. The two stores are conducted under the same name, and are one block apart and all his trade understands that they both belong to the same person. In the tea store Mocha and Java coffee is 29c a pound, with a premium; in the grocery store it is 29c without the premium. The trade is about evenly divided, the grocery store doing as much coffee and tea business without primiums as the tea store does with premiums.

CANNED TOMATOES.

With dried fruits off the active list canned tomatoes promise to be the feature of the grocery markets for a while. The accepted barometer of the situation is the fact that the Canadian canners were able to fill only 80 per cent. of their orders while last year they filled 90 per cent. But that does not indicate consumption which is the prime question, nor does it indicate the independent pack which is also an important feature. It does not even mean that the wholesalers in whose hands the bulk of the pack now is, are short of their requirements. A wholesaler told the Grocer this week he had 10,000 cases in excess of his own trade needs. Last season tomatoes reached $1.30. Had there been 5,000 cases fewer on the market, it is said they would have reached $1.40. Western consumption this year is regarded as a considerable factor in the final outcome. But consumption everywhere appears to be heavy. It looks like a good time to buy tomatoes, but the advice the Grocer would offer is to repeat the remark of a wholesaler recently in regard to sugar: "The man who buys only for his requirements is the man who stays longest in business."

DELAYS OF FREIGHT.

The ordinary time required for a carload of fruit to arrive in Toronto from California is ten days. It has been done in nine. This fall the average time is about twenty-three days. This will give some idea of the disability under which trade is being carried on as a result of the car shortage. Shipments of oranges have been two weeks on the road from Florida and three weeks from Boston. A Toronto wholesaler has prunes ordered which should have left California not later than Nov. 15 and they are not yet started. Not only is it very difficult to get a car in which to start a shipment but it is liable after getting under way to be side tracked at a junction point and left there for weeks. It is said that outside of Montreal there is a freight blockade of 3000 cars. Only this week a carload of horses was lost in the yards at Toronto and was not discovered for five days. All that time the poor beasts were without food or drink. They had pawed nearly through the floor of the car and it was the noise they were making that lead to their discovery. The annoyance and inconvenience extends to the retailer through the jobber. Someone says: "What's the use of kicking?" One thing is certain, if no one kicks improvement will stay a long way off. What is needed is a mule's kick that will make the railways sit up and take notice of their duties as public carriers and have an eye to their responsibilities as well as to dividends.

KEEPING SALESMEN WAITING.

A St. Paul traveling man recently stated that a good buyer never keeps a salesman waiting if it is possible not to, and yet it is true that every salesman losses on an average of two and a half hours each day waiting on buyers. The cost of selling goods is figured in making the selling price and buyers have to pay for it, so that if a salesman's time is lost some one has to stand the loss, and although most buyers would be very much surprised to hear that they pay for it, it is nevertheless true. There are over 100,000 salesmen on the road, whose salary and expense average $10 per day, and their lost time is therefore valued at least at $250,000 a day, which enormous sum must be paid by the buyers, although they get absolutely nothing for it.

The assignee often takes stock for the merchant who does not take stock for himself.

* * *

"As the season draws on for cider making I would again call the attention of our cider makers to the large export trade which can be done with this country," writes P. B. Ball, Canadian commercial agent at Birmingham. "In my district only one Canadian firm seems to have thoroughly gone into the matter, and with the exception of a few barrels which became ropey, the trade has been a thoroughly satisfactory one, at least so far as the quality of the article and the sale are concerned. Canadian cider has made a good name."

GROCER, STATESMAN, GOVERNOR

Sir W. P. Howland Died on New Year's Morning—One of the Fathers of Confederation—Held many important Posts.

Sir William Pearce Howland, almost the last of the Fathers of Confederation, and for many years a notable figure in Canadian public life, died at his home, Bloor Street East, Toronto, in the early hours of New Year's morning.

In 1864, Sir. W. P. Howland, then Mr. W. P. Howland, was senior partner in the wholesale grocery firm of Howland & Fitch, 25-27 Church Street, Toronto. His partner being Mr. J. C. Fitch. At this time he was also interested in the firm of W. P. Howland & Company, millers at Lambton, Ontario. The firm consisting of his three brothers and himself. A very large export business was done by the firm, as well as being large buyers and sellers of flours locally.

Sir W. P. Howland
A Grocer who became Lieut.-Governor of Ontario.

J. F. Eby, of the wholesale grocery house of Eby, Blain & Company, Limited, was an employee of Howland & Fitch at that time, and on retirement of Sir William Howland in 1871, the firm became known at Fitch & Eby. In conversation with Mr. Eby, he expressed great admiration for Sir Wm. Howland's executive ability, and his promptness in sizing up opportunities and taking advantage of them.

The late Hon. Sir Wiliam Pearce Howland was of English descent, his American progenitor being John Howland, a Quaker, who came to New England in 1620. Sir William was born in Paulings, N.Y., May 29, 1811. He was educated at Kinderhook Academy, and came to Canada in 1830. In 1840 he purchased from the late William Falls the Lambton Mills, on the Humber—the same being still in active operation—and soon afterwards engaged in the wholesale grocery trade in Toronto. He entered Parliament as member for West York in 1857, and was a member of the House of Commons after the union of 1867, till July, 1868, when he became Lieutenant-Governor of Ontario. This office he vacated November, 1873. He had previously held office in successive administrations as Finance Minister, Receiver-General, Postmaster-General, Minister of Finance a second time, and Minister of Internal Revenue. He was delegate to Washington respecting reciprocal trade, 1866, and to the London Colonial Conference, to complete terms of union of British North American Provinces, thus becoming one of the "Fathers of the Confederation." Sir William withdrew from business in 1894. He was for some years President of the Ontario Bank and also of the Board of Trade. He was President of the Gold and Silver Mines Developing Company, President of the London and Canadian Loan Agency Company, and President of the Confederation Life Assurance Company. In 1880 he headed a syndicate for the building of the Canadian Pacific Railway. For his services on behalf of confederation he was created a C.B. in 1867, and in 1879, as a further mark of royal approval, he was appointed a K.C.M.G. In politics he was a Liberal, and in religious belief a member of the Church of England.

He married first in 1843 Mrs. Webb, who died 1849; second, in 1866, Susannah Julia, widow of Captain Hunt of the Military Stores Department. She died in 1886. In 1895 he married Elizabeth Mary Rattray, widow of James Bethune, Q.C. Sir William was a brother of the late H. S. Howland.

Two of Sir William Howland's sons were prominent citizens of Toronto, taking active interest in civic affairs and both rising to the position of Mayor of the city, W. H. Howland and Oliver A. Howland, both of whom predeceased their distinguished parent.

TO CELEBRATE HIS WEDDING.

Friends of Hugh Blain Dine Him at the National Club.

To celebrate his recent marriage, about 30 of his friends tendered Hugh Blain, of the Eby, Blain Co., a banquet at the National Club, Toronto, on Wednesday evening last. The arrangements were a complete surprise to Mr. Blain, who, on the invitation of the committee in charge, prepared to do honor to another member of the club mentioned by them. The decorations were splendidly carried out, and a neat menu card made a fitting souvenir to the occasion.

W. K. George, president of the National Club, presided, and Frank Arnoldi, K.C., on behalf of the subscribers, presented Mr. Blain with a case of table cutlery and silverware.

Those present included Senator Jaffray, Col. Denison, J. F. Eby, W. K. McNaught, Noel Marshall, M. McLaughlin, W. S. McMurrich, J. S. Willison, and J. W. Curry, K.C.

GROCERY TRAVELER DEAD.

W. B. Smith, of Davidson & Hay Died Suddenly Wednesday Evening.

Wm. Binkley Smith, one of the oldest and best known grocery travelers in Canada, died suddenly at his home, 135 Avenue Road, Toronto, on Wednesday evening. Mr. Smith was a member of the Davidson & Hay staff for 13 years and represented the firm in the Niagara peninsula and on the Grand Trunk main line west.

News of his death will come as a shock to a host of friends in the grocery trade. He was enjoying his usual robust health a few days ago. He felt unwell New Year's day with what he supposed was indigestion. Wednesday he called a doctor but he was not thought to be seriously ill. That evening he took a sudden turn for the worse and passed away about half-past nine. Death was due to enlargement of the liver and acute indigestion.

Mr. Smith was 64 years of age and had passed his entire business life in the wholesale grocery trade, most of the time as a traveler. For many years he was with Wm. Ramsay & Co. in their day one of the largest firms in Toronto. He left them to travel for T. Kinnear & Co., and eight years later entered the service of Sloan & Crowther. Thirteen years ago he joined the traveling staff of Davidson & Hay.

Mr. Smith was a splendid salesman and one of the most popular travelers on the road. He was a Mason and a staunch Liberal. Mr. Smith was successful in business ventures on his own account, and at his death was vice-president of the Cowan Co.

He is survived by Mrs. Smith, a daughter, and two sons, Herbert, secretary-treasurer of the Cowan Co., and Elmer, buyer for the millinery department of the T. Eaton Co.

John McKergow, of A. A. Ayer & Company, is in the Southern States at present.

Touchette Le France Co., general store, St. Pierre, N.W.T., have dissolved.

Harry G. Nivin, of Wm. Nivin & Son, Montreal, has left for the West, where he will spend some time.

G. D. Warrington, the William Street produce man, of Montreal, has left for the Old Country on his annual trip.

Mr. Smith, manager for Canada, of Mills & Sparrow, Montreal, was laid up with the grippe during the week.

The popular wholesale tobacco firm of Jos. Cote, Quebec, takes the opportunity of thanking its many customers and friends for the liberal support that they have been giving him during the past year and solicits their esteemed patronage for the year 1907. This firm wishes all its customers a prosperous and happy New Year.

Markets and Market Notes

QUEBEC MARKETS

POINTERS.—
Fish—Revised.
Evaporated apples—Advanced.
Beans—Decline.

Montreal, January 3, 1907.

Owing to the holidays there has not been very much activity in the grocery markets during the past week. Business transacted has been very limited in most quarters, although some houses are fairly busy. The general opinion in jobbing circles is that there will be good business within the next two weeks. Grocers, while stocking up heavily for the holiday trade, are now without large stocks, having been pretty well sold out. The general markets are without feature of note this week. There is nothing going on in canned goods or sugar. There is some little interest in teas. The market for this line is firmer this year end, than it has been for a long time past. Coffees, spices and molasses, present no new features of interest. In dried fruits there is a scarcity of seeded raisins, but otherwise there is nothing new. Evaporated apples are higher again this week. Beans are offering at slightly lower prices.

CANNED GOODS.—There is practically nothing doing in canned goods this week. Some houses have been receiving a few lots of late arriving salmon, shipment having been delayed, but otherwise, there appears to be absolutely no movement in this line.

SUGAR.—Sugar is unchanged since last report. Business being transacted, owing to the holidays, is very limited.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls.	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES. — The market is without feature this week. Prices are without change in any line.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—All teas continue very firm, in fact the market is firmer this year than it has been towards the end of the month of December for some years. Usually there is rather an easy feeling at this season, and holders are often willing to let go their stocks in some lines at the buyers' own figure, but this year anybody desiring to purchase tea must pay the price for the line, or do without it. In New York there is some excitement owing to a report that has got abroad to the effect that green teas in the United States are some ten million pounds short of last year's amount. This would be a serious state of affairs if true, but nowhere are large stocks held. Some Montreal houses have been looking for American business since this report was made public.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—In coffee there was some little excitement in New York lately, but locally the situation is featureless.

Jamaica	0 0½ 0 1
Java	0 18 0 30
Mocha	0 19½ 0 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

FOREIGN DRIED FRUITS.— There is not much interest attached to this market just now. Locally there is nothing obtainable in seeded raisins, although some shipments are now on the way. These lots have been delayed, and are not of very much use to the consignees now that the holidays are past. There is nothing new in currants. Prunes are without change. Almonds have been advanced 1-2c. since last report.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 09¼ 0 10
Dates—	
Hallowees, per lb	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 23
Peaches, "	0 16
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters	2 50
" " ½-box	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters "	4 50
" " ¼s	1 30
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb. pkgs	0 10 0 11
" " choice seeded, 1-lb. pkgs	0 10 0 11
" " 2 crown	0 08 0 08½
" " 3 crown	0 09½ 0 10
" " 4 crown	0 0.½
Prunes—	per lb.
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90 100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 06
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08 0 09
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 12 0 15
" " 1-lb carton	0 16
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES. — Manufacturers are just finishing up their year, and jobbers report small demand for this line.

	Per lb.	
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

RICE AND TAPIOCA.—Fair business is being done in rice. Tapioca, selling at 7 1-2c, is subject to rather small demand.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07½ 0 08

EVAPORATED APPLES.—The price of evaporated apples continues to advance. This week the ruling figures are 9 1-2c. to 10c., an advance of 1-2c. to 1c. over last week's quotations. Large lots are selling at 9c a pound.

MAPLE PRODUCTS.—There has been no change in this market since last report. Business is quiet.

Maple syrup, bulk, per lb	0 07½ 0 09
Pure Townships sugar, per lb	0 10
Pure Beauce County, per lb	0 11

BEANS. — Beans are selling fairly well at prices which are slightly lower.

Choice prime beans	1 40 1 45

PEELS.—There is little trade being done in peels, but prices hold firm.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 10½ 0 11
Orange peel, per lb	0 10½ 0 11

RAW FURS.—Dealers are still buying at prices quoted.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	0 60	1 50

ONTARIO MARKETS.

POINTERS.—
Tomatoes.—Very strong.
Peas and Corn.—Firm.
Beans.—Firmer.
Hides.—Lower.

Toronto, Jan. 3, 1907.

Business is naturally a little quiet after the holiday but it is picking up very quickly. The feature of the market for the immediate future will be canned goods. Anything in a can is regarded as a "good bug" at the present moment. Tomatoes are especially costly but corn and peas are also looked to do a little on their own account. The bean market is said to have touch-

ed bottom. Sugar is the same price today it was a year ago and if it takes the same course as last year it will keep the trade guessing. Dried fruits are still very firm and prices continue to advance.

CANNED GOODS.—No changes in prices are yet quotable but it is expected tomatoes will advance shortly. Practically the entire pack is said to be in second hands. A wholesaler said to-day, "Last year there were 5,000 cases too many or the price would have gone to $1.40. Last year the canners made 90 per cent deliveries, this year 80 per cent. The West is said to be about cleaned up and to be paying $1.10 f.o.b., Ontario.

SUGAR.—The market seems to be quiet. Prices are what they were a year ago; $4.40 for Standard granulated. Last February it had got down to $4.10 and September it was back to $4.40.

The raw markets are quiet. In New York last week the equalizing of spot quotations to futures, caused a sudden change in spot quotations from 3.875c. the week before to 3.58c. last week, without any intermediate sales, and has no special significance. For Cuba Centrifugals 2 3-16c. per lb. c. and f. for January shipment (equal to 3.55c. landed), basis of 96 degree test, is still maintained as the firm basis, and, inasmuch, as, at this price the Cuban planter is selling at 32c. per 100 below the parity of beet sugars, he is virtually giving away the entire reciprocity advantage. Willett & Gray say: "It would seem that our local markets should remain steady for the immediate future unless European markets weaken." They predict a rather higher average price for centrifugals this year than last.

Willett & Gray's review of raw sugar prices at New York for 1906 follows:

The year opened with Centrifugal sugar 96 degree test basis (the standard for raw sugar) at 3.625c. per lb.; declining in January to 3.56c. per lb., (average for January 3.64c.). February further declined to 3.36c. at end of month (average 3.395c.). March advanced from 3.39c. to 3.56c. (average 3.482c.). April fluctuated slightly (average 3.456c.).May steady (average 3.45c.). June advanced from 3.47c. to 3.61c. (average 3.52c.). July steady (average 3.735c.). August advanced to 4c. (average 3.989c.). September steady at 4c. to 4.125c. (average 4.069c.). October steady at 4c. (average 4.00c.). November 3.81c. to 3.84c. (average 3.83c.). December 3.875c. to the close at 3.58c. (average 3.795c.).

The lowest point of the year was 3.36c. on February 8 and the highest points of the year was 4.125c. September 20. The average price of Centrifugals for 1906 is 3.686c. per lb. against 4.278c. per lb. in 1905; 3.974c. in 1904; 3.72c. in 1903; 3.542c. in 1902; 4.047c. in 1901; 4.566c. in 1900; 4.419c. in 1899. The average for ten years is 4.00c. per lb. duty paid.

The highest price for raw sugars since July, 1897, was 5.125c. on March 1, 1905, and the lowest price 3.25c. in June, 1902, duty paid.

Since July, 1897, the full duty on sugar has been 1.685c. per lb. for 96 degree test. Since December 27, 1903, all sugars produced in Cuba paid 1.348c. per lb. duty on 96 degree test. Sugar from the Hawaiian Islands and from Porto Rico comes into the United States free of all duty. Sugar from the Phillipine Islands has 25 per cent. reduction from full duty rates, and the average grade produced in the island of 84 degrees test pays .949c. per lb. less .022 cents export duty paid on shipments from the Islands.

All other sugars imported into the United States in 1906 paid 1.685c. per lb. duty for 96 test basis, and the same duties will apply for 1907.

[illegible]	5 .5
" in 100-lb. "	4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 4[illegible]
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls

MOLASSES AND SYRUP.—Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA.—All markets are very firm. A London mail despatch says: "During the first six months of the season, imports of all tea, as shown by Customs figures are nearly 3 million pounds below the corresponding period last year. Although there has been an increase of 4½ millions from India, there has been a falling off of nearly 6 millions from Ceylon and nearly 2 millions from China. The total re-exports are nearly 10 millions ahead." Another says: "The past six months have on the whole proved a distinctly satisfactory period for all branches of the industry. The free supplies and abnormally large deliveries which took place earlier in the year stimulated trade to such a degree that importers at the close find themselves in a stronger position than for a long time past. One feature of the period just elapsed has been the rapidity with which the market has responded to the visible supplies."

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 3, 1907.

BUTTER—Firm feeling. Local demand fairly good.

CHEESE—Market dull.

EGGS — Nothing new in local situation. Prices expected to be higher shortly.

PROVISIONS — Tone of market firm, but nothing new in situation. Abattoir dressed hogs quoted $9.25 to $9.50 per 100 lbs.

COFFEE.—Willett & Gray say of New York options: "The feature of the greatest importance now is the great disparity in coffee prices. As everybody in the trade knows the New York coffee options are the cheapest coffee in the world. They do not even represent the value of spot coffee as the most undesirable goods to be found on this market can be sold at a premium over the option basis, and according to the selections from spot stocks larger premiums are paid. Not only so, to replace spot coffees, another premium must be paid to obtain fresh supplies in Brazil. It is therefore patent to everybody that coffee options are unnaturally depressed chiefly owing to professional manipulation, and that a point is reached with decreasing receipts and continued heavy consumption when a great change is due."

DRIED FRUITS.—The markets are all firm and the tendency is to advance. Cable advices this week show another advance of 1-6 in Sultanas and report the crop nearly exhausted.

	Per lb.			Per lb.
Prunes Santa Clara—				
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07 0 07½
80-90s "	0 06	0 06½	50-60s "	0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09 0 09½
			30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 04½ 0 06½
Currants—			
Fine Filiatras	0 07½	0 8½	Vostizzas 0 09½ 0 10
Patras	0 08½	0 09	

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	
Sairs	0 04½	" choice	
Domestic evaporated apples			0 06½

NUTS.—Advices from primary markets quote almonds one to three francs higher. Local prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 30 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 11

SPICES.—Quotations are unchanged.

Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA.—Prices are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 08
Tapioca, medium pearl	0 07
" double goat	0 07½

BEANS.—There is a feeling here that the market has touched bottom and is ready for an advance. Quotations are unchanged.

Beans, hand picked, per bush	1 65
" prime, No. 1 "	1 40 1 45
" Lims, per lb	0 06½ 0 07

SEEDS.—Very little business is passing and prices are unchanged.

Aliske Clover.—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 00	8 25
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright uehul e l	2 00	2 35

Lots containing seeds bring from 1½c. to 2¼c. a lb.

HIDES, WOOL AND FURS.—The supply of hides is in excess of the demand but the course of the market is uncertain. Prices are slightly lower than a week ago.

Hides, inspected, cows and steers, No. 1	0 11
" " " " No. 2	0 10
Country hides, flat, per lb., cured	0 10
" " " green	0 09
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	1 20
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb	0 05½ 0 05½
Pulled wools, super, per lb	0 25
" extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red	3 00	3 50
" cross	3 00	5 00
Lynx	5 00	6 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat., fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 3, 1907.)

With the passing of Christmas the local jobbing trade has been quiet, though for most staple lines the demand holds steady at unchanged prices. The trade the past week or two has been the heaviest in the history of the West. Sugar holds at the advance of a week ago at 10 cents increase for refined, following the increase in the duty on the raw article. Evaporated apples are also firmer at 10½c. for 50 lb. boxes and 10½ cents for 25's. Peanuts are now 11½ cents and Jumbos 13½ cents. The congestion in freight which has greatly handicapped the trade all the past Fall was particularly felt at the Christmas time and many firms failed to get in their Christmas lines in sufficient quantities to meet the demand.

SUGAR—Prices hold at last week's level as follows:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 76
Raw sugar	4 50

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 10½
" roasted " per lb	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz.	1 05

FOREIGN DRIED FRUITS—Prunes are held very firmly at present prices, and an early advance is expected. We quote:

Sultana raisins, bulk, per lb	0 12½
" cleaned, "	0 13
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 10
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 12½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEEL—

Lemon, per lb	0 12½
Orange "	0 12½
Citron "	0 21½
Mixed, in 1-lb drums per doz	2 35

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 11½
Jumbos	0 13½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 14
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—Quoted as follows:

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " " "	0 85
" 20 " " "	0 39
" 8 " " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

BUCKWHEAT—Quoted as before at $1.70 per half sack.

Isaac A. Hopkins, who conducted a general store at Jeddore, has sold out to Harrison Kent, and has moved to Halifax.

N. B. MARKETS.

St. John, N.B., Dec. 31, 1906.

Business is quiet. In spite of the cold weather and snow which came with the first days of December we had a comparatively green Christmas. The cold weather breaking up some few days before the holiday. However, the retailers report particularly good business. The past week shows few changes, sales being very light there is nothing to make a market.

OIL.—In burning oil sales continue large at even prices. Lubricating oils are quiet, this is the off season. Paint oils have very little consumptive demand but the jobbing trade are interested, particularly in linseed oil, as present prices largely rule the coming season. The outlook is for full figures, turpentine continues high. Cod oil has little interest, it has been a quiet season.

SALT.—The position in Liverpool salt is of considerable interest. In fine salt, market is bare and prices on the other side are reported too high to import. In coarse salt stocks are light, steamers are asking high freights and price on the other side is also higher. Spot prices not yet changed but higher values will have to rule.

CANNED GOODS.—Sales are light. Vegetables, particularly. Tomatoes, firmly held. Fruits unchanged, supplies not large, particularly in strawberries. Gallon apples tend higher. Salmon firm. Lobsters extreme. Oysters scarce and high. Meats, small business, prices firm. In domestic fish, sales light.

GREEN FRUIT.—This is a quiet line, the retail trade always carry over stock from the holidays. In oranges a good variety offered at reasonable figures. Apples are firmly held. Lemons unchanged. Grapes are firm. The holidays caused some demand for cranberries, even at the high prices.

DRIED FRUIT.—This is another line in which retailers carry over stock from the holidays. Raisins are very firm and higher prices will rule, stocks not large. About the only line in stock is

seeded and even here quantity not large. Currants are rather easier. No direct shipments yet received. Stocks are light. Dates are firmer. Figs and peels have but a limited sale after the holidays. Evaporated apples are very firm at higher prices. Onions are still low and but a fair sale. Peanuts high.

SUGAR.—While market is fairly firm and unchanged, little interest is taken.

MOLASSES.—Fancy Baradoes is held very firm at the higher price. Stock is light. Choice Barbados quite freely offered. Porto Rico unchanged.

FISH.—In fresh fish prices are well maintained, supply light. Weather is against good business. In dry, pickled and smoked fish market rather easy, demand light. It is thought Lent coming early will mean improved conditions, haddies are high. Some fine Newfoundland kippers and bloaters offered.

FLOUR, FEED AND MEAL.—In flour a fair business at even figures. Feed scarce and high. Oats and oatmeal firmly held. Cornmeal unchanged. Beans are rather firmer but some quite low prices still quoted. Yellow eyes higher.

FROM GROCER CORRESPONDENTS

BRANTFORD.

Elliott Bros., the Colborne St. grocers, have been "painting things red" and a greatly improved interior to this well conducted store is the result. Elliott Bros. have in less than a year transformed a dull business into one of the brightest and busiest grocery stands in the city.

KINGSTON.

The dying of the old year brings up memories of the past. Many old familiar faces have disappeared and cause pangs of regret in the philanthropic merchant's heart. Between the merchant and traveler especially a friendship springs up that is akin to brotherhood. Like the great generals in hard-fought battles, travelers come and go, and new ones appear as the old ones wear out. Who does not remember with kindly feelings Dalley's once popular traveler, Vert, the great exponent of Hirst's Pain Killer, always jolly and full of life, and a good salesman. His sudden demise caused deep regret wherever he was known. No merchant ever hid behind a sugar barrel when he saw Vert coming with his grip.

The municipal elections are on and excitement is at fever heat, but will go down to zero in some cases after it is over. Three candidates for Mayor are being trotted out. The present Mayor, Mr. Mowat, is one of them, and seems to be the favorite, as he is popular with all classes. Ald. Hoag is working hard for the chair and expects to occupy it. Dr. Richardson is the independent candidate brought out by the labor unions, and feels confident he will come under the wire first. He is an eloquent speaker and would make a representative in Parliament any city would be proud of. Bert Robertson, commercial traveler for Geo. Robertson & Sons, is out as a candidate for Aldermanic honors, and I hope he will head the poll. He is a hustler. Alderman Dan Cooper is urged to come out again, but cannot find time to run a store and a city too. The new regulations come into force in 1907. The Alderman who gets most votes is in for a three-year term.

A lot of sales have been lost through delay in arrival of fruits, such as prunes, figs, etc. The figs are very poor, especially some of the natural figs. They are very immature, black, ill-shaped and unpleasant to look at, and retailers are refusing to handle them. A lot of them no doubt will find their way to the jam kettle to be used in biscuits.

John Everett, Christie, Brown & Co.'s traveler, is a monthly visitor and always welcome. He is commanding in appearance, looks like a Senator, dresses in black, but is very fond of checks (cheques), Jim the grocer always greets him with the remark: "Christie's biscuits ever 'et. Ha, ha, ha."

KINGSTON.

(From last week.)

Christmas is over and many a tired clerk, driver and merchant is resting his weary bones. The rush came on so quickly and the flow of business was greater than for many years past. Calendars were the popular gifts and were much appreciated. They are getting handsomer each succeeding year. On account of Xmas coming on Tuesday very few stores opened up as usual on Xmas morning to cater to the forgetful housekeepers who are always short of something. If merchants were a unit on closing on holidays it would educate people to think and the merchant to get a whole day instead of a piece. Merchants work and worry too much for the accumulating of dollars and cents.

It is a pity, considering the high price of tomatoes that they are being retailed at 10c a tin or 1 corn, peas and tomatoes for 25c, one or two merchants are to blame for this. Just think of selling a whole case of tomatoes considering what go in the combination of corn, peas and tomatoes, for 10c, but as Jim said, taking all things together there is very little price cutting in Kingston. People are fast becoming acquainted with the fact that price cutters handle inferior and unhealthy goods.

CHATHAM.

As predicted, the grocery and provision interests are well represented in this year's race for municipal honors. At the nominations on Monday, Ex-Trustee, John McCorvie and E. A. Mounteer, the well-known confectioner, were nominated for the Board of Education, both being looked on as among the strongest candidates in a list of fifteen. For the City Council, Alderman Potter, Thompson, Massey and Edmondson, members of 1906 council, and more or less associated with the trade, were all re-nominated for 1907.

Cecil Moore, for the past four years the popular head salesman in Alderman Massey's grocery, has left to take up his new duties as traveller for D. S. Perrin & Company, of London. He will travel between London and Niagara Falls. His many local friends gave him an appropriate send-off.

NOTES FROM YE OLDEST COLONY.

C. F. Taylor who has been in New York for the past few weeks, returned by the Express on Tuesday. Mr. Taylor looks fine and hearty after his trip.

Alf. Davis has taken over the Grocery Department of R. Rutherford & Company, Harbor Grace, and has removed to the west end premises. Alf. is very popular and will, without doubt, continue the successful grocery business the firm has always enjoyed.

Willis Davis, the manager, will now confine himself more to the coal and lumber business, which business has now grown to such proportions that it needs his whole attention.

H. McConbrey, manager of the Standard Manufacturing Company, has returned from a business trip to New York.

There is a large falling off this year in the importation of black oats. Owing to the shortage on Prince Edward Island, a large quantity of Ontario white and mixed oats have been imported.

The Modus Vivendi has been a great disturber of the serenity of some of our politicians. Just who will eventually come out on top remains to be seen. Newfoundland fishermen want the money the Americans leave for herring: the Government says they cannot have it. Mr. Duff, of the Atlantic Fish Company, Halifax, offers to buy all the herring they can catch, so there you are.

Hon. Geo. Knowling's windows are showing a fine display of seasonable goods, which are artistically arranged.

ST. CATHARINES.

A Happy New Year to the "Canadian Grocer" and to the trade throughout Canada.

The past twelve months have been marked as prosperous in St. Catharines and in this district generally. Prices have kept well up, and all branches of business have passed through a successful year.

The past week, though not so marked as the one before Christmas, was a very busy one. Better prices were secured for turkeys by three cents per pound, and other fowls and meats were quoted at regular prices. Vegetables, celery and other kitchen commodities were in greater demand than before Christmas.

The municipal elections have mainly settled on the Mayoralty contest. Mayor Riddell and ex-Mayor Burgoyne are the contestants and the election will be a spirited one. Ald. Joseph Hodgins, fish and poultry dealer, has retired, after a number of years' service.

The Toronto branch of Red Rose Tea is assuming larger proportions in the concern and hereafter all T. H. Estabrook's Ontario business will be conducted from Toronto. Pursuant to this change Charles Smith of the St. John office has been transferred to Toronto.

FIRE NOTICE

We beg to notify our numerous friends and customers that our business is proceeding as usual since the fire, and we are able to take care of all orders promptly and satisfactorily. We intend during 1907 to make

Mokara Coffees and Spices

even more famous for their quality than in the past.

Bespeaking a continued liberal share of your patronage, and wishing you a Happy and Prosperous New Year.

MOKARA MILLS

THEODORE LEFEBVRE & CO., Proprietors

21, 23 and 25 Gosford Street, MONTREAL

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada:

As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as what it would pay to grow it at; and buying fruit at this price naturally we can afford to use more of it.

Our Jam plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

Having the turnover, we are able to purchase our packages at the very lowest price.

As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will quickly see that it will be to your advantage, and that of your customers, to place your Jam business with us.

We quote Standard Brand Jam
in 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

LONDON FIRM, largely interested in Sardines, Scotch canned fish, French preserved vegetables, etc., wishes to correspond with reliable commission house in each of the following centres:— Montreal, Toronto, Winnipeg, Victoria, B.C. Reply "W. E." CANADIAN GROCER, 88 Fleet St., London.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

SMALL'S

MAPLE SYRUP

Smalls
MAPLE CONFECTIONS ARE STANDARD

OLDEST REGISTERED SYRUP BRAND IN BRITISH EMPIRE

AND THE PRICED BRAND OF MAPLE SYRUP IN THE WORLD

Canada Maple Exchange

MONTREAL

—ALL JOBBERS—

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BEGIN THE YEAR RIGHT

Get in a stock of "Star Brand" Hams and Bacon now, and arrange with us for a weekly shipment. We will be glad to book this for you now. You give us the order and we will do the rest.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

"1907"

We commence the
***New Year** with*
our best wishes to all

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

"CORONA" HAMS, BACON, WINDSORS, LARD AND FRESH MEATS, Etc.

NEW BUTTER

A Wise Business Policy

The grocer who persistently features The Ryan Winners is as sure of cornering a a sound paying trade as he is of the light of to-morrow's sun.

We guarantee our

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs, and Cheese.

to be best marketed in Canada and unexcelled by no line of provisions marketed in all the world. Your customers know this.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

A slight improvement is noticeable in the cheese market since last report. Speaking generally, however, there was not much interest displayed last week, the feeling being one of quietness rather than anything else, owing to the holidays. Very little trading was done during the week, the market being noticeably free from activity of an interesting description.

It is expected that there will be a little more interest taken in the situation now that the holidays are over. Local houses are not doing very much at present, although some of them have been turning over small lots. As stated in the Grocer before, stocks in Canada are mostly held in Montreal. Outside holdings are variously estimated, but the fair average estimate is that outside stocks would not total up to more than a quarter of what is held in Montreal. It is said that holders outside the city are mostly west of Toronto. In Montreal, holders appear to be clinging to their stock, large or small, in the hopes of higher prices, and from present indications it would seem that they are likely to obtain higher figures if they wait a sufficient length of time.

Inquiries from the other side are still coming in. Late November make, or "Tail-ends," as they are called, are requested, since these goods are selling at lower prices. The late make, however, is very low in stock, and it is improbable that cheese men on this side will be able to accept many more orders for this article.

The butter market presents few new features of interest. The present trade, what there is of it, is purely local. As was the case with cheese so was it also with butter during the holidays. There was not much doing. Butter which has been coming from England for the last month or so, being bought back, or consigned by English houses, is not coming forward so frequently now. Quite a few lots were consigned by English butter men, who were attracted by the high prices ruling in the Canadian market. Stocks of Canadian butter now held in England cannot be very large, as an evidence of which shipments have not, as already stated, been so large as formerly.

According to figures compiled by the Montreal Board of Trade, receipts of butter for the week ending December 29, were 1,815 packages, and of cheese, 739 boxes. Receipts of butter from May 1, to the end of this week, were 598,684 packages, and of cheese, 2,347,464 boxes.

PROVISION SITUATION.

There's not much to be said for the past week's provision markets. The Ontario farmer is greatly independent these days and can afford to enjoy himself over the Christmas holidays. Last week one big Toronto packer didn't get a hog and another that usually takes eight or ten thousand got eight hundred. The price being paid this week is a little higher, $6.15 f.o.b. country, which means $6 to the farmer. Some, however, are still quoting $5.90, the same as last week. Pretty free deliveries are looked for during the rest of the month. Views of packers regarding the number of hogs in the country seem to be moderating somewhat and it is thought by some of them that prices won't go much below 6c. for some time. This means that prices for hog products in the domestic market are not likely to recede much from the present level. For the time being demand is very limited.

There is a little better market in the Old Country this week due to snow storms in Denmark preventing marketing of hogs. The improvement is about 2s. and naturally the packers in Canada hope this will hold though they are not very sanguine.

There has been an active speculation the past week in future hog products says the New York Journal of Commerce advancing quite sharply early on the covering of shorts and reports of outside buying for long account, which latter have been hardly credited, at the record high prices of the season; but after midweek there was a decided tendency to take profits by the longs, with pretty free selling by packers supposed to be short, in anticipation of better receipts of hogs in the near future and lower prices. Packing at western points for the week has shown an increase over last year for the first time this season, and it is believed that there will be a moderate increase in stocks of products on the first of January at Chicago and still greater at other points.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS. — Demand is very quiet in hams and bacon, but there is some inquiry for lard. Prices are practically unchanged.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12¾
"	" 3-lb. "	0 12¾
Lard, compound tierces, per lb		0 08¾ 0 09¼
" "	tubs	0 09 0 09¾
" "	20-lb. pails, wood	1 85 2 00
" "	20-lb. pails, tin	1 25 1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10¼
" "	" 5-lb. "	0 09¾ 0 10
" "	" 3-lb. "	0 09½ 0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15½ 0 16½
Hams		0 13 0 15½
Extra plate beef, per bbl		12 50 13 00

BUTTER.—Large rolls continue to arrive in good quantities, and are selling well at prices quoted. Other lines of butter are unchanged.

Choicest creamery, salt, 56 lb. boxes	0 25½
" " pound prints	0 26
Medium creamery	0 23 0 24
Western dairy	0 20 0 22
Large rolls	0 22½ 0 23

CHEESE.—Locally there is not much doing in cheese. Some offers have been received from the other side, but the figure, buyers there are willing to pay, does not come up to the expectations of holders in Montreal, who are waiting for a higher market.

Ontarios, September make	0 13 0 13½
" late make	0 12½ 0 13

EGGS.—The egg market is firm. Demand is strong. Receipts of new laid eggs are very small, and good prices are obtainable for anything held.

Fall selects, doz	0 24 0 28
Storage " "	0 24 0 25
Storage, No. 1, doz	0 21 0 22
Pickled eggs	0 22

POULTRY.—The recent mild weather, and the fact that the holidays are over, have combined to send down prices. Business is fairly good.

Turkey, per lb	0 14
Chickens and fowls, per lb	0 07 0 09
Geese, per lb	0 09
Ducks, "	0 09½

HONEY.—Honey is very scarce, and prices are firm.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 10

TORONTO.

PROVISIONS.—The market continues firm despite the very limited demand. Long, clear and pea meal sacks show a slight advance. In fresh meat hind quarters are a quarter dearer, lamb and mutton are off slightly and dressed hogs are advanced 25c.

Long clear bacon, per lb	0 11½ 0 11½
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 15
Large hams per lb	0 13
Shoulder hams, per lb	0 11½ 0 11½
Backs, plain, per lb	0 16
" pea meal	0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 00 24 00
Lard, tierces, per lb	0 12
" tubs "	0 12½
" pails "	0 12
" compounds, per lb	0 08½ 0 08¾
Plate beef, per 200-lb. bbl	11 00 12 00
Beef, hind quarters	7 25 8 25
" front quarters	5 00 6 00
" choice carcases	6 50 7 25
" common	4 00 5 00
Mutton	0 06 0 07
Lamb	0 10 0 10½
Hogs, street lots	8 25 8 75
Veal	0 09 0 10

BUTTER.—The market went back some this week, due principally to a

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | Twines
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

falling off in consumption and to a slight increase in supplies. Practically everything is back a cent. The falling the high prices and some butter is comoff in consumption is attributed to ing back from the Old Country.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	....	0 25
Dairy prints, choice	0 23	0 24
" " ordinary	0 20	0 21
" rolls, large choice	0 20	0 21
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS.—The hens' holidays are drawing to a close. Few new-laid eggs are coming to market for every one that came two or three weeks ago and the price is down five cents. The holders of storage eggs are not concerned as yet, however, and in proof thereof the price is advanced a little this week.

Eggs (strictly new laid)	0 30	0 35
" selects	0 26	0 27
" fresh	0 23	0 24
" pickled	0 21	0 22
" splits		0 18

CHEESE.—Prices are reported lower than last week. Demand is quiet.

	Per lb.
Cheese, large	0 13½
" " twins	0 14

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	....	0 08
" " in comb, per doz	....	1 50

POULTRY.—There is a very good market and demand is running now rather to geese and chickens. For choice stock prices are higher but poor stuff is a drug. These quotations are for choice stock.

Live Weight.		
Old fowl	0 06	0 07
Ducks	0 18	0 19
Young chickens	0 08	0 09
Dressed weight.		
Old fowl	0 07	0 08
Ducks	0 10	0 11
Young chickens	0 10	0 11
Geese	0 10	0 11
Young turkey	0 13	0 15
Old turkey	...	0 11

ST. JOHN, N.B.

PROVISIONS.—The difficulty in all lines is to get stock. Barrel pork held at full figures and barrel beef in light supply. Smoked meats high. Business largely done by local curers. Pure lard is again higher. Market is still bare of refined compound. In beef, prices somewhat easier owing to the full prices obtained for fancy holiday stock. Lamb and mutton held firm. It has been a particularly good season in mutton. Veal little seen. Pork firmly held.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	22 01	24 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 07½
Western beef, "	0 08	0 09
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 08½	0 10
Pork, "	0 09	0 09½
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 11½

BUTTER.—Prices continue high and this affects business. Fair supplies.

Creamery butter	0 28	0 30
Best dairy butter	0 24	0 28
Good dairy tubs	0 21	0 24

EGGS.—Stocks are not large and market is firm at full figures. Fair sales.

Eggs, strictly fresh	0 35	0 40
" fresh	0 24	0 25

CHEESE.—The market holds at the rather lower prices.

Cheese, per lb	0 14	0 15

WINNIPEG MARKETS.

BUTTER.—Creamery is advancing quotations are now as follows:

Fancy fresh creamery, in 1 lb. bricks	....	0 32
Choice Manitoba, in 1-lb. bricks	0 26	0 27
Fancy creamery, solids, 56's, 28's, 14's	....	0 26

CHEESE—

Manitoba, large	....	0 14½
" small	....	0 14½
Ontario	....	0 15

LARD—

Tierce basis, per lb.	....	0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb.	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	....	0 00½
10 lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb net white wood pails, per lb.	....	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	....	0 17½
Bacon, " " "	....	0 22½
Backs, " " "	....	0 18½
Hams, light, 10 to 12 average	....	0 16½
" medium 14 to 16 average	....	0 16½
" heavy, 20 to 30 for slicing	....	0 16
" heavy, skinned 20 to 30 for slicing	....	0 17
Picnic hams light, choice, 6 to 8	....	0 13½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	....	17½
" " clear bellies 12 to 14	....	17
Clear backs, b bacon light	....	16
" b bacon 12 to 14	....	15½
Spiced rolls, long if in stock	....	0 17
" short	....	0 14
Dried beef ham, sets	....	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 13½
" " " smoked	....	0 13½
" " " boneless backs	....	0 14½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.	....	....	0 04
" hocks, " "	....	....	0 05

AGAIN IN SHAPE.

The Mokara Mills Company, who were burnt out by a disastrous fire on the morning of Sunday, Dec. 16th, have got things in shape for business again with commendable promptitude. They expect to have the factory in full operation again by Jan. 15th, and in the meantime the stock and shipping rooms are taking care of all orders promptly and satisfactorily. The firm, notwithstanding their set back, are looking forward to an even more prosperous new year, for, with the installation of new machinery, they will be in a still better position to improve the quantity and quality of their noted brands.

WIN and HOLD
Your Trade With
Clark's
Canned
Meats.

Perfect in Preparation.

The Good Old Days
The Good Old Mince Meat

Haven't you often wished you could get English Quality Mince Meat in Canada?

In this case your wish has been father to our move — we are now located in Canada, are now making the

"17-year-high-reputation" Mince Meat in Canada

Put up in glass, gold-lined tins, tubs and wood pails. **Guaranteed Pure.** All our experts are the most up-to-date in the trade.

WAGSTAFFE, Limited, HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000, 00 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter. Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

REINDEER
with milk and sugar
COFFEE

Ready **to Use**

Selling Points

A cup of excellent Coffee is prepared by simply adding boiling water.

There is no waste—Take from the tin just what is needed for a cup.

The coffee can remain in the tin and be used from it as required.

It will keep till the whole is used.

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE
Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,
WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

HERE AND THERE WITH THE TRADE.

John Slemmon, general storekeeper, Pasqua, has been succeeded by Alfred Yokom.

The premises of Wilson, McPhee & Co., teas, etc., Ottawa, were damaged by fire.

Parker & Knight, general merchants, Hatley, Que., are succeeded by J. S. Melloon.

Huffman & Kellington, Strathmore, have sold the general store part of their business.

H. J. Rawson & Co., general merchants, Hazel Cliffe, are succeeded by Bayne Bros.

J. A. Younge & Sons, Glencoe, Ont., are advertising their general store business for sale.

C. Meunier, of H. L. Boisseau Co., Montreal, spent New Years at St. Therese.

Wm. Probert, of Probert & Wood, Taber, has sold his interest in the firm to Byard Smith.

J. R. Grant & Co.'s dry goods and grocery store, Listowel, was burnt out. Partially insured.

Rivard & Frere, Three Rivers, have dissolved, and the firm of Rivard & Dupont is registered.

The Star grocery has opened in Regina, under the proprietorship of Carruthers & Wakefield.

Robert Fell, Jr., has acquired a controlling interest in Fell & Co.'s grocery business, Victoria.

J. J. Huffman and J. L. Craig have taken over the grocery business of W. E. Stratford, Brantford.

The general stores of W. A. Franklin and Pierce & Co., Port Rowan, were recently damaged by fire.

John Burgess, head clerk with the Cornwallis Trading Co., Canning, N.S., has gone to San Francisco.

J. T. Booker, grocer, Swift Current, Sask., will be succeeded by the Farmers' Mercantile Company.

R. L. Hood & Co., general merchants, Oak Lake, Manitoba, have dissolved, J. R. Hood retiring.

Holyoke & Brown, Woodstock, have removed from King Street to their new store in the Garden building.

Elsom Misener has opened a grocery store in the old Misener stand on South Main Street, Niagara Falls, Ont.

A. M. Parliament & Co., grocers and confectioners, were among the sufferers in the recent fire in Sturgeon Falls.

Geo. R. Feilders, Quebec representative of Lever Bros., was a visitor to the Canadian head office, Toronto, this week.

Bryon L. Estey will in future conduct the store in Fredericton formerly known under the name of Tupper & Estey.

Crevier & Frere have succeeded E. Sansregret in the St. Catherine Street branch of the latter's grocery business in Montreal.

A crusade has been commenced in Victoria against grocers who supply customers with beer without holding liquor licenses.

M. Regan & Son have succeeded W. G. Herie & Co., general merchants, Strome.

L. J. Warnecke, Quebec representative of the McAlpin Tobacco Co., was a visitor to Toronto this week.

Wm. C. Christmas, Montreal, has secured the agency of the Strohmeyer & Arpe Co., who put up sardines and olive oil. He will attend to their sales in this district for the future.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

A Long Lane Without a Turning. A Long Order Without a Sale
UNLESS THE GOODS ARE POT AND PEARL BARLEY FROM OUR MILL.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS
Bulk Only Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Wishing You a
Prosperous and Happy New Year
Verret, Stewart & Co., Ltd., Montreal

Three Important Points

The Trade worth building up—
The Trade worth holding—
The Trade that pays—

All come easier to the grocer who remembers to carry a good supply of **"McIntosh's Big Three."**

McIntosh's Cereals rank first in Quantity, Quality and Demand.

"Swiss Food"---an old favorite of twenty years' standing.

"Beaver Oats"---the cereal of proven superiority. The Big premium goes with this brand (766).

"McIntosh's Crown Brand Rolled Oats"---this brand has been enthroned **king of all cereals** by popular demand.

P. McINTOSH & SON

Toronto, Canada

A New Year's Resolution

"I, as a conscientious grocer, having assumed the duties of serving the public with pure and healthy foodstuffs, do hereby declare that I will be faithful to my trust.

"That I will keep before me constantly the Golden Rule in all my barter.

"And I further solemnly promise to recommend to my customers CANADA FLAKES, the finest and best made cereal in Canada."

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CEREALS AND CONFECTIONERY

Markets Continue Quiet But Revival of Business is Looked for With the Turn of the Year—Wheat Slightly Lower—May Advance.

The grain market has been waiting for the New Year and merchants will be disappointed if business doesn't liven up from now on. Fluctuations in prices at present are merely the rise and fall of the water in the steam gauge of the speculative boiler.

* * *

Flour markets are very quiet and the price for export in Ontario from 78 per cent. points is $2.60. Demand is expected to look up somewhat from now.

Reviewing last week's breadstuffs markets in the States, the New York Journal of Commerce says:

"The grain markets the past week have been without important feature or changes, though generally somewhat depressed by the December liquidation, aided by moderate raiding by December shorts, who were careful, however, to sell only small lots when small holdings of long grain were coming on the market. But no important lines have been liquidated so far as reported and the markets have been too dull to permit of it. Notwithstanding this there has been a growing feeling that prices were low enough, if not too low, for the statistical position of the markets, and that there will be better prices after the first of the year, as cash demand has been holding off, as usual, until that time and enabled the speculators to depress prices, whereas any improvement in the cash demand for any of these staples with the moderate offerings that have been coming out would result in enhancing prices.

MONTREAL.

GRAIN.—Very little demand is reported for grain. Peas are particularly slow. New No. 3 yellow corn is quoted at 54c.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
New No. 3 yellow corn "	0 54
No. 2 peas, basis 78 per cent. points	0 80

FLOUR. — Flour prices are without change. Business is very fair locally. Orders from country points are very small this week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS.—In this market quiet prevails. Prices are unchanged and do not look as if they would show any for some time.

Fine oatmeal, bags		2 40
Standard oatmeal, bags		2 40
Granulated " "		2 40
Gold dust cornmeal 98 lb bags		1 75
Rolled oats, 90-lb. bags		2 25
" 80-lb. bags		2 00
" bbls.		4 50
Choice boiling peas	1 60	1 10

FEED.—There is continued good demand for feed, but supplies are still very limited. Prices are unchanged.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	19 00	20 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

HAY.—The market locally is fairly firm, but business is limited. Supplies are short, owing to the continued difficulty experienced in obtaining cars in the country to ship the hay. In England the situation has not changed since last week.

No. 1		14 50
" 2	13 50	14 00
Clover mixed	12 00	12 50

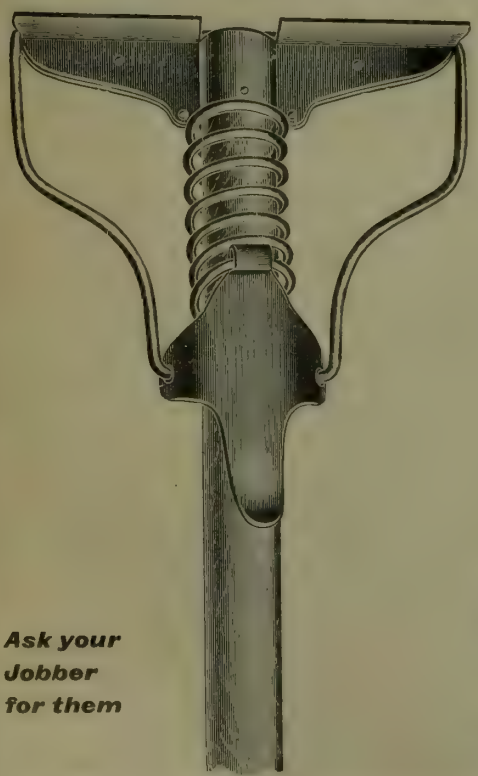
TORONTO MARKETS.

GRAIN.—Wheat is 1-2c. to 1c. lower than a week ago. Otherwise, the grain markets are very quiet and without feature. Grain men here think the market is ready for a small advance. Prices are regarded, however, as being about the level of values in view of the world's supply of wheat.

FLOUR.—Trade is quiet and prices are unchanged.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 50
Blended	3 70	3 80

A CARLOAD OF STEEL



Just think of it

A full carload of steel just arrived, to be manufactured into the celebrated "Best" Mops.

Demonstrating the enormous sale on this favorite article.

Order early to insure prompt shipment

—Made by—

The Cumming Mfg. Co., Ltd.

Renfrew, Ont.

WINNIPEG: 608 Ashdown Bldg.

Ask your Jobber for them

The choicest cocoa—
The purest sugar—
The richest and creamiest milk—
is what makes

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lay)

the world's most famous and popular chocolate.

To taste CAILLER'S once is to want no other Swiss Milk Chocolate.

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

For 1907

Let

Mott's

"Diamond" and
"Elite" brands of

Chocolate

be your leading brands. They have quality, purest and highest, as their recommendation.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

GOING UP!

Shelled Almonds are advancing in price, and are now obtainable from us at a figure that may be higher any day.

Promptitude in ordering your supplies will put money in your pocket.

CURRANTS

are not plentiful and prices are inclined to be high; but we have something in this line that will interest you.

WRITE FOR OUR PRICES

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

GOOD TIMES IN NOVA SCOTIA

Review of the Past Year by Principal of the Provincial Agricultural College—Effect of the Exodus to the West.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Jan. 1, 1907.

Principal Cummings of the Government Agricultural College, in a review of the year just closed, says :—

The year 1906 has been one of the good ones for the progressive farmers of Nova Scotia. Markets have ruled unusually high during the whole season and farmers had no difficulty in disposing of all their produce at most remunerative prices. Partially because the Western exodus has reduced the number of producers, and, still more, because our growing industries are affording improved markets, the supply of farm products has been much below the demand. Especially has this been the case with wool, mutton and lamb, with cows and dairy produce, with poultry and eggs, with horses of all kinds and with potatoes and garden truck. For hay, apples and other products of the orchard and field prices have been fully up to the average.

Crops, however, have scarcely been up to the mark—apples, grains, potatoes and roots having fallen from 20 to 30 per cent. below the average and hay about 5 per cent. below. The official returns give the following estimates of the staple crops figured in comparison with an average crop of 100 :

	Per Cent.
Hay	96
Oats	80
Wheat	83
Barley	81
Turnips and Mangels	85
Potatoes	70
Apples	75

However, the returns from different farmers are very variable, some reporting crops consderably above and others reporting them far below average. When farming has been carried on with a view to maintenance of soil fertility, the returns have been good, but farmers, whose fields are run out, have in some cases had little more than half a crop.

Fruit Growing.

The passing years are marked by an increasing interest in fruit-growing. True the summer of 1906 could not be considered up to the average, the total amount of export fruit being about 325,000 barrels, as compared with 350,000 the year before and larger amounts than that in other years. Still almost every farmer, in the fruit sections, is setting out new trees and it cannot be long before a large number of these new orchards must come into bearing and bring up the number of export barrels to at least the million mark. Never have our fruit men been more troubled with fungus and insect pests than during last summer. As a result, the early promise of an abundant crop was far from being fulfilled. Our experts, however, consider that such a season has not been without its benefits for never have there been more clear demonstrations of the advantages of intelligent, systematic cultivation and spraying. As with farm crops, the yields have been extremely variable, running all the way from 25 per cent. to a full average yield of 100 per cent., the general estimate being about 75 per cent.

A gratifying feature, in connection with fruit growing, is that the area is being extended beyond the famous Annapolis Valley, and that a more general interest is being taken all over the Province. North Queens and Lunenburg have produced marketable quantities of fruit that, in quality, and color, rival the Valley fruit. In addition, there are men in many countries, even as far East as Cape Breton, who are successfully catering to their local markets. In the development of this phase of the industry, the model orchards set out by the Local Government are giving splendid demonstration and are already proving the means of interesting many farmers in fruit culture.

Except for a few weeks in the late summer and early fall, pastures were unusually good and as a result stock has gone into winter quarters in better condition than for some years past. Moreover the numbers of live stock have considerably increased, although not yet sufficiently to make up for the slump of two years ago. Quality, too, is receiving more than its usual attention, especially from those farmers who realize the value of stock and the adaptability of Nova Scotia to stock husbandry.

Poultry in Demand.

Prices for poultry and eggs continue to advance. Eighteen, twenty and even more cents per pound for dressed birds and anywhere from 20 to 50 cents per dozen for eggs have been no unusual prices. With such possibilities for marketery, it is no wonder that the industry is growing. Twelve hundred entries, as compared with eight hundred the year before, at the Amherst Fat Stock Show is a criterion of the advancement. At the same time, we look for the greatest profits to be made not from the large chicken raising establishments but from the small flocks on every farm which can get a large share of their maintenance from waste products on the farm. The cost of grains and meals is altogether too high to make poultry raising by itself remunerative.

The one who reviews all these events must see that, while nothing of a startling character has occurred to greatly affect the industry of agriculture, yet there has been progress along various lines. The year 1906 will pass into history as one of the good agricultural years and has already given an impetus to improved methods in agriculture, the influence of which will be more manifest in succeeding years.

Peter Dill, Seaforth, suffered a sad loss reecntly in the death on the same day of two of his children, J. McDonald, aged 2, and Flora, aged nine months. The double funeral took place on October 12. Mr. Dill had four children. He has been in business in Seaforth ten years and he and Mrs. Dill have the sympathy of a large circle of friends in their bereavement.

Important!

Whether you are a Beginner or an Old-Timer in the Grocery Business you can't afford to slight your biscuit counter.

All women are particular buyers when it comes to biscuits.

Reliable biscuits build up trade.

Think of the many things good soda biscuits help to sell.

Perfection Cream Sodas

draw and hold trade

THE Mooney Biscuit & Candy Company,
LIMITED.

Stratford, - Canada.

YOUR CUSTOMER

May not know that

COX'S CELATINE

has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

PERSONALS

Frank Stafford, of Barry's Bay, was in Montreal for the holidays.

B. E. Miller, of the Red Rose Tea staff, is spending his New Year down East with the folks at home.

James Blair, who represents Red Rose Tea in the eastern half of Toronto, spent his holidays at his home in London.

Mr. Cochrane, representing the Quaker Oats Company, in Montreal, has returned from a trip to the offices in Peterboro.

S. Hustwitt, in charge of the Winnipeg branch of Red Rose Tea, and H. R. Arnold, one of the Western representatives, are on their semi-annual visit to Toronto.

Stanley Hogarth, son of W. I. Hogarth, of Tillsonburg, the leading merchant of that town, was in Toronto last week and spent some time with his friend, Manager Campbell, of Red Rose Tea.

J. H. Boyd, who recently joined the Red Rose Tea selling staff, has returned from a month's visit to head office, St. John, and is now on his first trip in his new territory, Ontario, west of London. Mr. Boyd returned from St. John fired with Red Rose enthusiasm, having got an insight down there into the extent of the business.

V. T. Cartwright, special ambassador of the E. W. Gillett Co., Ltd., in Newfoundland, has received an unique reminder of the festive season in the shape of a post card. Decorated with cuts from the E. W. Gillett Co.'s price list and profusely decorated with holly, mistletoe, etc., and signed by each of the employes of T. & M. Winter, of St. Johns, Nfld., the largest wholesale grocers on the Island, the design of the card is the work of one of Messrs. Winter's office staff. In the centre is the following :

May your troubles be few, may you sell lots of blue,
Magic soda, cream tartar and lye ;
May you tell to us later your sales were ne'er greater,
When we meet in the sweet bye and bye.

ITEMS OF INTEREST.

Samuel Ling, Winnipeg, has sold out.

Thomas W. Pearson, Blenheim, has sold out.

W. A. White, Regina, is selling off his grocery stock.

W. E. Farrow, Killarney, is succeeded by A. D. Carduc.

G. P. Nadeau, general merchant, Stanfoffd, is dead.

P. J. Letourneau, St. Eustache, is succeeded by Letourneau & Co.

A. Cameron, general merchant, Rocanville, is retiring from business.

Gregoire & Frere, St. Hyacinthe, have dissolved, Joseph Gregoire continuing.

Turner & McMichael, millers, Melfort, have dissolved, J. A. Turner continuing.

IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO
CHICAGO, ILL., U.S.A.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

Registered U. S. Pat. Off.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful ; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

A Sure Source of Success

Place Nicholson's Mince Meat on your order sheet to-day and you take out an insurance policy guaranteeing a prosperous and successful year. The people want the best their money will buy. **They insist on purity** and **quality.** Better 'phone or write now regarding

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

PROSPERITY IN THE OLD YEAR AND THE NEW

Some Views and Interviews

Some expressions of opinion or feeling by men doing business throughout Canada are not out of place at the start of a new year.

Geo. E. Bristol, Hamilton, writes:

"Last year was a very satisfactory one in the grocery business. The markets have been firm and in most lines steadily advancing. It is much easier for both wholesaler and retailer to get a profit under such conditions than when the market is wavering or actually drifting backward. The raisin and currant situation has been extraordinary and the sale of these articles has been much curtailed by the high prices.

"The most annoying feature of the year's business was the unprecedented delay by the railways in the forwarding of goods. The delay has often been serious and affected both the arrival and departure of goods inconveniencing wholesaler and retailer alike. I understand, however, that the railways are making every endeavor to overcome the difficulty and that next year we shall not have the same trouble.

"With regard to the future, we look forward to a year of great business activity and success. Ontario is very prosperous and the opening of Northern Ontario and the rapid development of the Canadian West, in which we all must share, will increase that prosperity."

President of the Guild.

Albert Hebert, of Hudon, Hebert & Co., Montreal, said: "The year 1906 has been very good for us in a business way. Our only real trouble of magnitude was the congestion of traffic on the railways. This bothered us a great deal and interfered with smoothly running business. Especially did it hurt the Christmas rush. Goods harvested in September and October are not obtainable at any other season, and so we could take no precautions. The result was that many houses lost money through not being able to obtain their goods in time for the holiday trade. Otherwise everything during the year was most satisfactory. As far as I can see there is every prospect of continued good trade in 1907. Business is very sound now and I see no reason why it should not continue so."

Some Things to Fight.

George Forbes, Montreal: "The turnover was larger than last year, but prices have been cut below market value and while there was an excellent chance for the retailer and the jobber to make money, they were prevented from doing so by this price cutting. Then again, there was constant duplication of standard goods, which was very nasty for the trade. An article was put on the market, and would in no time be duplicated by another firm, the only difference between the two being in the style of package. I think, however, that 1907 will prove a good year to the trade. It would certainly be a blessing if we could find a remedy for these existing evils."

Here's Good Advice.

Wm. Dobie, general manager and treasurer of the E. W. Gillett Co., Ltd.:

"Speaking generally, in regard to business of this company may say it could not be in a more satisfactory or flourishing condition. The year just about ended, from present indications, will to be by far the best in the history of this business in Canada. All Canadians have a great deal to be thankful for and we like all others are hoping that the good times will continue for many years yet. To make a real success, all business concerns connected in any way with the grocery line should by all means advertise in "THE CANADIAN GROCER.

"We wish yourselves, your advertisers, subscribers and everyone a Happy and Prosperous New Year."

Be Cautious and All's Well.

L. E. Geffrion, manager, L. Chaput, Fils & Cie, Montreal:

"Business has been very satisfactory with us, and we have every reason to believe that 1907 will be equally as good. There may be some little reaction in prices, some may be a little lower, while again they may be higher in other lines. The great thing is to be cautious, in fact it is one of the keynotes of success in business. For the present we see no reason why we should not make a successful year of 1907."

Situation in a Nutshell.

S. J. Mathewson, of Mathewsons Sons, Montreal:

"We will see higher prices for tea in the early part of 1907, of that I am morally certain. Dried fruits are likely to be steady in price. Sugars are likely to go up. I think there will be a good sale for syrups and molasses owing to the fact that butter and lard are selling well. Cheap jams are likely to be much in request also. All lines of canned fruits will, in my estimation, sell at very fancy prices.

"As for the past year, I will sum it up in a nutshell for you—'The man who had the goods made the money.'"

Fruit as a Food.

W. H. Despard, manager White & Co., Toronto and Hamilton, writes:

"That fruit is no longer a luxury is evident by the magnitude to which the business has attained in the past few years, showing plainly that every day consumption is becoming general. Science in producing and good transportation have combined to regulate constant supply throughout the year. Perhaps the greatest factor in producing good results is the private car lines, refrigerator cars owned and operated by the Armour people, Santa Fe Railroad and others less important, and while it has become a monopoly practically, and for that reason very much condemned, yet the wholesale importing fruit trade owes its successful existence to this service.

"These cars are specially built to resist heat or cold and convey fruit in either Winter or Summer from coast to coast, and lay it down at our doors in perfect condition. In Summer, icing stations are maintained at various points and cars are kept constantly charged with ice. For this icing service an additional charge of about $80 per car is levied on cars from California, bringing the total freight and icing charges on a single car of oranges to about $400. One has to look back but a few years in Toronto to see a car of bananas last the city a week, while now during the summer season forty cars per week are often imported. The steady increase in the population is assisting largely in the increased consumption, and while the more staple lines such as oranges, lemons and bananas have increased largely, yet the public are clamoring for other and more delicate lines, such as grape fruit, grapes from Spain, tangerines, pineapples, tomatoes cantaloupes, California peaches, pears and strawberries.

"The first mentioned perhaps deserves comment, the classification under the tariff being "Shaddock." The term "grape fruit" is a misnomer. It is derived from the manner of growth on the tree, the fruit hanging in clusters of eight or ten fruit, resembling a huge bunch of grapes. Occasionally shippers very kindly enclose branches from the trees of "grape fruit" and tangerine oranges, which convey a splendid idea of their natural growth on the trees. The grape fruit is universally a breakfast fruit. It has a slightly bitter taste, but when one becomes accustomed to it he is a confirmed user. Its medical qualities are very great.

"The future of the fruit and produce business is very bright. Unlimited capital, and the best brains on the continent are allying themselves in its development. In other words it promises in the near future to supplant meat products to a large extent as the every day food of the masses, which will produce a healthier and sturdier race.

"We must not overlook the large and growing fruit interests. At our own doors rapid strides are being made in the right direction, and our own orchards and vineyards, growing and marketing large quantities of the finest, most perfectly-flavored fruits, will in a few years be able to completely supply the home markets, during their season, which we regret is only too short."

Economic Value of Cocoa and Chocolate

Jno. W. Cowan, president of the Cowan Co. writes:—

"Although many people are somewhat familiar with both cocoa and chocolate, as it is in almost daily use in one form or another, very few people are aware of its great economic value and how important it is as a food product, in our daily life. There is also a great confusion of ideas as to what cocoa and chocolate really are, many people thinking that they are a product of the cocoanut. Cocoa is an entirely different article, but like the cocoanut, is grown in nearly all tropical countries. The richness of the bean making it one of the most nutritious foods known in the whole dietary list. Nothing can describe this better than the following quotation from Baron von Liebig, one of the greatest authorities on dieteties in the world, he says:

'It is a perfect food, as wholesome as delicious, a beneficent restorer or exhausted power; but its quality must be good, and it must be carefully prepared. It is highly nourishing and easily digested, and is fitted to repair wasted strength, preserve health and

prolong life. It agrees with dry temperaments and convalescents; with mothers who nurse their children; with those whose occupations oblige them to undergo severe mental strains; with public speakers, and with all those who give to work a portion of the time needed for sleep. It soothes both stomach and brain, and for this reason as well as for others, it is the best friend of those engaged in literary pursuits.' ''

Better Pork Products Wanted.

F. W. Fearman Co., Hamilton:—

"Trade during the closing year has been marked by a distinct increase in the Canadian home trade, and especially for the higher class of goods manufactured by this firm; including hams, bacon, and lard. Some lines of meats that were in general use a few years ago are now altogether uncalled for, and other lines that were in very little demand are now very much asked for.

"There is also an increasing demand for lard put up in package form, and which we think is a very desirable means for transmitting the goods from the manufacturer to the house of the consumer.

"We are pleased to see the bright face of the Canadian Grocer every week in our office, and wish you all the compliments of the season."

SLOAN MEN DINE.

Annual Dinner at the St. Charles—A Silk Umbrella.

The annual dinner of John Sloan & Company's Travelling and Sample room staff was held the other evening at the St. Charles Cafe, Toronto, and was the

Major Sloan.

occasion of some oratorical outbursts that surprised even the genial and self-possessed head of the firm. Those present were: Major John Sloan, Chas. Parsons, F. M. Tait, J. B. Mayled, W. H. Maxwell, H. Brett, P. H. Brown, F. Bone, F. M. Sloan, A. Armstrong, Geo. Sanderson, W. M. Cole, J. H. Burton, H. G. Elliott, J. R. Smith, John Hayden.

The company sat at a round table, so that there was no head or foot. Major Sloan told how the year's business had been the largest in the firm's history, and paid a high tribute to the efficiency of the men who sold the goods. The chair was filled by Chas. Parsons, whose services with the firm have extended over 25 years. A feature of the occasion was a presentation to Frank Sloan of a silk umbrella by the travelling staff. Mr. Sloan replied in fitting terms.

DRUMMERS' SNACK CLUB.

An Evening of Business and Pleasure Arranging Summer Picnic.

The annual general meeting of the Drummers' Snack Club was held on

President, J. W. Charles.

Thursday last, Dec. 27, at the King Edward Hotel. John W. Charles, president, was in the chair, and a representative body of members was on hand.

The main subject for deliberation was the regular summer outing at Alton, to be held on July 27 and 28, and plans were discussed for making the meeting bigger and better than ever.

When it was felt that the serious part of the programme had occupied enough consideration, the drummers turned their attention to other matters, and a generally enjoyable time was the result.

The officers present, in addition to the president, were Charles Irvine, treasurer; Dr. Algie, home secretary, Alton; M. P. Malone, Hamilton secretary; F. C. Hunt, Toronto secretary. Among the members were B. R. Bowles, Col. Stoneman, Will G. White, Peter Smith, Wm. White, Wm. Colville, Sol. Walters, E. R. Bowles, James Hooper, Charles Smith, Bay Hill, Wm. Meen and Ernie Clark.

TRADE NOTES.

W. E. Stafford, Brantford, has sold out.

Moore & Milne, Lake View, have dissolved.

Secretary, F. C. Hunt.

McDougall & Secord, Edmonton, have sold out.

Choquette & Dupuis, Montreal, have dissolved.

Ethel Downey, grocer, London, has closed out.

A. Dumont, Montreal, is succeeded by L. W. Chaput.

Mrs. G. W. Weeks, grocer, Vancouver, is selling out.

Henry Rotz, general storekeeper, Highgate, Ont., is dead.

A. Blondeau, general merchant, Black Lake, Que., is dead.

McKibbon & Heney, Eardley, Que., have been burnt out.

A. Wilson, general merchant, Carroll, has removed to Hayfield.

Joseph Howard, Cochrane, is succeeded by White & Bayne.

Calvert & Wilson, Treherne, are succeeded by Samuel Calvert.

The Davidson Trading Co., Davidson N.W.T., is being incorporated.

G. H. Murhard's general store at Whitewater, B.C., was burned.

D. A. Decosse & Co., of D. A. Decosse & Co., grocers, Hull, is dead.

David Laporte, Warren, Ont., is selling his general store by auction.

Antoine Carrier, of A. Carrier & Fils, general merchants, Levis, is dead.

Charles Steer, general storekeeper, Mount Brydges, Ont., has sold out.

R. T. Holman, of B. T. Holman, Ltd., general merchants, Summerside, is dead.

A. McDonald has opened in the wholesale grocery business in Grand Forks, B.C.

Marcel Agarand, general store, Forget, N.W.T., is succeeded by Anaise Agarand.

From now to the end of the season you may look for

PRIME ORANGES

Navels are arriving, high colored, sweet and juicy. They have now reached their proper condition. Floridas and Mexicans were never better, and the consumption of Oranges should be large as prices are reasonable and the fruit is delicious.

Our last cargo of Lemons has arrived, and the fruit is first-class in every respect. Our turnover is large, and we keep no old stock on hand.

Your orders filled from fresh arrivals always. **Let us have them.**

Full lines of other goods.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

New Messina Lemons in Great Demand—Storms Damage Jamaica Bananas—Best Christmas Fruit Trade in Years, Say Dealers.

Reports from Palermo, Sicily, state that the first cargo of this season's crop of lemons for America left there on Dec. 18. The crop will be double that of last year, but prices are expected to be about 30 per cent. higher, as large sales have already taken place. The fruit is especially in demand among the manufacturers of citric acid. Many recent orders have been only partially filled. Storms in Jamaica have caused serious damage in the banana districts of the island and it is probable that deliveries of this fruit also will be affected.

"The best Christmas fruit business in recent years" is the verdict of both wholesalers and retailers concerning the season just past. Oranges were the main feature. Dealers who ordered stock intended to cover both Christmas and New Year's trade were compelled to repeat in order to meet the demand for fruit for the second holiday.

The Christmas vegetable trade was entirely satisfactory, but the demand for January 1st was none too good.

In the fish market reports from the east, especially Newfoundland, indicate that the prevalent mild weather makes the outlook for frozen herring somewhat unfavorable.

With the exception of fruit, prices are little changed.

MONTREAL.

GREEN FRUITS—Activity in this market is limited now that the holidays are over. Some business is being done, but not very much. Oranges and lemons are in good demand at current prices. Bananas are in good request, but supplies are short.

New dates, per lb	0 05	0 07
Bananas, fine stalk	....	1 50
" jumbos	....	1 85
Cocoanuts, per bag of 100	....	4 25
Pineapples, crate	....	4 50
Kumquats, box	....	0 20
Manderines, box	....	1 00
Tangerines, half box	....	2 50
Egg plant, doz	2 50	3 00
Apples, bbl	3 50	5 00
New lemons	....	3 25
Pears, per half box	....	2 75
Mexican oranges, box	....	2 65
Cal fornia oranges, new navels	....	3 50
Jamaica oranges, per bbl	....	5 00
Jamaica oranges, per box	....	2 65
Florida oranges, box	....	4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	....	8 00
Florida grape fruit, box	....	4 50
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES—Several new lines are quoted this week, including green peppers, which are again on the market, this time in crates instead of half barrel baskets as a couple of months ago. Dealers ask $6 a crate. There is very little new in the market. New potatoes are quoted 6c. a pound, or $8.50 a barrel. Florida tomatoes are offering at $6 a crate. Spinach is advancing week by week, $5 now being obtainable. It is said that the crop in the States was frozen, which will have the effect of sending up prices, if true.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	....	2 25
Florida tomatoes, crate	....	6 00
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	....	1 15
California celery, crate	....	6 00
Endives, lb	....	0 20
Spinach, per bbl	....	5 00
Cucumbers, per doz	....	3 00
Celery, per doz	0 25	0 90
Potatoes, per bag	....	0 90
New potatoes, lb	....	0 06
" " bbl	....	8 50
Jersey sweet potatoes, basket	....	2 25
Spanish onions, crate	....	3 50
" 56 lb cases	....	0 95
Red onions, bbl	....	3 50
Beets, bag	....	0 75
Green Peppers, crate	....	6 00
Carrots, bag	0 90	1 00
Wax beans, per basket	....	7 00
Green beans "	....	7 50
Mushrooms, lb	1 00	1 25
Horseradish, lb	....	0 15

FISH—There has been no change in fish prices since last week. Business is fair to medium, the holidays having the effect of keeping down trade more or less. Oysters are selling well at prices quoted, while demand for other lines is sufficient to keep fish merchants from being altogether idle.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, round " "	....	0 06
Grass pike, dressed " "	....	0 06½
Market cod " "	0 03½	0 04
Steak cod, " "	0 04½	0 05
Mackerel, large, " "	....	0 11
Dore, " "	....	0 08½
Whitefish, " "	....	0 08
Small sturgeon " "	....	0 08
B. C. salmon " "	0 03½	0 09
Qualla salmon " "	0 07½	0 08
Smelts " "	....	0 09
New tomcods, bbl	....	1 00
Sea herrings, large, per 100	1 90	2 00
Smoked and Salted—		
St. John bloaters, "	....	1 25
Haddies, in 15-lb boxes, per lb	....	0 08
Smoked herring, per lb	....	0 12
Yarmouth bloaters, box	....	1 25
Skinless cod, 100 lb. cases	....	5 50
Boneless, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 08
No. 1 salt eels, "	....	0 08
Dry cod in bundles	....	6 50
Oysters—		
Standards, bulk, per imp. gal	....	1 50
Selects, bulk, per gal	....	1 70
Oyster pails, pints, per 100	....	1 00
" " quarts, "	....	1 25
Oysters, Malpeques, bbl	....	9 00
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	....	3 25
No. 1 N.S. herring bbls	....	5 00
" " half bbls	....	3 00
No. 1 Mackerel per pail	....	1 75
No. 1 Lake Trout, 100 lb. kegs	....	5 00
No. 1 Sea trout, 100 lb kegs	....	5 50
Labrabor salmon—		
" " in bbls	....	12 50
" " tierces	....	18 00
" " in ½ bbls	....	7 00
No. 1 green cod, in bb's. of 200 lbs	....	7 00
Small. " " "	....	5 50
New turbot, bbls 200 lbs	....	10 00
Pickled sardines " bbl	....	5 50
" " h'f bbl	....	3 00

TORONTO.

FRUITS.—Several quotations are altered slightly this week. The New Year's trade is of course not nearly so heavy as that before Christmas, but a good business is being done.

Oranges, Jamaicas, per bbl	....	4 50
" " per box	....	2 75
" Florida, 126s-216s	....	3 25
" Mexican, 126s-250s	2 25	2 75
" Tangerines, half box	....	2 50
" Valencias, 420's and 714's	4 50	5 50
" navels, 96's, 250's	3 00	3 65
Grape fruit, 46's 80's	3 00	3 75
Lemons, Californias, boxes	4 00	4 50
" Messinas, 300's-360's	2 75	3 25
Limes, per crate	....	....
Pineapples, Florida, 30s and 24s	4 25	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 50	3 00
Bananas, per bunch	1 50	2 50
Red bananas per bunch	....	3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00

Cranberries, per barrel	11 00 12 00
" " crate	3 75 4 00

VEGETABLES—Vegetables show little change in prices from last week's quotations. Radishes are more plentiful and somewhat cheaper.

Potatoes, Delawares, per bag	0 85 0 90
" Ontario	0 75
Sweet potatoes, per barrel, 10 pks	2 25 2 75
" per basket	0 50
Onions, Spanish, per large case	2 50 2 75
" " small case	0 90
" Yellow Danvers, bags	1 15
" Canadian, per bag	1 10
Cabbage, new Canadian, per bbl	1 25
Beets, new, per bushel	0 40 0 50
Carrots, Canadian, per bushel	0 40 0 50
Lettuce, per doz. bunches	0 35 0 40
Lettuce, Boston, large, per doz. heads	0 90 1 00
Green onions, per doz	0 20
Radishes, Canadian round, per doz	0 50
Cucumbers hot house, per doz	1 75
Mushrooms, imported, 1-lb. boxes, per lb	1 00
Beans, white, prime, bush	1 50 1 60
" " hand-picked, bush	1 65 1 75
" Lima, per lb	0 06 0 06½
Watercress, per doz bunches	0 25
Tomatoes, California, per crate	2 75
Peppers, per basket	
Parsley, per doz	0 20 0 25
Turnips, per bag	0 35
Mint, per doz	0 15 0 20
Celery	0 40 0 50
" California, per case, 6½ and 9 doz	5 50
Squash per doz	1 00 1 25
Vegetable marrow, per doz	0 35 0 50
Leeks, per doz	0 25
Pumpkins, per doz	0 75 1 00
Citrons, per doz	0 75 1 25
Parsnips, per bush	0 50
Sage, savory, thyme, etc, per doz bunches	0 10
Oyster plant, per doz bunches	0 40
Artichokes, per bag	1 00 1 25

FISH—Fish quotations are little altered. There is a splendid assortment on hand, and a fair trade passing.

Fresh halibut	0 18
Haddock, fresh caught, per lb	0 06½
Fresh cod, per lb	0 08 0 09
Fresh lobsters, boiled, per lb	0 20 0 25
Shrimps per gal	1 25
Whitefish, per lb	0 10 0 12
Salmon trout, per lb	0 09 0 10
Ciscoes, per basket	1 25
Striped bass, per lb	0 15
Blue fish, per lb	0 10
Fresh mackerel	0 20 0 25
Home cured bloaters, per basket	1 25
Eastern salmon, per lb	0 20
Finnan haddie, per lb	0 09
Oysters, per gal	1 90
Labrador herring, per half bbl	3 00
" " bbl	5 50
Frozen Halibut, per lb	0 10
Sea herring, per lb	0 04½
Pink Salmon, per lb	0 09
Red " "	0 10
Fancy Manitoba white fish, per lb	0 12
Smelts, No. 1, per lb	0 10
" extra, per lb	0 15
Lake Superior herrings, per lb	0 04

GOOD THINGS FOR GILLETT STAFF.

A feature of the Christmas holidays with E. W. Gillett Co., Ltd., Toronto, was the presentation of a gold piece to every employe. The value varied according to the length of service and position held by the employe. The pleasant innovation was much appreciated by the recipients.

On Friday last Mr. Wm. Dobie, General Manager and Treasurer, entertained the travelers and office staff with a dinner at the King Edward Hotel and afterwards to a theatrical treat at Sheas —The Grocer was kindly included among the guests and appreciated as did all present, the enjoyable entertainment. It has been Mr. Dobie's custom annually to bring "the boys" together for an evening's outing. May the precedent be maintained.

Over 35,000 turkeys will be shipped to the West from London this season, giving that city second place to Montreal as a distributing centre for poultry in the Dominion.

WITHOUT A PEER

The Famous Bronco Brand

Navel Oranges

Finer and Better than ever. This brand has stood the test of ten years. We stake our reputation on this high-class brand.

Grown on the celebrated Redland Heights. They possess a flavor and texture not found in other brands. They cost slightly more per box, but every orange means added satisfaction to your customer and brings you repeat business.

WHITE & CO., Limited

SOLE AGENTS

HAMILTON TORONTO

A NEW LEAF

Do you need to turn one, Mr. Grocer? If you handle "St. Nicholas," "Home Guard," "Kicking" or "Puck" you don't (in Lemons)—otherwise you do. A trial box will convince you.

W. B. STRINGER & CO., Sole Agents, TORONTO

Oranges, Navels, Mexican

Write us for special prices

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

DON'T let your stock run too low on

FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.

We also have car FANCY BANANAS this week.

Phone or mail us your orders, we will catch first train

HUGH WALKER & SON GUELPH ONT.

SPECIAL FOR HOLIDAY TRADE

1 Car new crop California Seedless Oranges, and Winter Nelis Pears, "STEWART FRUIT CO.'S PACKING.
2 Cars Florida Oranges, Grape Fruit, and Tangerines, "CHASE & CO.'S PACKING."
2 Cars Oranges, Grape Fruit, Tomatoes, Pineapples, Cucumbers, Green Peppers and Egg Plant from the frostless regions of Nassau, the Bahamas.

Our prices are consistent with good quality. Give us your orders.

YOURS VERY TRULY,

MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN

BELLEVILLE ONT. and BOWMANVILLE ONT.

DRIED APPLES

Highest Prices paid.

NOTES.

Fraser & Whitton, grocers and provision dealers, Deseronto, have discontinued.

The assets of J. W. W. Lamb, Montreal, and J. H. Trudel, of the same city, have been sold.

Dewitt Bros., grain and produce, Fairville, N.B., and John S. Ferguson & Sons, Newcastle, have been incorporated.

Fire recently damaged the grocery store of Hatt, Morrison & Co., Ltd., Fredericton. Guy S. Humphrey, coffee, etc., St. John, also suffered loss by fire.

P. Daoust, the progressive Montreal grocer, and ex-president of the Retail Grocers' Association, has put in a splendid new Toledo scales in his store, 1830 St. Catherine St.

St. Charles Cream is being demonstrated in the grocery department of Carsley's department store, Montreal. W. H. Halford, of H. S. Ewing & Sons, agents, reports good sales for the family and hotel size tins. Ewing's coffees are being demonstrated at the same time.

H. W. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

INTRODUCTION
TO THE
Canadian Fruit Trade

Gentlemen,
We, mindful of the present prosperity and future greatness of Canada, intend to devote our energies and our 34 years' experience of the world's fruit-markets, to a more thorough exploitation of Canadian requirements.

WE WANT TO SELL
to a FEW good, hustling, well-connected, and reliable distributing houses in each market centre.

FRUIT Green & Dried
not ordinary fruit, but
EXTRA SPECIAL QUALITY
such as your customers want, such as sells at sight, and brings repeat orders.

ORANGES, LEMONS, GRAPES, TURKEY FIGS, NUTS, ALMONDS, DATES, MUSCATELS, ETC.
C. and F. prices arranged for car lots.

What we don't know about Fruit, isn't worth knowing. Your inquiries are invited.

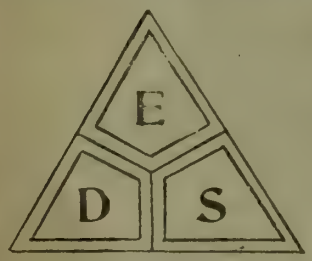
FRED^K. FISHER & SONS
St. Magnus House, Monument St
LONDON, ENGLAND

We Would Like to See
you order our
Pure Apple Cider
We know you can with great ease retail it.
Write for proposition.
The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private
T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.
Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
CORRESPONDENCE SOLICITED

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rª ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &ª
BORDEAUX FRANCE
Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street,
HAMILTON



Can You Hold a Paying Trade By Supplying Inferior Goods?
Most Grocers are keenly alive to every factor that will bring in more business and that is why most Grocers feature
"E.D.S." BRAND Jams and Jellies
There are no other jams and jellies manufactured in this wide Dominion, either as pure or as good, and we'll be pleased to mail any sceptic Government documents proving our assertion The trade that pays demands "E.D.S." BRAND JAMS AND JELLIES all the time.

Order from any of the below-mentioned:
Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.
E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Largest Packers of Sea Foods on North Atlantic Coast.

Packers of Celebrated

"Halifax"
"Acadia"
"Bluenose"

Brands of

Prepared Boneless Codfish

Packed in clean original packages.

The Trade-Mark of quality on every package.

Sold by grocers everywhere from Atlantic to Pacific.

SEND FOR PRICE LIST

ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

—SCOTIA BRAND—

BONELESS CODFISH

2-lb. Wooden Boxes, 12 to a crate

SCOTIA TABLETS

20-lb. boxes of 1-lb. tablets.

—H. F. CO.—

1-lb. wooden boxes 24 to crate

Purest Atlantic Codfish and absolutely boneless

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

We are starting on a New Year and we want your orders for

Fish and Oysters

It means dollars and satisfaction to you by placing your orders with a house which deals exclusively in Fish and Oysters. Lots of **Trout, White, Herrings, Salmon, Halibut, Smelts, Haddie.**

Send for Price List if not receiving one.

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

INSPECTION OF CANNED APPLES

Glasgow Correspondent says Governm ent Supervision is Necessary in the Interest of the Trade—Canada the Orch ard of the Empire.

George Guest of Glasgow, dealer in American and French food stuffs, inclosing an article from the Glasgow Record headed, "Orchard of the Empire, the Boom in Canadian Apples," writes to the editor of the Canadian Grocer:

The writer of this article attaches considerable importance to the way in which the grading and shipping of fresh apples has been supervised by the Canadian Government, and as stated in the article, any barrel which does not conform to the brand is not allowed out of the country.' Now, what about canned apples? There is no uniformity about the gallon cans of apples shipped from Canada, and it appears to be no one's business to look after the grading and packing of these. During last season, I imported from Canada, 15,000 cases of gallon tins and more than 10 per cent. were of very poor average quality, and 1,500 or 2,000 cases were light weight, averaging about 3 3-4 or less of apples per gallon tin, while United States apples average 4 1-2 lbs. per gallon can.

In the interest of the trade with this country, the Government should control the shipping of canned apples as well as of fresh apples in barrels. Two shipments of gallon tins arrived at this port, the quality of which was so bad, owing to blown and defective tins, that a large proportion of the shipment was carted away by the sanitary officials as unfit for food.

As the packing season is now approaching, it would be in the packers' interest to give this matter attention.

Yours, etc.
George Guest.

The Orchard of the Empire.

The article from the Glasgow Record follows:

Canada has long been known as the "Granary of the Empire;" and the vast Dominion is quickly justifying its claim to be designated also as the "Orchard of the Empire."

At present the demand for the apples of Canada is so great that the Anchor, Allan, and Donaldson Lines of steamships cannot bring over the fruit quickly enough.

Glasgow is, of course, the distributing apple centre for all Scotland and the North of England. Only the other day a Newcastle firm purchased no fewer than 10,000 barrels, and the demand for supplies from other quarters was so great that the prices jumped up on an average from 4s. to 6s. per barrel. Greenings, which could be purchased on Monday at 12s. the barrel, went up to 16s. on Tuesday, and the other qualities rose in proportion.

"The growth and development of the Canadian apple trade," said Mr. Malcolm Campbell, of the well-known Glasgow firm of that name, to a representative of The Daily Record and Mail, is perhaps one of the most surprising features in connection with our relations with the Dominion. Of course there is nothing like the money in apples that there is in grain. But certain it is that the apple industry is showing more rapid strides than any other in the Dominion."

Phenomenal Growth.

Mr. Campbell could not quite account for the phenomenally rapid development made by the trade in recent years, but he expressed the opinion that the adoption of a trade mark by the Canadian Government had had not a little to do with it.

"The head officials of the Agricultural Department not only watch the growth but the export of the fruit," he said. "When I paid a visit to Ottawa, the officials of the Department took me round the farms, showed me how the apples were picked and packed, and the result of what I saw then convinced me that we in this country owe much to the Government for the excellent condition in which the fruit arrives.

"Years ago we could not depend on what we were getting, though the apples at the top of the barrel were according to the quality demanded but now they are all of the same quality, and we receive a guarantee to that effect for every barrel which reads:—

"'This barrel of apples is not topped, but is genuinely packed from top to bottom by our own growers.'

"The officials at the ports act the part of policemen, and any barrel which does not conform to the brand is not allowed out of the country."

Finally, Mr. Campbell gave the interesting information that, although the crop in the United States this year is exceptionally heavy, British importers will have nothing to do with the States article. "All are tumbling over one another in their anxiety to secure Canadians."

Handling the Crop.

Latest mail advices show that the shipments of apples from the port of Montreal for the first week of October, were as follows:—

To	Barrels.
Bristol	1,264
Glasgow	16,585
Liverpool	17,168
London	1,860
Manchester	2,046

It seems that there is need for improvement in the marketing of the crop to the best advantage. There are hundreds of apple growers, says Professor Hutt of the Ontario Agricultural College, who can grow first-class fruit to every one who can place it on the market when and where it will bring the best price.

The remedy for this state of affairs, and what is going to put the apple trade on a better business basis, says the Professor, is for the growers in each apple growing section to unite and form a co-operative association through which the grading, packing and marketing of the fruit may be accomplished.

During the past year a number of these associations have been formed in various parts of the Province, and the prices obtained by some of them for last year's apples have made the growers enthusiastic over this method of handling the crop.

Through such an organization, boxes and barrels can be purchased wholesale to better advantage than they can be obtained by single individuals; the grower can devote his whole attention to gathering the crop at the proper season and delivering it in good condition at the central packing house; the association relieves him of all care and responsibility in grading, packing, and marketing; and with this work in the hands of expert packers, the grade of fruit can be made uniform, and the packing can be done properly, which, in time, inspires confidence in the purchasing public.

In short, the co-operative system of handling the apple crop, under proper management, assures the consumer of a better product, and realises to the grower a greater profit.

GOLD STANDARD BONUS.

"The smile that won't come off" is illuminating the countenances of the employes of the Codville-Georgeson Co., Ltd., the Winnipeg wholesale grocers and manufacturers of Gold Standard goods, Winnipeg. The smile emanates from the fact that the firm this year distributed between $4,000 and $5,000 amongst its numerous employes in the form of bonus based on the yearly salary. In all, about 150 employes were made happy and everyone connected with the firm for the past three months or more was remembered. Each one was handed an envelope which contained a cheque and a gracious letter thanking them for their hearty co-operation in bringing an exceptionally successful year's business to a satisfactory ending.

The firm did not overlook the many people employed on its factory staff, where Gold Standard teas, coffees, baking powders, jelly powders, extracts, spices, etc., are manufactured and packed. A unique leature of the plan was the setting of a maximum bonus which granted the smaller salaried employes a larger amount proportionately than their more fortunate fellow workers.

S -D. Stewart, Montreal, Quebec, representative of the Heinz Co., Pittsburg, Pa., was a caller on The Grocer, Toronto, this week. Mr. Stewart was vention of the Heinz Company's travelon his way home from the annual coning staff. The Quebec trade for Heinz shows a very satisfactory increase and a steady growth.

REASONS FOR SUCCESS

There are always good substantial reasons for success and lots of Grocers attribute their success to the attention they have paid to their cigar counter.

If a Grocer features good cigars it's about as certain as anything can be in this world that he will build up a select and paying trade.
It would certainly astonish you if we gave you the big list of Grocers who feature

PHARAOH AND PEBBLE

cigars and it would astonish you more if we could print the nice things they say about them.

The Pebble is the best 5c. cigar ever sold in Canada. It is a high-grade, Havana-filled cigar and some Grocers sell it at 10c.

The Pharaoh is made from personally selected tobaccos. I guarantee it, and smokers say that this cigar is peerless.

I have a special help-the-Grocer Plan. Do you know about it?

J BRUCE PAYNE, Limited, GRANBY, QUEBEC

T. & B.—The Business Builder

T. & B. The Grocer who does not carry a good supply of ***T. & B.***—the far-famed pipe Tobacco—is assuredly ignoring a trade builder.

T. & B. There are other tobaccos—good tobaccos—but the pipe lover who has once soothed his soul with the cool and fragrant excellence of ***T. & B.*** will have no other.

T. & B. When business is dull you can depend upon it that the Grocer down the way is doing a fair trade.

T. & B. ***She*** shops where she can get ***T. & B.*** for him.
Good Tobacco does sell more than Tobacco.
MORAL—Feature ***T. & B.*** Send off that order ***now.***

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

A CONVENIENT RULE FOR INTEREST.

Multiply the principal by as many hundreds as there are days, and for

4%	divide by	.....	90
5%	"	.....	72
6%	"	.....	60
7%	"	.....	52
8%	"	.....	45
9%	"	.....	40
10%	"	.....	36
12%	"	.....	30

Example. Interest on $144.00 for 169 days at 5 per cent.; $144 \times 1.69 = 243.36$, which divided by $72 = \$3.38$, the required interest.

Short Cut Interest Rule.

To find the interest on any sum for six days at 6 per cent. per annum without figuring; Move the decimal point three places to the left. Example: What is the interest on $1,574.35 for six days at 6 per cent ?

Answer: Six days' interest at 6 per cent. equals $1.57.

THIS FIRM IS GETTING AHEAD.

Among the letters patent recently granted at Ottawa was one incorporating the Commission Export and Import firm of D. Rattray & Sons into a Limited Company, capitalized at $500,000.

The firm of D. Rattray & Sons was organized in Quebec as a commission and war?housing firm in 1890. Their business developed so rapidly in its various lines that in 1903 it was deemed necessary to open an office in Montreal under the management of D. J. Rattray. The growth of the business since its Montreal office was opened has been phenomenal not only all over Canada, but the United States and Europe.

The firm act as sole Canadian representative of some of the most important European shippers of dried fruits, nuts, sugars, etc., and also handle the eastern Canadian business of Armour & Company, Chicago; DaCosta & Co., Barbados, for sugar, molasses, etc., and are large shippers to Europe and the United States of fish, oils, maple sugac, etc.

The firm has an office of its own in Montreal, Quebec, and Ottawa, and special representatives in practically every important centre in Canada, the United States, and Europe.

We commend the firm on their enterprise, and wish it continued success.

A PRESENTATION.

Before departing for their several homes for the Xmas holidays, the travelers and members of the office and warehouse staff of the Red Rose Tea branch, presented Manager Campbell with a handsome writing desk and chair (in mission oak) accompanied by a short address, to which Mr. Campbell responded most happily.

Mr. Campbell wasn't getting married; he attended to that long ago. The desk and chair were an expression of the hearty good will existing between the manager and the travelling staff.

This presentation was followed by another, in which Mr. Miller, on behalf of the travellers and office staff presented Miss Stevenson and Miss Tweedie, two popular members of the "Red Rose" office staff, each with a gold brooch.

TRADE NOTES.

The stores and offices of L. Chaput Fils & Cie., Montreal, were closed from December 29th until Wednesday morning, January 2nd.

George Small, of the Canada Maple Exchange, donated three hundred pounds of candy to the dinner being given by the Boys' Sunshine Club, of Montreal, to the newsboys.

Messrs. Connor Bros., fish dealers of Blacks Harbor, New Brunswick, are sending their customers and friends a very tasty calendar for Christmas, "The Bride" on her Honeymoon.

Hill & Berman, a couple of progressive young Montrealers, have opened a grocery store in the Montreal annex and are already beginning to make their presence felt in that part af the city.

Word has been received by the vice-president of the Ogilvie Flour Mills Company, F. W. Thompson, that all the machinery in the company's mill at Fort William had stood severe tests admirably.

Mrs. Jennie M. Isard, wife of E. A. Isard, manager of the Hamilton Vinegar Works Co., died at her home in Hamilton on Saturday evening, Dec. 22, in her 42nd year, and about twenty minutes after her father-in-law, John Isard, died at his home in the same city, in his 77th year. Mr. Isard was a native of Kent, England, and came to Canada about 50 years ago.

A very handy and neatly gotten up reduction table, to facilitate the reckoning in Canadian currency the cost of articles quoted in English shillings, has been sent out to many business men recently with the compliments of C. A. Chouillou & Co. Mr. Chouillou deserves credit for the manner in which the table is arranged. Among other things the card gives the correct pronunciation of the firm's name, "Shoeyou."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

To all my customers I wish a Prosperous and Happy New Year

JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

Office and Store, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street

PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE RETAIL MAIL ORDER PROBLEM

Into many branches of the retail business the mail order problem is obtruding itself with an emphasis that cannot be ignored; in fact, the stage has been reached where a check must be put upon it if it is not to continue feeding upon business which logically belongs to the local merchant, until it first menaces the volume of profit which he should reasonably be able to count upon, and then claims and is accorded by the consumer a settled position in every local field throughout the country.

The retailer must face the matter squarely and studiously. He knows that mail order business is hurting him, and that it is backed by publicity methods which give the consumer, wherever he may be, every opportunity to know the prices quoted, and the advantages which are claimed for the system. On application catalogues, printed at great expense, are sent to any address. This is supplemented by periodical circulars calculated to hold and develop the interest which the catalogue aims to create.

Day by day and week by week the mail order houses are conducting a campaign to educate the buying public to the view that goods can be purchased at much better prices from them than from the local retailer. This movement is directed by expert advertising men, and is as convincing as it is possible to make it. Each merchant knows, or should know, just how well the scheme is succeeding in his individual territory.

A Campaign of Education.

All the while that a systematic, skillful attempt is being made to cut into his business, by persistently telling the people that they can save money through purchasing from catalogue, what is the merchant doing to protect the place that rightfully belongs to him? It is obvious to any one who has followed the progress of the mail order houses across the line that the question is one calling for action, prompt and unanimous.

Unquestionably the mail order system is straight business, if the goods delivered are of the quality advertised. Admit that they are, and the problem must be approached as legitimate competition, which, like all competitive inroads into a firm's sales, must be eliminated as far as possible. Added to this are distinctive features which furnish the main ground upon which effective combative tactics can be based.

First of all stands the fact that the local merchant is the man on the spot; he has behind him the prestige of personal acquaintanceship with a great many of his customers, and his goods are there to be examined thoroughly before being purchased. In this is embodied, then, the fundamental principles from which to evolve a plan of attack.

Here we come to the very evident fact that individually merchants cannot pursue a policy that will work a great deal of good. They all have a common interest in the matter, and, therefore, association of ideas in formulating lines on which the campaign shall be operated, and co-operation in carrying it out, is the logical procedure. In many towns and cities the retailers have been organized for the promotion of better local conditions, with a central body to deal with questions of wider scope. There is, perhaps, no problem of more lively importance, upon which the attention of the whole organization can be focused at the present time, than that relating to mail order competition.

The objective point would be the education of the consumer to patronize the home market in purchasing all classes of commodities.

Printed Page the Best Weapon.

The claims of the mail order houses are represented by the advertising matter which they distribute. The only way in which the local merchants can reach all consumers is by printed matter also. This would not be in the nature of catalogues or circulars, however, but well-written literature, setting down in direct, convincing terms the desirability of trading at home: the extent to which the prosperity of a community—and, consequently, of everyone resident in that community—is dependant upon the money earned there being circulated locally. Arguments along this line might take the form of simple lessons in economics. The scheme of business life is the interchange of values, and just as the activity in a given territory increases or decreases will the standing of the territory and the individual and collective prosperity of the populace rise or fall.

The scope for enlarging arguments in this direction is not by any means limited. Real good matter could be compiled, and with whatever form of follow-up literature might be decided upon, good results should accrue. Then the assistance of the newspapers might be enlisted. With the facts before him the local editor would willingly devote a good deal of editorial and news space to the publication of helpful items. Here, again, is illustrated the necessity for combined action, for where an organization could secure valuable and extensive co-operation from the papers the individual could not.

Organized Action Necessary.

The development of the subject should be handled systematically. In this way a public sentiment along the desired lines could be aroused and maintained. It would be better that the direct object of the campaign should not appear, for that would make the mail order system more conspicious, and lead public thought into controversial channels. This is not desirable, and the greater aspect of independence borne by the movement the better. If such a course were decided upon the work would be directed by each retail association, or from the central body, and the expenses met by special assessment.

But the campaign must be carried much farther than that. Each merchant must conduct one within the confines of his own business, and endeavor to bring his facilities up to the very best degree of efficiency. Doing so, he may prepare a situation that will justify the claims made through the literature distributed.

The merchant should study how he is going to buy to better advantage than he has been doing. The saving that he can accomplish means cheaper prices to his customers, and greater attraction to the home market. Cash discounts point out a way in which a good deal can be done. Many merchants will find that it pays them to borrow money from the bank to secure the discounts. This depends a good deal on how often stocks can be turned in the year. Merchants' associations should go into the matter exhaustively.

Personal influence is not to be ignored. The merchant will find it a great help in fighting mail order houses for him to know as many of his customers personally as possible. He should make his own prestige, and that of his store, stronger at every opportunity.

The question is a large one, and there are many points that would be revealed in discussion. The urgency of action must be apparent to every merchant who knows his field as he should, and in the meantime let each one give some serious thought to it, and find out just how far the mail order business has advanced in his district.—T. M. W.

VENTILATION OF SHOPS.

The proper ventilation of a grocer's store, or one where a miscellaneous stock is kept, is of the highest importance, and yet very little attention is paid to the subject. Show windows are filled with costly goods and then tightly closed, not a particle of air being allowed to circulate. Modern stores are, however, doing away with the enclosed windows, and thus getting rid of a great deal of trouble, besides saving a loss from the exposure of choice merchandise to the bad influence of confined air heavily laden with the evaporation from articles of different flavor. No small amount of damage is done to the stock by the store being closely shut at night. In the Summer the air is close and heated, while in the Winter time a furnace or stove is kept burning throughout the night, thus keeping the temperature to a high point. Fresh air is indispensable to the proper preservation of stock, as articles such as tea, salt, coffee, butter, etc., are extremely susceptible to foreign flavors. The confined air of the store is vitiated by the heat and the emanations that arise from a stock of vegetable matter, provisions of various sorts, dried fruits, etc. From eight to ten hours the store is closed, and merchandise subjected to damage from want of proper ventilation. If the store is not tidily kept, and refuse matter is allowed to accumulate, the danger of loss is enhanced. Cellars are still more subject to neglect, and where they are damp and the space well occupied, and no sunlight can enter or fresh air circulate, the liability to damage is very great. Aside from a pecuniary loss likely to be sustained by a lack of proper ventilation, some consideration is due to the health of those employed in the store. In the Summer season store doors are generally left standing open, and the store is fairly ventilated, but during the Winter months the opposite is the case. Almost every person accustomed to opening the store knows how stifling and offensive the air is upon entering in the morning where there has been no ventilation. Fresh air is a necessity, and every merchant should see to it that every part of his place of business is thoroughly

ventilated. Have flues in the shop windows if they are enclosed. Have the cellar opened frequently, and so arrange it that at all times there is a free circulation of air; whitewash it at least twice a year; look out for damp spots; do not allow piles of rubbish to accumulate; the germs of disease will gather about potato and other bins unless all decayed matter is kept removed. Wherever mold or dampness is found there lurks danger to health. The store should be scrubbed at least once a month; a large ventilator should be placed over the front door, and flues constructed leading from the inside of the store to the roof and opening into the air. Arrange the modes of ventilation so as to secure throughout the night a free circulation of out-of-door air. A few dollars judiciously spent will secure this, and save hundreds of times over the cost in the better preservation of the stock.—American Grocer.

"Things are not always what they seem"

is a saying that when applied to

Brushes, Brooms and Wooden Ware

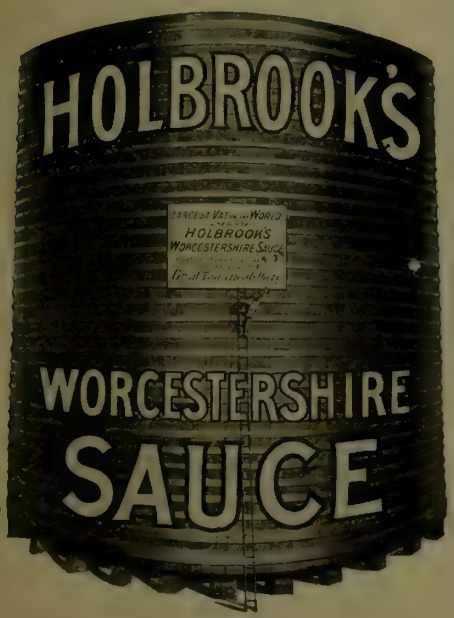
is worthy of the careful reflection of every dealer.

Some Brooms are so in **appearance** only. **BOECKH'S** Brooms are **always absolutely** perfect, clean full corn, strongly sewn and bound, with proper handle weight, and will outwear any other make.

Won't it pay you to insist upon Boeckh's Make?

SOLD BY LEADING WHOLESALE AND RETAIL GROCERS

UNITED FACTORIES, Limited, TORONTO, CAN.



The Largest Vat in the World!

NOW BEING USED IN
THE MANUFACTURE OF

HOLBROOK'S SAUCE

WILL FILL 2,500,000 BOTTLES

PURE FOOD NOTICE

Holbrook's Sauce is guaranteed to be absolutely free from all injurious chemical preservatives.

Canadian Branch: 25 Front St. E., TORONTO. Canadian Manager: H Gilbert Nobbs

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited

BERLIN, ONTARIO

Representatives:

Manitoba: Stuart Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY

Granulating 2 lbs. per minute.
Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros, Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

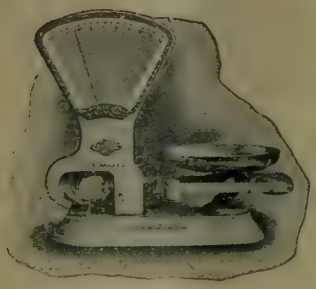
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

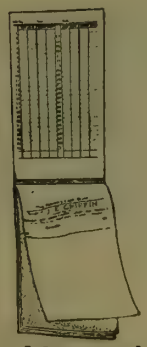
REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Take No Chances

Instal

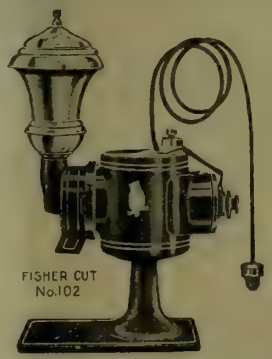
Duplex Counter Check Book

and do it now. It's a winner as well as a bank account builder. The up-to-date man always makes sure. We always like to answer questions.



The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

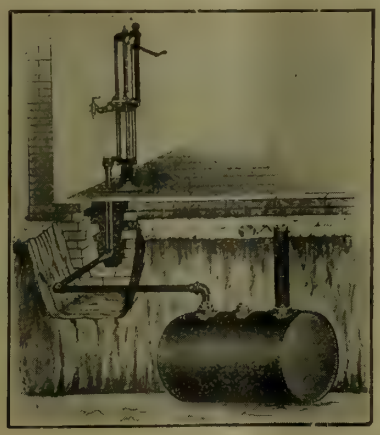
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Wherever the Insurance requirements are most rigid, there you find the greatest number of grocers using Bowser Outfits for Gasolene.



It's a significant fact and worthy of thorough investigation. The reason is found in Gasolene Catalog B.
Send for it.

CUT No. 42.
FOR GASOLENE—TANK BURIED
PUMP IN BUILDING.

S. F. BOWSER & CO., Inc.
66-68 Fraser Ave., - - TORONTO

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured

WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Right Way Pays

Take a trip through Western Ontario any sunny day in September and on the undulating grazing lands lush with the growth of rich, succulent, grasses, you can see the herds of shorthorns and Jerseys which contribute their quota to the cream from which is produced

No better cream than we use for our raw material is produced anywhere in the world, but in nature there is nothing more delicate, and to preserve its flavor, to guard it from contamination, to retain its sweetness, the utmost skill and cleanliness are essential. The conversion of this cream of creams to the ideal cheese is an exact science—every step in the process of manufacture is taken with care and precision.

From this it is quite evident why MacLaren's Imperial Cheese is different from ordinary cheese--why the quality of it is invariably, unalterably, the same—why it scored perfection (100 points) at the World's Fair. This absolute certainty about the quality will appeal to your best customers as it appeals to discriminating consumers the world over.

From The Profit Point of View

your margin is just as invariable as the quality,—no loss in weight, nor waste, no deterioration from dust or germs. No question of loss—a sure profit on every pot.

MacLaren Imperial Cheese Co., Limited

Toronto, Ont. Detroit, Mich. New York, N.Y. Boston, Mass.
Chicago, Ill. Philadelphia, Pa. San Francisco, Cal.
Woodstock, Ont. London, England.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 3, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	12 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 45
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford per lb	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ¼-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	3 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1.5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 30
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
6's, "	0 22
8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
⅛ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Swet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 43
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs.. 12bxs. in case, ⅛-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Go'd Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 26
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Large Advertising

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well-known and deservingly popular **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in Tins, the real live dealer must recognize the help we give him in selling the right stove polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

If your customers want ***The Best*** it is

Borden's Brands

You must offer—

UNSWEETENED

"EAGLE" and "PEERLESS"
Condensed Milk— Evaporated Cream

Made from pure milk and received highest awards "for perfection" at the world's leading exhibitions—

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

TO OUR MANY FRIENDS AND PATRONS—

We wish to extend the season's greetings, wishing you a happy and prosperous New Year, and we hope to have the privilege of assisting you towards the attainment of another successful year.

With best wishes,

We remain,

Yours very truly,

WM. BRAID & CO.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case. per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-1b. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar. per jar.	0 75
"	1-lb. jar. "	0 25
F.D.,	½-lb. tins per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	½-lb. jars "	0 35
"Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

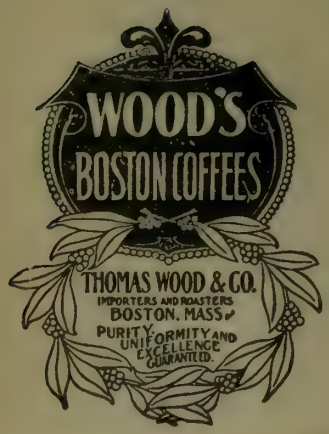
Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20



HELP WANTED

To double the already enormous sales of our famous

WOOD'S COFFEES

during 1907. It can be done.

The process is simple: Every grocer who has not done so should give his patrons a chance to test their quality and virtues. That will settle it.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 07½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 8-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

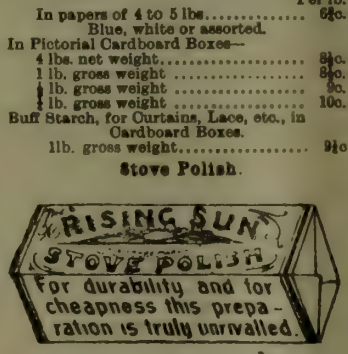
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

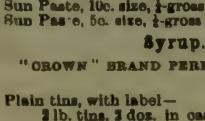
"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	1 55
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 26
No. 4 "	0 20
No. 5 "	0 17

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THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Fay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case	1 10

Whole Fruit Strawberry Jam

You can sell a great many bottles of **Good Strawberry Jam** during the coming winter. But it must be good and must sell at a reasonable price. **BATGER'S** is put up in a very attractive jar and is always "asked for again." Try a four-dozen case. It's bound to give everybody satisfaction.

BATGER'S

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MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

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"Burning Satisfaction"

is what your customers want when buying matches.

"Burning Satisfaction"

is what you will give them when selling them

OUR MATCHES

Write for price list.
Drop us a post card.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Don't Be Caught

like many canners were this year—with a short supply of cans and a large pack of fruits and vegetables ready for canning.

It is poor policy to put off ordering your cans until the last minute, when chances are that the manufacturers cannot guarantee to supply the goods.

Acme Cans are Good Cans

and give satisfaction.

- Order from us to-day —

Acme Can Works

MONTREAL

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Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
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Mott, John P., & Co., Halifax, N.S.
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Webb, Harry, Co., Toronto.

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Halifax Fish Co., Halifax.
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Warren Bros., Toronto.
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This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

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LIMITED
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(In Cartons)

IT IS BETTER THAN EVER.
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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JANUARY 11, 1907. NO. 2.

KEEN'S

OXFORD BLUE

The Only genuine reliable never-streak satisfactory profitable Laundry Blue

Every jobber sells it——

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

The quality of the goods you sell determines the reputation of your store in your locality—
With such a high grade of table syrup as

"CROWN" BRAND TABLE SYRUP

as a leader for family trade additional strength is added to your business—

It's always the best—

For sale by all jobbers

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

Purveyors
by Warrante Royale

Established
in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names

CROSSE & BLACKWELL LONDON

Soho Square, London.

C. & B. Preserved Provisions

C. & B. Pickles

C. & B. Sauces

C. & B. Jams

Agents—

C. E. COLSON & SON,

MONTREAL

Standard Fish Specialities

You want the very best packed if you wish to give lasting satisfaction The best are always the cheapest in the long run. We guarantee the brands below mentioned to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

"THISTLE"
Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the
CHEAPEST
but always
BEST

"TYNE"
Herring in Tomato

The Choicest of
SCOTCH
that are packed.

This year's pack is specially fine.

NO OLD STOCK.

Codfish Cheese

In 1-lb. tins. Each tin contains the equivalent of 2 lbs. of the finest
Newfoundland
Codfish, packed while hard and fresh, and is without an equal.

One trial will convince you.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

WHITE BEANS
EVAPORATED APPLES
CANNED GOODS
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(*Continued on page 4.*)

A Snap——

for every live grocer looking for bargains—

ROLLED OATS in a 5-lb. package

with handsome china premium

This is a well-known brand, manufactured by one of the largest millers in Canada. And you have their and our guarantee that the quality is the finest ever milled.

This is a SPECIAL OFFER—subject to withdrawal at any time

You'll do well to order 5 or more cases AT ONCE

SEE OUR TRAVELLERS

The EBY, BLAIN CO., Limited WHOLESALE GROCERS TORONTO

A DISTINCTION

Our Teas have a certain **distinctive** quality, the Public always appreciates and talks about, and this is why thousands of the most prosperous Grocers in Canada to-day are pushing

BLUE RIBBON TEA

Yields **you** a handsome "Profit;" gives **your** customers perfect satisfaction.

BLUE RIBBON TEA CO., LIMITED

12 FRONT ST. EAST, TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.

VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

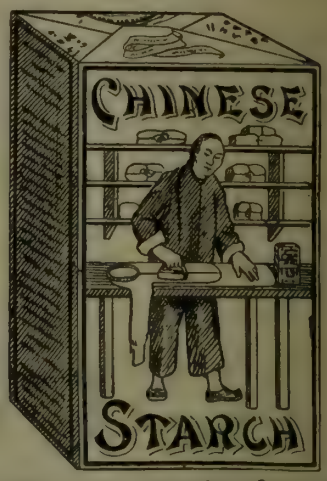
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,

Everything in Groceries handled. Quebec



We want you to write for sample package—Our prices show you a larger profit than any other Starch.

TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Hamilton, January 3rd, 1907

Dear Sir:—One of our wholesale customers called us up on the 'phone the other day, and mentioned that one of his country customers had sent some Poultry for our Aylmer factory in his care, and that the price was to be 10c. per lb. "I had no idea," said he, "that your "people pay such high prices for your Poultry. Some "retailers and consumers seem to have the impression "that all Canned Poultry is made up of all kinds of scrap "meat, and if they were acquainted with the facts **that you "pay such high prices for your Poultry, and insist on the very best quality,** "it would increase the consumption very much." We assured our esteemed customer that our **Canned Poultry** was **absolutely guaranteed** to be **exactly what it is represented to be,** and that taking into consideration the trouble in cleaning Poultry, waste of bone, etc., our Canned Poultry is very much better and cheaper than Poultry in its fresh state.

Aylmer Poultry is especially recommended for invalids, as owing to being thoroughly sterilized there is no danger of any bacterial trouble of any kind, as with Poultry not canned. **Aylmer Chicken Soup is recommended by physicians from coast to coast. Every retail grocer** in the country **should keep these high-grade products in stock,** and **should lose no opportunity to place their merits before his customers.**

Yours faithfully,

CANADIAN CANNERS,
LIMITED

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada :

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as what it would pay to grow it; and buying fruit at this price naturally we can afford to use more of it.

2. Our Jam plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

4. Having the turnover, we are able to purchase our packages at the very lowest price.

5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will also see that it will be to your advantage, and that of your customers, to place your Jam business with us.

We quote Standard Brand Jam
in 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited
MONTREAL

23 PER CENT. INCREASE

This is our record for the year just closed, all branches combined.

Our total output was over

40 Thousand 100-lb. Chests of "SALADA"

CEYLON TEA

We believe OUR INCREASE ALONE in 1906 over 1905 amounts to more tea than was sold by any other house in the Dominion during the year, in either packet or bulk.

Is not this the best of all proofs that we serve the public well?

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A Reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ **Merchants should recommend food-products that are produced in clean factories.**

A pickle that ever stands out first among the pickles and relishes of the Dominion. The famous

STERLING BRAND PICKLES

none better — none that give so complete satisfaction to the trade. Made in Canada by

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
JOSEPH CARMAN, - - -	*WINNIPEG*

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & CO." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

Now, Look Here!

Why not handle a condiment that will pay you and please everyone who buys it? Of course we mean

Paterson's Worcester Sauce

ROSE & LAFLAMME
Agents, Montreal

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious ***"O.K."*** Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 196 Ossington Ave., Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

SALMON

Our travellers have an attractive proposition for you in Canned Salmon

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A "Friendly" Profit

The profit you make in selling pure, white, dry, crystaline Windsor Salt is a "friendly" one indeed. It's like getting a note discounted at the bank—you're glad and willing enough to pay the interest for the sake of having the money in hand. That's the way the customer feels about it when buying your Windsor Salt.

It's a real "friendly" profit—no one begrudges your making it, because you deliver the goods that knows no competitor. When you sell Windsor Salt you sell quality that is above suspicion.

Windsor Salt

The Canadian Salt Co, Limited

Windsor, Ont.

VINEGAR

PURE MALT

Unequalled for pickling or table use.

Supplied under contract to the British and Indian Governments.

VINEGAR

PURE MALT

A perfect product from a perfect plant.

Gives satisfaction wherever used.

Repeats always follow.

WHITE, COTTELL & CO., - LONDON, ENG.

ITALIAN PRUNES

40/50s. 50/60s. 60/70s. in 10lb., 25lb. and 50lb. Boxes,

Arriving January 15th, 1907. ***Price Right***

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to ha id. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit
Jams

Pure Fruit
Marmalade

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada, including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

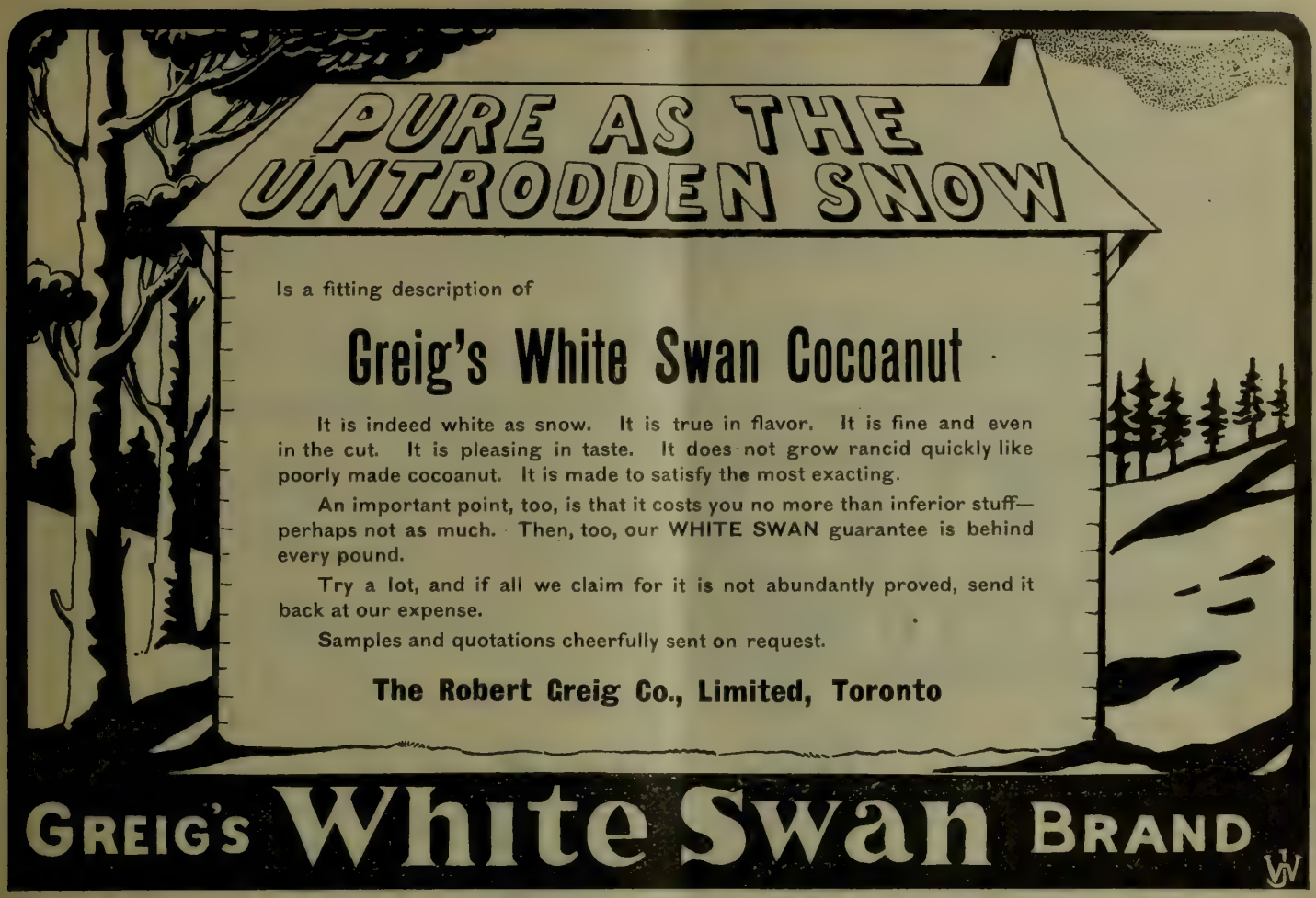
We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG


PURE AS THE UNTRODDEN SNOW
Is a fitting description of
Greig's White Swan Cocoanut
It is indeed white as snow. It is true in flavor. It is fine and even in the cut. It is pleasing in taste. It does not grow rancid quickly like poorly made cocoanut. It is made to satisfy the most exacting.
An important point, too, is that it costs you no more than inferior stuff—perhaps not as much. Then, too, our WHITE SWAN guarantee is behind every pound.
Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.
Samples and quotations cheerfully sent on request.
The Robert Greig Co., Limited, Toronto
GREIG'S White Swan BRAND

A Drink Fit for Angels

Some do not say it that way; but nearly all think so who sip the tea which thrills, but never enervates

Ceylon Teas

have built up more splendid businesses than any other tea ever grown on the face of this planet.

Some day a tropical land may be discovered that will give the inhabitants of this earth a finer than **Ceylon Tea**, but that chance is hardly conceivable. However, until that fair land is discovered, people who know good tea will insist on

Ceylon——The Tea with a draught of joy in every cup.

Can you supply the demand?

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

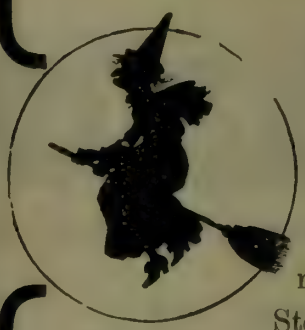
"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. PATERSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.

Royal Crown Witch-Hazel Toilet Soap

—Easy to Sell to Men



Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock it—and you get the benefit of the extensive advertising we we are doing.

The ROYAL CROWN Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

25

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Tartan BRAND

SIGN OF PURITY

OUR ANNUAL TEA SALE

BIG VALUES

GOOD TIME TO BUY. GET YOUR GOODS **NOW** AND GET THE CHOICE.

PHONE 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

GOING UP!

Shelled Almonds are advancing in price, and are now obtainable from us at a figure that may be higher any day.

Promptitude in ordering your supplies will put money in your pocket.

CURRANTS

are not plentiful and prices are inclined to be high; but we have something in this line that will interest you.

WRITE FOR OUR PRICES

C. A. Chouillou & Co.

14 PLACE ROYALE

MONTREAL

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

We have still a wide range of Fruits

to offer our friends—particularly in

Santa Clara Prunes

ranging in sizes from 40/50s to 90/100s—in 25 and 50-lb. boxes—also

Seeded Raisins

—Brands **"Shasta"** in 12-oz. and **"Plum Pudding"** in 16-oz. Goods of exceptionally fine quality.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - ST. JOHN, N.B.
H. HAZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
BICKLE & GREENING - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C. E. JARVIS & Co., - - - VANCOUVER, B.C.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Valencia Raisins, Trenor's "Blue Eagle"

Finest Selected and Four Crown Layers.

Also

Two, Three and Four Crown Californias and Seeded in Packages.

All at rock bottom prices. Write for quotations.

William Galbraith & Son, - - 68 McGill St., Montreal

WAGSTAFFE'S MARMALADE

We will have a full range of this excellent Orange Marmalade ready for shipment January 15th. Let us have your orders at once.

JAMES TURNER & CO. LIMITED
HAMILTON

"Those Who Know"

prefer the delicate aroma, delicious flavor, the certain knowledge of cleanliness and purity of preparation of

Japan Teas

to the strong, harsh and debilitating teas of other lands.—

"Those Who Know" Are Wise

ACCOUNT KEEPING

FOR THE

RETAIL GROCER

An address by Fred C. Gilbert, C.A., before the Ottawa Retail Grocers' Association.

I felt flattered when I was requested to come before you and give a talk on Business Systems Suitable for the Retail Trade, because the citizens of Ottawa recognize that the Ottawa Retail Grocers' Association is a very live and progressive organization. What I have to say to your association this evening must be purely from the standpoint of an accountant who is an outsider so far as practical acquaintance with the retail grocery business is concerned. On this account some details of my remarks may be subject to correction; but because the same general principles of book-keeping apply to all businesses, I may venture to hope that something of what is said may be of some practical value to you.

Book-keeping has been defined as "the science of recording business transactions in such a manner that a clear and correct statement of affairs is always shown."

The elaborate system of the most extensive wholesale or manufacturing concern can show no more—the system of any dealer in the Ottawa Retail Grocers' Association should, I think, be arranged to show no less.

Most retail dealers cannot afford an extended book-keeping system—it has to be as simple as possible in design and occupy as little time as possible. This end may be secured and yet a complete record be kept from which a correct statement of affairs may be shown at any time.

It is sometimes considered that the main, if not the only purpose of keeping books is to secure a record of what customers owe, and to enable the book-keeper or proprietor to render accounts.

What is owing to the wholesaler is left for him to look after,; except to, perhaps, keep unpaid accounts on one file and paid ones to another. Notes and acceptances are in like manner sometimes very loosely looked after or kept track of roughly in such a way as to ensure a knowledge of their being met when due, but not in an orderly manner. I have known many thoroughly honest dealers simply neglect their paper through lack of system and thus cause annoyance to the creditors and depreciation of their own credit.

Where wholesale accounts and bills payable are not accurately recorded, there is necessarily a lack of record of the other items that are required to make double entry book-keeping possible—the only system by which it is possible to record business transactions so that a correct statement of affairs may be obtained at any time.

Only One Rule.

Double entry book-keeping is not necessarily complicated, though it often appears so to the uninitiated. Only one rule has to be borne in mind. For every debit there must be a corresponding credit and conversely for every credit there must be a corresponding debit.

I will now proceed to deal with the various transactions that occur in a retail dealer's business and show how, in the recording of them this rule may be carried out in a manner that is at the same time simple and complete.

We naturally turn first to the transactions with customers—goods sold on credit or for cash and payments on account. Returns of goods hardly need be dealt with as they are usually simply deducted from the customer's account—we will deal with the net amount.

The system of charging goods by a duplicating process with the use of carbon paper, so that one writing marks the bill and the entry, has been one of the great boons of this busy age, and to none is the advantage greater than the grocer whose transactions are so numerous and require the least possible time spent upon them.

The old style order-book, day-book and customers pass-book may have some advantages; but to the writer's mind they are obsolete methods and should be discarded by the modern business man. The counter check-book and the loose leaf monthly account systems ensure accuracy, saving of time, satisfaction to customer and prompt rendering of accounts. This last is most necessary in a business dealing largely with the perishible necessities of life—such accounts grow quickly and require close watching, which can be done much more readily by this system than in the old way. Then prompt rendering of accounts means prompt settlement almost invariably and the sooner you get your money the sooner you can use it over again.

Suppose a Case.

Let us suppose a month's transactions closed, you have charged your customers with the goods purchased on credit and their accounts are rendered. You remove the duplicate sheets from the current binder to the day-book or transfer binder, then on a recapitulation sheet enter the totals of each account, the grand total of this sheet gives the credit sales for month, which is entered in bulk on the credit side of your merchandise account and you have a credit for every customer's debit for the period covered. The cash sales for each day are entered on the debit side of the cash book. It will pay to keep a separate column for this purpose and the totals of this is also posted to credit of merchandise account and with the total charges shows your transactions in the way of sales for the month.

The cash received on account from customers should also have a separate column in the cash book, the total of which for the month gives what has been paid in by the customers. By comparing this amount with the total charges it is seen at a glance whether your outstanding accounts are less or greater than they were a month previous. Also by this method the total amount owing by customers may be ascertained in a few minutes, if at stock-taking time, they have been inventoried. To the amount of them at that time add each month's total of charges since then and deduct the totals of amounts paid on account each month. The net result is the total outstanding. You may find it is too heavy and requires looking into to ascertain who are slow in their settlements.

DATE		ARTICLES	FOLIO	DEBIT AMOUNT	CREDIT AMOUNT	TOTAL
Dec	4	Lard 40 2 Butter 60 1 eggs 30		1 30		
	7	Bag Potatoes 1.00 Sugar 1.00		2 00		
	10	By Cash on a/c			2 00	
	12	Bread 15 Molasses 15 1½ Cheese 21		51		
		3 Soap 25 1 eggs 30 1 tea 40		95		
	15	1 Turkey 12 @ 17		2 04		
		By Eggs returned			30	
		Amount acct Rendered				16 42
				6 80	2 30	
				2 30		4 50
						20 92

Example of a Monthly Account—Minus the Heading.

you buy, and the treatment is similar but reversed. You buy as you sell, both for cash and on credit and I would therefore have two columns on the credit side of cash books, one for payments for goods bought without being charged to you and one for payments on account to creditors—the total of the former being posted to the debit side of merchandise account.

I approach the subject of treatment of invoices from wholesale houses with a little diffidence. Naturally my theory is that they should all go through a journal or invoice register and be posted to the credits of the various concerns; but I think very many consider this takes up altogether too much time of the ordinary retailer and that something simpler must be adopted. I am of the opinion that many keep invoices or accounts without any entry until they are paid, which is generally at short dates, and then simply charge them as cash purchases through the cash book. This, however, does not enable you to get your financial position at any period required, besides which some are settled by note or acceptance, and such can be more readily recorded through a ledger account.

Reserve a part of your ledger for wholesale accounts—if your business is not large enough to allow of a separate book—and post once a month direct to the ledger from the invoices the amounts of same, not necessarily allowing a line for each one, but putting date below and amount above the line, extending the totals to credit of the accounts. Post the totals of all invoices to debit of merchandise account and this amount added to the cash payments for same for the month referred to above gives cost of purchases for the month.

At Stock-taking.

At stock-taking time, inventory of goods on hand deducted from total of purchases for each month since last stock-taking and amount of last inventory shows cost of goods sold for the period and the credit side of merchandise for same period shows selling price of the same goods, and the difference is your gross gain. From this deduct your running expenses, salaries, taxes, rent, rolling stock, up-keep, fuel, light, insurance, office supplies, etc., for all of which you have kept accounts and charged them with amounts paid out or contracted and the result is your net gain.

Then in the same way that you can ascertain the amounts owing you by customers at any period, you may compute your own outstanding liabilities. Starting from a known list of same add the totals of each month's purchases on credit and deduct the payments made on same; add to this balance the amount of outstanding bills payable and your whole liabilities are revealed. The list of indebtedness, however, in this case would not only be accounts owing for merchandise, but would also include outstanding accounts of such expense items as were referred to above, which would be credited to the party from whom purchased, the same as with the purchases for goods, but charged to the various expense accounts—thus again securing the debit and credit for each amount.

Notes and Drafts.

The next item requiring attention is the matter of notes and drafts, mostly payable, but receivable ones should be dealt with in the same way, reversing the entries. Keep a bill book and add a couple of columns to it—they are seldom or never arranged with these, one column for cash discounts, if you have many settlements by note or acceptance with such, another column for ledger folio of the account settled by the bills payable or receivable. Post from bill book to ledger account. Total the amount of bills for the month and post to credit bills payable account in your ledger or of bills receivable to debit side of that account. Have a column on the credit side of cash book for bills payable and post total of same to debit of that account. The balance of this account shows the amount outstanding, which may be verified if necessary by reference to the bill book.

Reference was made to a column for cash discount in the bill book if this is used the net amounts of notes or drafts are posted to bills payable account, the total of cash discount column to credit of that account and the creditor is charged with the total in each case, thus covering his discount.

A most important book in any business is the cash book, and as will be seen from remarks above, I would advocate one with several columns on each side, having which enables the monthly posting to various accounts of the frequently recurring entries, on the debit side we have already referred to cash sales and payments on customers' accounts, another would be required for sundries and possibly one for cash discounts received if they were numerous, and one for bills receivable if the business were large and many settlements were made by note. On the credit side there would be merchandise column for cash purchases, one for payments to creditors, bills payable and possibly expense and other detailed expenditures where the business was extensive.

A Favorite Form.

A sheet that meets with much favor in large businesses is a "Synoptic" or journal cash book, exhibiting cash and other transactions for the month in a detailed and easily understood manner.

The cash book should be frequently balanced, preferably daily, for which purpose the total of each day's amounts may be carried to a total column and balanced by cross addition without interfering with the arrangement of monthly totals of columns.

The bank account calls for some attention. If this is kept in the ledger, I would suggest either posting direct from cash book daily if it is desired to secure the balance from this ledger account the credits being posted from the stub of cheque book, charging the account and crediting the bank and from the bill book charging bills payable and crediting the bank. Or a column may be provided on credit side of cash book for deposits and the total of same posted monthly and one on the debit side for cheques issued and notes or acceptances paid, this total in like manner being posted monthly and exhibiting the balance on hand in bank each month. With the latter procedure, the amount of cheque issued or acceptance paid would then be treated as cash paid out and charged on the credit side of cash book through the proper column.

My own preference is for a bank account kept altogether in the cash book, preferably on the debit side, which generally has less columns than the credit side. Three columns are required, one

DR — CASH RECEIVED — CASH PAID — CR.

DATE	ITEMS	FOL.	TOTAL	CASH SALES	PD. on A/C.	BANK DEPOSITS	BANK WITHDRAWN	BANK BALANCE	DATE	ITEMS	FOL.	TOTAL	ACCTS. PAY.	MDSE.	BILLS PAY.	SUNDRY

Upper Part of a Page of the Cash Book.

for deposits, one for withdrawals, and the third for balance. All payments, whether in cash or by cheque or acceptance, are entered on credit side of cash in regular columns, same as above, and also in the bank column for withdrawals. Deposits are entered in the column for that purpose and the difference is the balance in bank, which should agree with the bank pass book balance plus any outstanding cheques not yet presented for payment. The balancing of these bank columns should be done daily or at least frequently.

Do Without a Journal.

I do not know whether I have explained my ideas in a clear manner or not. I do not know whether I have told any of you anything you did not know already; but I have endeavored to present to you methods for complete double entry bookkeeping, without, I think, too elaborate details even for a moderate business. You will notice I have made no mention of a journal. I think it may be done without except in large businesses—yet everything is journalized; that is arranged as a debit and credit by direct posting from day book, bill book, cash book and invoices to the ledger, where results are all focussed and from which

with but little trouble in addition to an inventory of stock, a complete and accurate statement of your financial standing may be secured at any time. Not only so, but as I have endeavored to show, your sales may be watched and compared month by month, close watch may be maintained with your customers' accounts, and the totals of outstanding indebtedness, both to and by you, may be ascertained month by month. With a monthly account system written up daily, your accounts may be rendered within a day or two after the first of the month—by some firms they are put out on the last day—and you may then proceed at once to the recapitulation of sales, totalling of same and of bills payable, merchandise purchases, and have a statement of your relative sales, accounts receivable, indebtedness and other information a few days after the close of the month's business. I say a few days, but there would be nothing to hinder this being ready the first day of the month with the system properly in running order.

Must be Up-to-Date.

This is an age of strenuous life, of keen competition and of exacting detail. To succeed, men must be abreast or ahead of the times and this requirement not only extends to the buying, the selling and the advertising, but also to the office detail. You must be up-to-the-hour in this as in all other respects. Prompt and accurate in rendering of accounts, keen to take all the discounts possible and to that end know by systematic method when accounts should be paid—careful to guard your acceptances and thus safeguard your credit. There never was a time when moral risk meant so much to banks and wholesalers as today and for this reason, keep accurate record of your acceptances; in a word, have the latest methods and appliances in your office as you do in your shop, and it is very easy prophecy to say that you will be a long way from the bottom of the ladder before many years pass.

WILL HANG ALL THE TRAVELLERS.

The opportunity afforded by the retirement of R. T. Steele from Lucas, Steele & Bristol, Hamilton, was improved by the travellers of the firm last week to evidence their appreciation of Mr. Steele, and their hearty goodwill towards him. It took the form of a group photograph of themselves handsomely framed. Mr. Steele has always been very popular with and a good friend of the travellers.

QUIT THE ROAD.

A. H. Milner, until recently a traveller with H. P. Eckardt & Company, representing that firm in the Niagara Peninsula, has quit the road with the intention of entering another line of business. He has not yet quite decided where he will locate. Mr. Milner is a young man with a bright future. Of very likeable quality and tireless energy, he was meeting with splendid success, and though on the road but a short time, had made a host of friends among both travellers and merchants.

BUSINESS MEN IN MUNICIPAL LIFE

No. 8

One of the most active members of the Montreal City Council is Joseph Ward, of Joseph Ward & Company. Mr. Ward, who was elected by acclamation at the last elections in February of this year, has made his presence felt on the council. He represents St. Andrew's ward, where are residences of some of the most prominent business and professional men of the city. A member of the fire, health and market committees, he necessarily spends much of his time working in the interests of the citizens of his adopted city. He is endeavoring to secure for the city, and particularly for the business district, better protection against fire, and, needless to say, he has the support of all business men.

Ald. Jos. Ward, Montreal.

Born in the little village of Richelieu, Que. in 1854, Mr. Ward received his early education at Chambly, later taking a course at the Montreal Business College. In 1870. at the age of sixteen, he obtained employment with David Robertson & Company, general produce, grain and seed men, with whom he remained for nine years. Thence he worked for a time with A. T. McBean, and in 1879 started business himself, under the firm name of Joseph Ward & Company, carrying a line of staple, groceries and general produce. He was for some years a partner in the seed firm of Wm. Evans until that company's affairs were wound up owing to the death of Mr. Evans. He is at present interested in four other large commerical enterprises, the Canadian Dairy Supply Company, the De Laval Manufacturing Company, the Canadian Manufacturing Company, and the Canadian Dairy Utensil Company.

Mr. Ward is favorably known in grocery circles and carries a line of groceries upon which reliance can be placed. He has always been interested in the cold storage business, being one of the pioneers in introducing modern methods into Montreal.

GAY AND FESTIVE TRAVELERS.

London Club's Great Success in Conducting a Social Event.

The elaborate preparations made by the Commercial Travellers' Club of London, for the ball on the 11th inst., gave some indication that the event would be the most successful in the history of the club. Every season this affair is looked upon as one of the greatest events in the city's social life, and this season was no exception. The subscription list was closed more than a week in advance, when an attendance of about 500 was assured. By a specially constructed passage way from the second story of the City Hall to the second story of the Masonic Temple, the two buildings were as one, practically, for the occasion. The decorations of the City Hall gave the suggestion of a big marquee and the same idea was carried out in the decoration of the banqueting hall in the Masonic Temple. Red and black—the club colors—were generously used in the decorating. The officers of the Club are: Hon. C. S. Hyman, Hon.-Pres.; H. E. Buttrey and Donald Ferguson, Hon. Vice-Pres.; C. W. McGuire, President; J. A. Townsend and George Detlor, Vice-Presidents; J. J. Harkness, A. H. Brener, L. C. Johnston, H. W. Lind, A. H. Moran, J. M. Ferguson, T. W. Edwards and F. S. Fisher, members of the Executive Committee. The gentlemen who had in charge the arrangements for the ball were: F. S. Fisher, Honorary Chairman; H. W. Lind, Honorary Secretary; S. F. Glass, convenor, Accommodation and Halls Committee; J. M. Ferguson, convenor, Reception Committee; J. A. Carling, convenor, Refreshment Committee: H. C. McBride, convener, Printing Committee; J. A. Townsend, convener, Finance Committee; A. Tillmann, convenor Decoration Committee, and J. J. Harkness, convener Music Committee. To these be the credit.

WHOLESALE GROCERS' ELECTIONS.

At a recent meeting of the Montreal Wholesale Grocers' Association officers were elected for the ensuing year as follows: President, Alex. Orsali, of Hudon & Orsali; Vice-President, Jos. Ethier, manager for Laporte, Martin & Cie,, Ltd.; Treasurer, A. L. Lockerby, of Lockerby Bros.; Directors, L. O. Demers, of Demers, Fletcher & Co., and S. J. Carter, of S. J. Carter & Co.; Secretary, J. Stanley Cook.

EFFECTIVE WINDOW DISPLAY

What Some Manufacturers Are Doing—A Hint for the Retailer—A Capital Window—A Fine Example of What a Grocery Front Should be.

It is worth the grocer's while to consider what some of the big manufacturers are doing in window dressing. Several of them are arranging an advertising campaign of window dressing. Holbrook's have a man out, an expert window-dresser. They give a week's demonstration in a store and at the same time put the expert to work on the window. Armour & Co. have an expert window dresser out. Another meat extract company has been giving prizes for the best window dressing in their goods. The tea companies are always giving strict attention to that feature. Why do they do it? They find it pays. They find that a well-dressed window will run up, often double, the sales of the article displayed. This is a pointer to the grocer. The value of window dressing as a business getter has not nearly been tried out in this country. The people at the head of the procession though are doing it and find it worth while.

An Ornament to the National Capital.

GOODALL BROS., OTTAWA.

The cut of Goodall Bros.', Ottawa, grocery shown above gives a fair representation of one of the most complete, best finished and equipped establishments, not only in Ottawa, noted as it is for its numerous handsome grocery stores, but also in Canada. Goodall Bros., in building their present store a few doors west of their former stand, laid their plans most carefully and studied all the most up-to-date and time and labor saving methods of the day. Not only was the important question of light studied, but ventilation and room carefully considered. The result is that every description of goods is properly shown, systematically arranged and easily handled. The front is striking, with its two large plate glass windows and wide doorway, and admits of good opportunities for window displays. In the photo above one of the windows is tastefully dressed with Gillett's goods, and the other with Goodwillie's preserved fruits, the arrangement of the Gillett window being particularly striking and effective.

Goodall Bros. in fitting up the store had especially built for them a large refrigerator about 12 feet square and 10 feet high, the most perfect of its kind. This refrigerator has proved to Goodall Bros. that the ventilation is so perfect that the finest butter and other susceptible food products will remain free from taint and absolutely sweet and fresh. It is a model in its way and its installation shows that Goodall Bros. are close students of their customers' wants and interests. At the rear of the store proper is the packing and store room, also well lighted and arranged. The shipping and receiving is all done from the rear, where a large yard permits of a dozen wagons being easily handled. The entrance to the yard is through an archway at the right side of the store proper.

The equipment and furnishings of the store proper are in quartered oak, and the shelving so arranged that the various kinds of goods are displayed by classes, extracts, jams, jellies and preserved fruits, pickles, sauces and condiments, cereals and breakfast foods, etc. The most modern scales, cheese-cutting and weighing machines and cash registers, etc. The lighting is by electricity and at night the store is a bright and inviting looking place.

Goodall Bros. are practical grocers of long years' experience, closely attentive to business and watchful to their customers' interests. No detail is missed which, in their opinion, will be appreciated by their trade, and it is due to this careful study of their business that success has attended them and they have to-day one of the most satisfactory grocery businesses in Ottawa.

SCRIPTURAL WINDOW.

"How to Build a Noah's Ark," is the title of a recipe for window dress-

ing given by F. B. Mallory in The Grocery World. Here it is:

Apply to some taxidermist, and see if by paying him a trifling amount he will not be willing to loan you a stuffed dove for use in this window exhibit. In case you cannot secure one, then try and construct one out of white tissue paper, (the crinkled paper), and two white wings, which you can probably purchase at some millinery establishment, where you can also secure a spray of leaves that will answer for an olive branch to place in the dove's mouth. The dove should be suspended in the air with outstretched wings as if flying toward the ark, for which use an invisible wire hung from the ceiling at one side of the window. The dove should be carrying an olive branch in its month and should have the appearance of bringing it to the ark. The ark is easy to construct out of cereal boxes by piling the boxes up the size you want to build the ark and leaving out a box every now and then when you come to the top layer for windows or air spaces. If you would have the ark technically correct, surround this with a projecting base of boxes laid flat around the ark.

Surround the ark with bottles of olive oil laid flat on the flooring of the window as close together as possible. The bottles should all be laid on their sides, with the label side turned under, with the exception of the border row next to the window, where every bottle should be turned label side up, so that people will catch onto the comparison between the "dove bringing the olive branch back to the ark," and the sea of olive oil bottles upon which the ark is represented as floating. The top of the ark should have a slightly peaked roof, which should project a trifle over the sides. This roof can be made from large sheets of pasteboard. If desired, a rainbow may be constructed out of different-colored tissue paper tinted with water colors.

WINDOWS THEY CAN'T RESIST.

A writer, discussing why Americans spend so much abroad, says:

"There is another reason, too, why Americans spend so much in Paris. How many times have we heard a fair traveller from across the seas exclaim: 'I didn't mean to buy a thing in Paris, but the shop windows were so tempting I could not resist!'

"In Paris there is nothing haphazard about the disposition of goods in the etalage of the humblest store. Haberdashers like Charvet pay an immense salary to the window decorator, who produces veritable works of art in his harmonious combinations of scarfs, handkerchiefs and hosiery. The large plate glass reflects each day a new series, varying in hue from the boldness of the modern impressionist to the soft, aesthetic tints of the Renaissance painters. Even such dull and practical supplies as dog biscuits and garden seeds are made to produce their effect in the windows of the shops where they are sold.

ENFORCING ONE IDEA.

A pyramid of oranges, topped by an open barrel of grapes, made an effective window display for the holiday season at one of John A. Diprose's two Dundas Street stores, London. Mr. Diprose frequently uses the "one idea" display with excellent teste, and his windows are always attractive.

THE REASON WHY.

The reason why one window becomes covered with frost, and another does not says the question-and-answer man in the Mail and Empire, is on account of the amount of moisture in the room. If the windows are washed with a solution of water and ammonia they will not become crusted with ice.

UNION JACK SOLD.

Bishop Bros., Niagara-on-the-Lake, have just received their registration papers from Ottawa for "The Union Jack Brand" of canned goods, covering the manufacture, packing, and sale of canned fruits, vegetables, jams, jellies, preserves, and catsup. The design is a Union Jack surrounded by a wreath of autumn maple leaves, and makes a very pretty design. They put up their first pack last year, and had such encouragement

Harry Ranahan's—One of London's Attractive Stores.

The impression that the goods handled by Harry Ranahan are of the highest quality is effectively created and sustained by his newspaper advertising, his window displays and his store interior. His is one of the handsomest stores in London. There is a decided freshness, novelty and "style" about the specialties he carries, and strikingly good taste shown in their arrangement. He features several lines of imported table delicacies, but lately has given special prominence to Crescen brand goods. Mr. Ranahan is a genial, energetic, young man, and has accomplished much during the few years he has been in business.

SEED SELECTION.

Many merchants are interested in agriculture. Upon application to the Seed Commissioner, Department of Agriculture, Ottawa, they can secure the third annual report of the Canadian Seed Growers' Association. Part III. contains addresses of experts in the following subjects:—"Wheat Growing in the Canadian West," "The Relations Between Soil Conditions and Crop Improvement," "Quality in Wheat," "Soft Wheat Problems," "The Action of Certain Smut Preventives on the Vitality of Wheat," "Some Effects in Varieties of Cereal Crops Arising from Different Conditions of Growth," "The Improvement of the Potato," "Some Results in Horticulture From the Selection of Seeds," "Methods of Storing Seed Corn," "How Best to Encourage the Dissemination of High-class seeds."

A traveler told The Grocer that C. M. McCallum, Brampton, had one of the best dressed windows this Christmas, he had seen anywhere. The window was dressed by Mr. McCallum's head clerk, A. Pearen.

Arthur Laframboise, Montreal, was in Sherbrooke last week.

PROSPERITY AT FLOOD TIDE

A year ago it was thought that the zenith of prosperity had been reached, but it has not taken twelve months to prove that this latter view was incorrect, says Bradstreets of Dec. 29, in a review of Canadian trade conditions. This year, with a steady growth in population and an increasing trade and commerce in all directions at home and abroad, a still greater share of prosperity has fallen to the lot of all classes of this country's inhabitants.

The farmers of Canada have had a splendid year, the country's mines have produced metals and coal as never before, and the output of products of the forest and of the sea compares favorably with that of the previous years. The production of wheat and other grains has been the heaviest in the history of the country. The wheat crop will show an increase of about 10 per cent., for the larger part of which western Canada is responsible. Last year's western wheat crop was in the neighborhood of 85,000,000 bushels, while this year it will run something over 90,000,000 bushels.

One of the most satisfactory features of Canadian trade is that of foreign business. Owing to the fact that government reports are not issued until four or five months after the date reported on, it is impossible to obtain figures covering the latter part of the year, but the report for the fiscal year, which extended half way into 1906, gives a very good indication as to how trade moved, particularly as it is well known that trade in the latter part of this year showed no signs of falling off. The total for the fiscal year was by far the heaviest in the country's history, amounting to $546,929,038, being an increase of $80,616,612 over that of the previous year. It was in export trade that the increase was greatest. The value of the year's exports showed an increase of $44,184,741, the greatest in the history of the country, while the imports increased by $31,646,686. Agricultural exports increased by almost 50 per cent. and those of manufactures by about 20 per cent. To Great Britain, Canada exported 53.96 per cent. of her total exports, against 50.61 last year, and to the United States, 35.68 per cent., against 37.51.

The Golden West.

Canada's present prosperity is largely due to the rapid growth of the western country, the enrichment of western farmers by the high prices for a greater volume of product, and the rapid filling of the country by immigration. Its population has been increased during the past year by well over 100,000 immigrants from Great Britain, the United States and the continent of Europe. The major portion of these have taken up land in the west, and others in the new portions of eastern Canada, but it is in the west that this immigration has most affected the country's advance. The British and American immigration has set a very high average of quality for that of the whole year. The western cattle trade had an exceedingly good year; the cattle were well finished, and shipments were nearly 50 per cent. greater than those of last year. Prices, too, were fairly good. The grain movement was slow owing to the inability of the railroads to properly handle it. At country points, however, it was marketed early, and this had a very good effect upon collections throughout the country, which averaged better this year than they have done for some time. The growth of the manufacturing interests of the west is year by year becoming more pronounced. Winnipeg, among the newer cities, is fast becoming a manufacturing centre, having made considerable progress in this regard during the past year; it is also showing steady growth as a jobbing centre.

Pacific Coast Revival.

The revival in the lumbering and mining industries along the Pacific coast made the year the most remarkable in the history of that part of the country. The lumber mills, particularly, have been unable to keep up with demands even at the high prices ruling, and similar conditions prevail at the mines. The shortage in labor on the coast has been a serious problem. Its cost has advanced greatly, and inferior Asiatic labor has had to be resorted to. The growing of fruit is rapidly becoming an important industry, and a good European trade is hoped for in this connection. The shipping trade has shown a good growth as a result of rapidly increasing trade with the Orient. The crops of Alberta naturally find their outlet on the Pacific Ocean, and flour and grain markets are rapidly being opened in Japan and parts of Africa. Wholesale and retail trade has been good throughout the year and money has been plentiful.

Conditions in Ontario.

Generally speaking, conditions in Ontario and the other older parts of the country have been but little different from those prevailing farther west. Crops generally were good. Fall wheat and most other grains, with the exception of spring wheat, showed an increased total yield. Prices have been good ever since the harvest, and the grain has come forward fairly well. But it was in other lines that farmers were most successful. The dairy season has been an extraordinary one in more than one respect. While the make of cheese was not so heavy as in previous seasons, the high prices prevailing eclipsed anything in the record of the industry. The result was a heavy make of cheese and a light make of butter, in which also prices were high. While cattle prices were not generally good, those for hogs were exceedingly high, and not nearly enough were obtainable. The packing industry suffered on this account. General wholesale trade has had one of the most successful years. The turnover in most lines has been the heaviest on record. The great activity in railroad and general building in all parts of the country has resulted in a scarcity of manufactured steel and iron. Manufacturers have suffered severely in the shortage of labor, and serious delays in making deliveries have occurred.

Canadian banks have had a good year, as shown by annual statements now being published. The one failure, that of the Ontario Bank, was the result of bad management and not of general conditions.

Railway Development.

The scarcity of labor has had some effect upon the work of railway extension. The new Grand Trunk Pacific line is being pushed with all possible speed, and all available men have been working on different parts of it throughout the season. The Canadian Northern, which will be Canada's third transcontinental line, is rapidly being pushed through the west. The same company has completed its line from Toronto north to Sudbury. The Ontario government railway running up into New Ontario has also advanced further during the year. It is rapidly making, tributary to Toronto and other Ontario business centres, a vast area of lands fabulously rich in products of mines and forests. It is along this line the silver mines of Cobalt lie. Where a year ago there was along this line only an occasional lumber or prospecting camp, there are towns and settlements, the existence of which signifies much to older Canada. What the opening of this new country will mean may be gathered from the fact that shipments of ore already run to about $1,000,000 a month. This railroad is also opening up a vast agricultural country well fitted for settlement.

During the past year a good number of settlers have gone into the country, but here is a land extending up to James Bay which will need filling long after western Canada has ceased to be the Mecca of immigrants. It is reasonable to expect its development will do for the industries of eastern and central Canada just what the western expansion is now doing for the country as a whole.

FREIGHT RATES TOO HIGH.

The stove manufacturers of Canada are not satisfied with the new classification made respecting stoves in the recently revised freight rates submitted by the Canadian Freight Agents' Association. The matter will be again discussed by the Freight Association, which is committed to much lower tariffs than formerly.

Don't worry over trifles. If you must worry, pick out something worth while, then get busy.

GRAIN TRADE OF THE ORIENT

Vancouver Wants a Big Government Elevator—Japan Imports Six Million Dollars Worth of Flour—Review of the Pacific Province Markets.

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., Jan. 5, 1907.

Fully as much as Alberta wheat-growers look to the establishment of a grain traffic west to the Pacific coast, are Vancouver business men looking to the coming west of the vast and increasing wheat product of the western portion of the prairie provinces. From time to time efforts have been made, and are still being made, to induce shipments of wheat on a large scale from the Province of Alberta. There has been the beginning made, in the erection of one elevator in Vancouver, that of the Hall Elevator Co., and this same firm intends erecting a mill here. The opinions of visitors who have looked with impartial eye on conditions as they exist, both in Alberta and on this coast, coincide that the western portion of Canada's great wheat fields must find an outlet to the seaboard here. Two recent visitors, John R. Boyle, of Edmonton, chairman of the Dominion Grain Commission, and Geo. E. Goldie, a prominent manufacturer of Ayr, Ont., also a member of the Grain Commission, have both, since making personal observations, expressed themselves very strongly in respect to the future movement of grain. Mr. Boyle thinks that a large terminal storage elevator must be built at Vancouver, on the scale of the big elevators at Fort William, Port Arthur, and Montreal. This, it is suggested, will be recommended to the Dominion and Alberta Governments, with the proviso that the C.P.R. make the grain rate from Alberta via Vancouver the same as via Montreal. Mr. Boyle thinks that China and Japan are very evidently going into the milling business, which will compel shipments of wheat direct. The importance of Vancouver's all-the-year-round port is also commented on by the commissioners, as well as the preparedness of the coast cities to handle ocean-going traffic.

Yesterday, to bring the matter up-to-date, the Board of Trade of Vancouver city held a conference with R. G. Macpherson, M.P., prior to his return to Ottawa, and among other questions discussed, that of the grain export trade took leading place. President R. P. McLennan pointed out the recent visit of the grain commissioners, and their opinions as to the benefit and necessity of a terminal elevator for development of export of wheat to the Orient. They had been given to understand that the C.P.R. was willing to consider the matter of freight rates if an elevator was built. The demand was for such an elevator as the Dominion Government had built at Montreal.

Mr. Hall, of the Hall Elevator Co., thought an elevator of at least a quarter of a million bushels capacity was needed, the cost being anywhere from $125,000 to $150,000. R. Martin pointed out that the trouble lumber mills now had to secure empty cars was largely, so the railway people alleged, because empties had to be hauled west for the lumber. If the grain were brought west that trouble would be relieved. Mr. Macpherson expressed his willingness to go carefully into the question and if it were thought best to have a Government institution in preference to elevators built under open competitive trade, he would certainly support the proposal.

* * *

S. Tamura, a pioneer Japanese merchant of Vancouver, who has been very active in building up an export flour trade from Canada to Japan, recently said that he hoped Canada would eventually take all or a great portion of the big flour trade of his country. At present Japan imports six million dollars' worth of flour annually from the United States, and this increases yearly. He considers himself the pioneer in the shipping of Canadian flour to Japan. In spite of the fact that Canadian flour is dearer, owing to its superiority and strength, and despite the fact that the Japanese bakers are accustomed to the soft wheat flour from the States, trade with Canada is growing.

The C.P.R. has just arranged for two large shipments of wheat from Alberta to the Orient. One consignment of 500 tons has been ordered by Hong Kong merchants through the Hall Elevator Co., of Vancouver. This will be Alberta winter wheat and will mainly come from the Claresholm district south of Calgary, a district which not so long ago was thought only fit for cattle ranging, and which is now a large wheat producer. The other shipment will be two sample cars for Kobe, Japan. One will be Alberta red winter wheat and the other Alberta white winter wheat. This was secured by the Calgary Milling Co.

* * *

The jobbing trade reports business, for after-season times, very good indeed. The principal feature of the market is the decline in the price of sugar, new quotations now being on a basis ¾c. lower, beginning at $5.30 for granulated to $4.35 for dark yellow. The movement in Japan rice has not been nearly so active since the removal of the duty as anticipated, seeing that the provincial fruit pests inspector, under a generously interpreted fruit inspection act, seized and condemned to be exported a large consignment of rice, alleging the existence of weevil. The trade in Jap rice has been very large for some years, Vancouver and Victoria importers controlling practically all that is used in Canada, and employing a large number of hands, also operating two or three rice-cleaning mills here and at Victoria. The action has been much resented, and trade much hampered by the condemnation. At present Japan rice is quoted here at $78 per ton.

* * *

In canned goods prices are high and very much inclined to go up further. Tomatoes quote now at $1.50 for 3's and $1.15 for 2's; corn $1.15; beans $1.10; peas $1.05 and $1.10.

California dried fruits are very high in price though no increases have been made recently.

* * *

In cured meats the prices are unchanged at 17 to 20c. for bacon, 17½ to 19¾c. for hams, 14½c. for long, clear, dry salt. Lard is high, quoting at 13½c. and 14c.

* * *

The Jap orange season is over. The last consignment of about 5,000 boxes reached Victoria by the Nippon Yusen Kaisha line on the last day of the old year. The quantity imported has been very much less this year than for some seasons, and the importations have closed earlier than usual. Price is now 60 and 65c.

California importations are of course entirely navels. They are choice, some extra fine Rose brand from Redlands, Cal., being among the last cars brought in. They quote at $3.75. The lemon trade has been very active all winter, fully equalling summer trade. Price is now $5.50. In both lemons and oranges the new crop seems to run to larger sizes than last year's.

In apples a car of Coldstreams, including Spies, Baldwins and Russets, was received rather unexpectedly. Washington importations are chiefly Missouri pippin, Spitzenberg and New York Winesap. The Coldstreams are selling at $1.50 and the Washington from $1.50 to $2.00.

Malaga grapes are in the market at $7.50 per barrel. Cape Cod cranberries at $13.50 per barrel. Bananas still arrive, a car being received to-day. The price is 5½c. per lb.

Italian chestnuts, directly imported, are selling at 20c. per lb. to the trade. Pines, last received by S. S. Aoran, from Honolulu, are all cleaned up at $4.50 per doz.

New California vegetables are arriving freely. Cabbage is 2½ to 3 cents per lb.; cauliflower, $1.50 per doz.; brussels sprouts, 12 cents per lb. New peas and beans are arriving, the average price being 20 cents per lb. Radishes are also coming in from California, bringing 50 cents per dozen bunches. Celery is partly local stock yet, some imported from California. Price is 75 cents to $1.25 per dozen. Some California ripe tomatoes have been on the market at $3.50 per 20-pound box. Lettuce, Victoria and Burnaby grown, is $1.50 and $1.75 per crate. Okanagan onions are the chief supply of that article at 2½ cents.

Potatoes have been very plentiful all season, though the supply of Ashcrofts is not so large as other varieties. Locals are now worth $12 to $14 per ton. Agassiz potatoes are $18, and Ashcrofts, $24 per ton.

* * *

Butter is firm in price, and Alberta creamery stock is 2 cents higher, being held firm at 29 and 30 cents. Local creamery brings 35 cents; local fresh dairy, 30 to 35 cents. Fresh eggs are cheaper, being down to 40 and 45 cents per dozen. The market price of turkeys and geese went down for New Year, as considerable stocks are held over in cold storage. Turkeys brought 19 cents and geese 17 cents, average. Dressed chickens, fresh, were 20 cents per pound at last New Westminster market. Other fowl brought $7 and $8 per dozen, while chickens brought $5 to $7. Few ducks offered, at $10 and $12 per dozen.

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GIVE CANADIAN PEAS A SHOW.

The view is held in the canning industry that the canned goods inspection measure Hon. Mr. Fisher, Minister of Agriculture, is going to lay before Parliament proposes to prohibit the use of coloring matter in peas while raising no question in regard to the importation of chemically colored peas from France. The Government Blue Books do not show the volume of the importations of French peas; but it is considerable. Those peas not only come into competition with the highest class of the canning product in Canada, but they hinder the growth of Canada's export trade in this commodity. Mr. Fisher would do well to straighten out this seemingly undesirable feature of a very useful measure.

A LENTEN THOUGHT.

Lent begins next month. There are many grocers who might, but don't push Lenten specialties. This is the time to start thinking about it so as to be ready when the time comes. By a careful selection of goods and the judicious use of window dressing and local advertising a good many grocers might turn a quiet spell to profitable account.

THE BUSINESS SITUATION

By

B. E. Walker, President Canadian Bank of Commerce.

While we are enjoying an extraordinary prosperity, there are signs about us of a strain which must bring trouble if they are disregarded. We are a borrowing country, and we cannot be reminded of this too often. As we fix capital in new structures, public or private, railways, buildings, etc., some one must find the capital in excess of what we can ourselves provide out of the saleable products of our labor. The number of countries willing to buy our securities has been steadily increasing, but we must not be blind, as we sometimes seem to be, to the fact that our power to build depends largely on whether these countries have surplus capital to invest. By means of the cable the trading nations of the world have been brought very near together, and while nations of the world have been averted, and the adjustment of capital to the world's needs has been greatly improved, still for the same reason world-wide trouble in the money markets sometimes arises with a suddenness which is alarming to those at least who are not watching for the signs. We are passing through such a period just now, happily without a general breakdown, but unless we mend our ways we are not likely to escape a similar or still worse condition next autumn which may wreck our fair prosperity. Europe is bearing the enormous cost of two great wars, both in the loss of capital actually destroyed and also in the loss to individuals from the decline in the values of the national securities of the countries interested in the wars. And since these wars, losses on an unexampled scale have occurred by earthquakes and fire. The volume of trade and the unusual amount of building in many countries have at the same time vastly increased the amount of capital required. This has been accompanied by a steady rise in prices throughout the world, and by a most pronounced and widespread advance in the scale of personal expenditure. It is true that it has also been accompanied by the greatest production of gold and of other commodities, but the effect of the various influences has naturally been to put upon the money markets a strain which has only just failed to cause a general breakdown of credit. To make the outlook still more serious, the United States, and other less important countries, including Canada, contemplate expenditures on a very large scale for railway and other building. This, then, is a time for every prudent man to survey carefully his financial position. If he has debts he should consider how he will pay them if he should have to face world-wide stringency in money. Has he assets which the world needs for daily use, or assets which will sell only when the sun is shining? If he is happily in easy conditions as to debt, he will, if he is wise, consider every circumstance arising in his business which tends towards debt instead of towards liquidation. As for those who are plunging in real estate at inflated prices and in mining stocks, nothing, we presume, but the inevitable collapse which follows these seasons of mania will do any good.

SHORTAGE OF CARS.

Grain dealers in Montreal are suffering more than others on account of the present blockade on the railways. Many have had cars of grain held by the railway companies for over a month. Meetings have been held by those interested, and the matter has been pretty well threshed out. It was not until Monday, however, that anything official was done. Then a meeting of the Corn Exchange was called and a plan of action was decided upon. What the grain men want is reciprocal demurrage. The railway companies charge them demurrage on cars which they delay in unloading; the grain dealers believe that they should be allowed demurrage when cars which have arrived in Montreal are held, often entailing financial loss to the dealers. E. A. Schmidt moved a resolution that the whole matter be placed before the Railway Commission and this was seconded by Mr. C. R. Taylor and eventually carried, a vote being taken.

AMERICAN EGGS ON THE TARIFF WALL.

American eggs are now threatening the Toronto market. Quotations are yet about two cents too high to make importation safe. The duty is three cents a dozen. The American duty is five cents, so that it is very rarely, if ever, that the Canadian hen can return the compliment.

Forty-seven New Ontario municipalities have adopted local option. There should be something doing in the tea business.

Castile soap continues to advance, according to reports, being now 40 per cent. higher than at lowest point.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Declined 10 cents.

Canned Goods—Advanced.

Evaporated Apples——Firm.

Fish——Revised.

Teas—Interesting.

Peels—Advanced.

Beans—Higher.

Montreal, January 10, 1907.

It is still a little early to know just what kind of business is being done after the holiday season, but from reports which have come to hand, it would seem that travelers now on the road are securing good orders for general grocery lines. Stocks of retailers appear to have been pretty well depleted during the holidays, and they are now renewing them. Sugar has been lowered ten cents all along the line since last report. Canned goods have been advanced by the canners. Although prices are quoted in many lines, at an advance, it is impossible to obtain goods, no matter what figures are paid. Strawberries and tomatoes serve as instances. Neither of these lines are obtainable, the market being absolutely bare. Several lots of teas have been exported to London recently, something unusual. Evaporated apples continue to climb upward in price. Beans are higher and very firm. Quiet rules in dried fruits. Coffee is rather firmer, while peels have been advanced.

Collections are reported as being quite satisfactory.

CANNED GOODS. — The canners have advanced the prices on all lines of canned goods, and the jobbing trade were notified to this effect during the week. Many of the new prices, which are quoted hereunder, are purely nominal, as it is impossible to obtain supplies at any figure. The situation in tomatoes is very firm.

Corn is in good supply. Stocks of peas are none too heavy, and anybody holding a supply has good value for the money temporarily tied up.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 27½	2 25
2's, red, not pitted	1 77½	1 75
2's, black, pitted	2 27½	2 25
2's, black, not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 82½	1 80
Red, preserved	2 02½	2 00
Black, heavy syrup	1 92½	1 90
Black, preserved	2 15	2 12½
Gooseberries—		
Heavy syrup	....	....
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	1 80	1 77½
Gallons, standard	....	5 50
Apples—		
3's	1 07½	1 05
Preserved	1 32½	1 30
Gallons	2 92½	2 90
Preserved	3 62½	3 60
Peaches—		
Yellow, flats, 1½	1 72½	1 70
" " 2	1 92½	1 90
" " 2½	2 65	2 62½
" " 3	2 90	2 87½
whole 3	2 42½	2 40
White, 2	1 77½	1 75
" 2½	2 55	2 52½
" 3	2 75	2 72½
Pie, 3	1 32½	1 30
Pie, not peeled, gal.	3 72½	3 70
Pie, peeled	4 67½	4 65
Pears—		
Flemish beauty 2	1 67½	1 65
" 2½	2 02½	2 00
" " 3	2 17½	2 15
Bartlett 2	1 82½	1 80
" 2½	2 22½	2 20
" 3	2 37½	2 35
Pie, 3	1 32½	1 30
Pie, not peeled, gal.	3 42½	3 40
" gal.	4 02½	4 00
Pineapples—		
2's, sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
Plums—		
2's, Damson, light syrup	1 20	1 17½
3's " "	1 72½	1 70
2's " heavy syrup	1 35	1 32½
2½'s " "	1 67½	1 65
3's " "	1 97½	1 95
Gals. " " standard	3 37½	3 35
2's " Lombard, light syrup	1 25	1 22½
3's " " "	1 75	1 72½
2's " heavy syrup	1 40	1 37½
2½'s " " "	1 72½	1 70
3's " " "	1 97½	1 95
Gals. " " standard	3 57½	3 55
2's " Green Gage, light syrup	1 30	1 27½
2's " " heavy syrup	1 45	1 42½
2½'s " " "	1 72½	1 70
3's " " "	2 00	1 97½
Gals. " " standard	3 87½	3 85
2's " Egg, heavy syrup	1 72½	1 70
2½'s " " "	2 00	1 97½
3's " " "	2 32½	2 30
Raspberries—		
Red, light syrup	1 55	1 52½
Red, heavy syrup	1 77½	1 75
Red, gallons, standard	....	5 65
" " solid pack	....	8 65
Black, heavy syrup	1 77½	1 75
Black, preserved	1 92½	1 90
Black, gallons, standard	....	5 40
" " solid packed	....	8 40
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gallons, standard	6 42½	6 40

VEGETABLES

Asparagus—		
2's, tips	2 80	2 77½
Beets, sugar	....	1 02½
Beans—		
2's, wax	$0 87½	$0 85
2's, refugee	0 87½	0 85
Corn—		
2-lb. tins, per doz.	0 95	0 92½
Gallon, per doz	....	4 65
Peas—		
2's, standard (No. 4)	0 87½	0 85
2's, early June (No. 3)	0 97½	0 95
2's, sweet wrinked (No. 2)	1 02½	1 00
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	0 95	0 92½
Rhubarb—		
2's preserved	1 20	1 17½
3's, preserved	1 97½	1 95
Gallons, standard	2 77½	2 75
Spinach—		
2's, table	1 45	1 42½
3's, table	1 87½	1 85
Gallons, table	5 17½	5 15
Squash—		
3-lb.	1 20	1 17½
Tomatoes—		
3-lb. tins, per doz.	1 20	1 17½
Gallon tins, per doz	3 62½	3 60

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz.	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz.	....	1 75
½-lb. " "	....	1 15
Pink salmon, various brands, per doz.	....	1 00
Cohoes, " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR.—Sugar is ten cents lower this week. Prices at present are about a cent and a quarter below what they were at this time last year. Fair sales are reported.

Granulated, bbls	....	24 20
" ½-bbls	....	4 35
" bags	....	4 15
Paris lump, barrels	....	4 85
" " half-barrels	....	4 85
" " boxes, 100 lbs	....	4 75
" " boxes, 50 lbs	....	4 85
Extra ground, bbls	....	4 60
" " 50-lb. boxes	....	4 70
" " 25-lb. boxes	....	4 80
Powdered, bbls.	....	4 40
" 50-lb. boxes	....	4 60
Phoenix	....	4 20
Bright coffee	....	4 00
" yellow	....	4 05
No. 3 yellow	....	4 05
No. 2 "	....	3 90
No. 1 " bbls	....	3 80
No. 1 " bags	....	3 75

TEAS.—Black teas and Ceylon greens are again higher in price. Good inquiry is reported for all kinds of Ceylon and Indian blacks and greens. More inquiry is reported for Japans also. Ceylon Pekoes and Orange Pekoes have been in demand in London lately, at very high prices, and quite a lot of Pekoes have been shipped from Montreal to London in the past two weeks. This is a very unusual occurrence. The London market is 4½ to 5d higher than the Canadian, and, sellers are consequently attracted to it.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32
" in half-barrels	....	0 33
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 02
" ½-bbls	....	0 03
" ¼-bbls	....	0 03
" 38½ lb pails	....	1 40
" 25 lb pails	....	1 00
Cases, 2 lb tins, 2 doz per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25

SYRUPS AND MOLASSES. — Demand for syrups is brisk at the moment, and good sales are being made. Molasses is quiet rather than otherwise. There is the usual consumptive demand.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE. — Some selling is being done by jobbers, now that the holidays are over, and stocks are depleted. A stiffer feeling is noticeable in the market. The big New York financial houses have endorsed the action of the Brazilian Government, and the Valorization scheme. This is said to be the cause of the firmness.

Jamaica	0 10½	0 1
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS.—Trade on the whole is quiet, although there is some movement in certain lines. In currants the market is bare. The New York market has been advanced 1-4c. for bulk, and 3-8c. for packages, There

is no change in the raisin situation. Spot stocks are very small. Prices are unchanged. Several cars of raisins, which have been delayed for several weeks, are expected daily. Prunes are without change. Tarragona almonds are up 1c. The market for shelled walnuts, according to advices from primary markets, has been advanced 25 francs, equal to 4c. above the lowest point. Grenoble walnuts are without change. It is said that 25 per cent. of the crop this season is no good. Marbots, usually rated second to Grenobles, are selling at prices one cent higher at present. Shelled almonds are featureless.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09½ 0 10
Layers, "	0 09½ 0 10
Dates—	
Hallowees, per lb	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 23
Peaches, "	0 16
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " " boxes	3 50
"Excelsior Window Clusters"	4 50
" " ½s	1 30
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb. pkgs	0 11 0 12
" " choice seeded, 1-lb. pkgs	0 10 0 11
" " 2 crown	0 08 0 08½
" " 3 crown	0 09½ 0 10
" " 4 crown	0 0 ½

Prunes —	per lb.
40-50s	0 03½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 6
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 06

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08 0 09
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 12 0 15
" " 1-lb carton	0 16
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 12½
Four crown, fancy, 10-lb. boxes	0 08½
Three crown	0 07½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 19½
" pulled figs, in boxes, per box	0 21½
" stuffed figs " "	0 27½
12-oz. boxes	0 06½ 0 07

SPICES.—Business is quiet in spices this week. There is a little demand for certain lines, but this is limited.

	Per lb.
Peppers, black	0 16 0 25
" white	0 20 0 32
Ginger, whole	0 16 0 20
" Cochin	0 17 0 14
Cloves, whole	0 17 0 37½
Cream of tartar	0 25 0 32
Allspice	0 12 0 10½
Nutmegs	0 30 0 55

EVAPORATED APPLES.—Evaporated apples are now quoted as high as ten cents by some firms. This illustrates the very strong feeling in the market. Higher prices are likely to rule in the near future. Many jobbers are quoting 9 1-2c., but these are likely to advance to 10c. at any time.

PEELS.—Peels are very firm and scarce, at slightly higher prices.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 11 0 12

BEANS.—Beans are scarce. Prices are a little higher this week.

Choice prime beans	1 40 1 50

MAPLE PRODUCTS.—There is nothing new to report in maple products this week. Prices remain without change.

Maple syrup, in tk per lb	0 07½ 0 09
Pure Townsh ps sugar, per lb	0 10
Pure Beauce County, per lb	0 11

RICE AND TOPIOCA.—During the past month or two, there has been a somewhat easier feeling in tapioca, especially for forward shipment. This has been mainly caused by short sellers in the London and New York markets, who have been endeavoring to get the market down. That they have not succeeded in keeping it down, is evidenced by the fact that latest cables from Singapore report a recovery in prices, and eastern sellers are now asking within a fraction of the highest point touched, for January-March shipment. From present indications, the prices now quoted are likely to hold good for some time to come.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07½ 0 08

RAW FURS—Dealers are still buying at prices quoted hereunder.

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	5 00 5 00
Mink, dark	2 25 5 00
Fox, red	1 75 7 00
Lynx	4 50 5 50
Weasels	0 10 3 00
Skunk	0 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 10, 1907.

BUTTER—Market firm. Good local demand.

CHEESE—Good feeling in market. Trade brisk. Stocks rapidly decreasing.

EGGS—Prices high. No change in situation.

PROVISIONS Featureless market. Abattoir dressed hogs quoted $9.25 to $9.50 per 100 lbs.

ONTARIO MARKETS.

POINTERS—

Business better than expected.
Sugar down 10 cents.
Nearly all canned goods advanced.
Evaporated apples higher.
Furs scarce and higher.
All markets firm.

Toronto January 10, 1907.

Business in the city is phenomenally good for the season of the year. In the country it is quiet, but not as quiet as it might be. Collections are only moderate. The demand for goods has spread over all lines. Sugar is down ten cents, and the demand is very moderate. Canned goods are advanced by the canners to help the wholesalers' expenses in carrying the stocks, and evaporated apples are still higher, and the market appears very firm. Beans, while unchanged as to price here, are held with more confidence that a little while ago.

CANNED GOODS.—The entire list of quotations has been revised in accordance with a new schedule issued by the canners. The change is an advance, in most cases, of 2 1-2c., but in a few instances, more. The canners are out of over 60 of the lines here quoted, and the advance is made, it is said, to compensate dealers for the expense of carrying their goods over until Spring. Unusually good demand is reported for all lines of canned goods.

Al lie
Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30

Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 7½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 95½	0 90
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or Valentine (green)	0 92½	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red Kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 80
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 75
" 1-lb. flats	....	4 05
" ½-lb. flats	....	2 25
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. "	....	1 20
Northern River Sockeyes	1 70	1 65
Cohoes, per doz	....	1 40
Humpbacks, "	....	1 00
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s, "	....	17 50

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	....	3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

SUGAR.—Prices of refined declined 10 cents on Tuesday. This followed a fractional decline in the European market for raws on Monday. There were buyers for January account at the close at 8s. 8d. f.o.b. Hamburg, which is equal to a shade under $3.81 duty paid New York for centrifugals, basis 96 degrees. The New York market is very dull. Rapid progress is being made in harvesting the Cuba crop, 122 centrals being at work, against 20 last year, and weather fine.

Paris lumps, in 50-lb. boxes	4 95
" in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 20
Phoenix	4 30
Bright coffee	4 10
Bright yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 06
No. 1 "	3 90

Granulated and yellow, 100-lb. bags 5c. less than bbls.

THE LATE WM. BINKLEY SMITH

A Traveler Whom Customers and Opponents Loved and Admired—A Man of Unvarying Kindliness—Large Attendance at the Funeral.

Few men whose lives, approaching the psalmist's span, have been subjected to the turmoil, anxiety and competitive selfishness of business have left behind them a memory more fragrant with kindliness and helpfulness and the joys of friendship than did William B. Smith, the veteran grocery traveller who stepped behind the scenes of life's stage suddenly last week. A man of steadfast integrity, of tried business capacity, a very successful salesman, his predominating characteristic was his kindly good nature. His heart was large; his mind was free from any taint of jealousy. He was optimistic and his optimism was of that persistent variety based on a faith in humanity and an unassuming self-confidence. It was thus he impressed those with whom he came in contact. One who had worked with him many years said, "I never saw him exhibit annoyance, even at times when provocation was ample." Another said to the writer, "I worked with him for eight years and, analysing his character, I was struck by his unvarying kindliness of disposition. I never heard him say a harsh word of anyone."

Another characteristic of Wm. B. Smith was that in his business relations he formed very close friendships. Many of his customers, writing to Davidson & Hay, mourn in his departure the loss of a true friend. They had looked for his kindly counsel in matters quite foreign to his line of business. Here is indicated his strength as a salesman. He enjoyed in a marked degree the confidence of his customers. It is noteworthy that he always sought to sell the best goods. He was a firm believer that the best goods, irrespective of prices, were the cheapest, and his sympathies and energies were always enlisted on the side of quality.

The Late W. B. Smith

A traveller of another large house said of him: "His death will leave a gap among the boys on the road that will be decidedly hard to fill. W. B. al-

ways looked upon the sunny side of life and always wore a smile, even in adversity. The boys will miss his cheery countenance.

The funeral took place from his late residence, 135 Avenue Road last Friday. Rev. Mr. Armstrong conducted the service. There was a large attendance of city business men and not a few from outside. The pallbearers were deceased's two sons, Elmer H. and Herbert E., and his four brothers, Dr. Jno. W. Smith, Dundas; P. S. Insp. J. H. Smith, Hamilton; D. E. Smith B.A., Chicago; and Geo. W. Smith, Dundas. Merchants from outside the city: Charles Faulkner, Streetsville; H. J. Brown, Berlin; W. H. Scroggie, Guelph. A few of the city men present were J. W. Cowan, Geo. Stanway, Wallace Anderson, Chas. E. Kyle, E. Fielding, Jas. Owen, J. Adams, J. L. Watt, J. H. Hargreave, Col. Jno. I. Davidson, J. Pafford, W. Logan, W. H. Seyler.

COOL-CURED CHEESE.

Letter From English Dealer to Prove Its Superiority.

J. W. Rudd, the Dominion Dairy Commissioner has received the following letter from Wall & Company, Manchester, one of the largest English dealers, showing the superior value of cool-cured cheese: "On going through a line of white and colored cheese on December 18, September made, all western goods, we wanted a few hundred boxes for a very particular buyer. We got him fixed up, but he was not altogether satisfied with the quality, and kept repeating that they were not up to our usual standard. On going to the colored lots we picked 400 or 500 boxes without turning down a factory, and our buyer expressed the pleasure that it was to have cheese of this kind offered. Every lot was as near perfection as you can get cheese.

"On going into the matter to try and find the difference we at once saw that the colored had been cured in a Government cool-curing room at Brockville, while the white had been cured in the ordinary way.

"If any of your farmers had been in our warehouse to-day they would have had an object lesson in the value and importance of having their cheese all done in the same way. In our minds, it makes a very much bigger difference than people imagine, and if this way was adopted generally Canadian cheese would hold a very much higher place in the opinion of the trade than it does to-day."

AN ART CALENDAR.

Armour & Company are again issuing their American girl calendar. Not the same as a year ago, but a new galaxy of American beauty types, drawn by foremost American illustrators. The calendar consists of six large sheets, ribbon bound, each bearing a delicately drawn feminine head, and two months of time. So far as the Grocer knows, no other such calendar is issued for advertising. Any one can get one of them by sending to Armour & Company, Toronto, the lead top from a jar of Armour's fluid beef, or twenty-five cents.

D. J. Rattray, vice-president and general manager of D. Rattray & Sons, Limited, has left for a business trip to Europe. He will visit the firm's connections in England, Scotland and Spain, France and continental countries.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

"LION"
BRAND
Trade Mark

PUTZ TRIPLE EXTRACT
METAL POLISH
LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec.

If You Desire all The Good Things of Current Literature Between Two Covers You'll be Interested in What is Said Below.

As the number of magazines increases the **more** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for** individual magazines.

As the number of magazines increase the **less** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for**

The Busy Man's Magazine

This magazine is an epitome of the world's best thought **to-day.** It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to The Canadian Grocer can get The Busy Man's Magazine for **one year.**

You would have to pay $150.00 to get **The Busy Man's** (the contents) **Magazine** in the ordinary way.

Get in your subscription in good time.

The MacLean Publishing Co., Limited
TORONTO, CANADA

ESTABLISHED IN 1842

Something Hot to Begin With:

35 Doz. Moss "Green Heart" Extract of Tabasco Sauce

Only $4.50 dozen

SULTANAS (Now in Store) SULTANAS

STRAWBERRIES

(Canned)

Bowlby and Little Chief 2s

Heavy Syrup and Preserved. (Get our prices.) Also full stock of other fruits.

TOMATOES

Canned 3s.

The future is for an advance. We have a large variety, including best Western and Eastern Pack.

Little Chief, Boulter, Aylmer, Quaker, Log Cabin, Bowlby, Thistle, Lakeport, Union, Simcoe, Kent, Salaberry

TEAS *We Want Your Trade!* *TEAS*

Try "Owl" Teas

But you must give us the opportunity of sending you samples to compare.

Our stock is very large

We have bought before the advance.

Therefore can save you money

Will allow freight in quantity

We carry full lines in Japan, Ceylon Black, Ceylon Green, Indian Black, Indian Green, Gunpowders, Young Hyson, Dust and Siftings.

Style and Cup ***Bulk and Packages***

WE ARE SELLERS ***LOOK FOR US***

Try "Owl" Teas

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Wines and Liquors,

2, 4, 6 and 8 DeBresoles Street, - MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

822 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

PEOPLE SAY HE'S ALL RIGHT.

Mayor Clavet, of Port Arthur, was re-elected by a majority of 125. The Grocer recently contained a sketch of Mr. Clavet. He is President of the Clavet, Dobie Company, and one of the most public spirited merchants in Northern Ontario.

Mr. Weegar, of Maxville, was in Montreal during the week.

A. H. Brittain, Montreal, was in Quebec the early part of the week.

D. Grierson, of Wm. MacGregor & Co., Toronto, was in Montreal last week accompanied by J. P. Carrite, of St. John, and paid The Grocer a visit.

MAPLE SYRUP

"Oldest registered brand in British Empire, and the highest priced brand in the world."

"Government analyst found it low in ash, which, according to highest authority is indicative of thoroughly refined, high-grade syrup"

Guarantee on every can.

Canada Maple Exchange

MONTREAL

—ALL JOBBERS—

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Because "The Twentieth Century belongs to Canada" the birth of

...THE...

Financial Post

Was as inevitable as it was necessary

FIRST ISSUE
25,000 COPIES

Saturday, JAN. 12th, 1907

This Weekly will contain all the financial news available on investments. Accuracy is aimed at, but technicality is avoided.

The Post will print reliable news in a readable manner. Finance has its romances as well as its dry bones.

Every Investor, large or small, can find something that will interest him. Canadian securities will be fully and completely dealt with each week.

A page will be devoted to banks and banking interests. There will be special articles for depositors.

Every Young Man determined to make a success of life will be interested in the self-help articles.

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THEN AND NOW—An entertaining and instructive story in parallel columns, showing what a well-known London paper thought of C.P.R. in 1881, and what it thinks 25 years later.

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THE FINANCIAL POST OF CANADA is a twentieth century newspaper which no investor in Canada—especially at this time—can afford to be without.

Mailed to any address in the Dominion, United States, Great Britain, and Europe for **$3.00 annually.**

PUBLISHED BY **THE FINANCIAL POST COMPANY**

ADDRESS ALL COMMUNICATIONS TO OUR NEAREST OFFICE

TORONTO	MONTREAL	WINNIPEG	LONDON, ENG.
10 Front St. E.	232 McGill St.	511 Union Bank Bldg.	88 Fleet St.

Canned Vegetables

We offer the following canned vegetables. Prices you will notice are considerably lower than the regular list. The market is in a good sound condition and the demand is increasing. It might pay you to take on some of these goods:

Perth Peas -	**.75**
Frankford Corn -	**.75**
Ice Castle Pumpkin, 3s	**.75**
" " " **2s**	**.45**
Frankford Squash, 3s	**.85**

The quality of the above goods is all right.

Quaker Brand

We have a full line of the Quaker Brand Canned Vegetables which are now recognized as the leader for quality.

Quaker Sugar Peas, -	**.85**	**Quaker Fancy Sugar and Cream Corn** - -	**.95**
" **E. June Peas** -	**.95**	**Quaker Refugee Beans** -	**.85**
" **Midget Peas** -	**.95**	" **Golden Wax Beans**	**.85**
" **Little Gem Peas**	**.95**	" **Haricot Beans** -	**1.40**
" **Petit Pois** - -	**1.25**	" **Tomatoes, 3's** -	**1.17½**
" **Pumpkin, 3's** -	**.92½**	" " **gallon**	**3.52½**
" **Corn** - -	**.92½**		

We solicit your business.

H. P. ECKARDT & CO.

WHOLESALE GROCERS
TORONTO

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BEGIN THE YEAR RIGHT

Get in a stock of "Star Brand" Hams and Bacon now, and arrange with us for a weekly shipment. We will be glad to book this for you now. You give us the order and we will do the rest.

F. W. FEARMAN CO.,
HAMILTON LIMITED

Corona Grass Creamery Butter

The Best to be had

Our regular line of "Corona" Selected Smoked Meats—

COOKED HAMS
FRESH MEATS
CORONA KETTLE REND. LARD
CORONA PURE LARD
CORONA COMPOUND

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Good Taste and Dollars

are often allied, as the Grocer could tell who makes it his business to feature Ryan guaranteed provisions.

Cheese, Butter, Eggs, Lard, Hams, Bacon, Sausage and Bologna.

The Grocer who pushes our goods all the time finds the Success Road easier to travel. Send along a test order to-day

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

As predicted in The Grocer last week, there is a distinctly better feeling in the cheese market. The difference between the two weeks is quite noticeable. While it cannot be said that the market is brisk, with all that implies, yet it is a fact that there is much more interest taken in the cheese situation than there has been since before the holidays. Prices quoted this week are fully half a cent above the week previous, which substantiates what has been said regarding future prices.

Cable inquiries have been frequent and several houses have been doing business with English firms at the higher prices. The demand from the Old Country, such as it is, is for cheese at a lower price than that now ruling—buyers do not seem very anxious to meet the figures of Canadian houses; but they must now pay what is asked to obtain the goods. The situation in Canada is such that holders can afford to wait for higher prices than are obtainable at the present time. At any rate this is what they are doing. No lots are allowed to pass from their hands at prices which do not suit them. Sales made recently were of September and October makes, and although the prices obtained must have been satisfactory to the houses making the sales, there are many firms which would not let their holdings go at the figure obtained by the sellers. This would tend to show the confidence of cheese men in the future of the market. The "tail-ends" which have been selling at rather low prices, and the poorer grades of cheese generally, are now practically off the market. No stocks of such a nature are known to be held.

Last week an attempt was made by the Montreal Produce Merchants' Association to revive the custom of taking stock, monthly, of the holdings of different houses in Montreal. It was found, however, that it would be impossible to obtain a complete statement, and rather than turn in figures giving only part of the stocks, it was deemed advisable to let the matter drop. By many it is thought that it would be better for all concerned, if the custom were resumed at the beginning of the season. It is likely that, if the matter is taken up in earnest again, it will be when the season opens, and not before. It is generally thought that stocks of cheese in Montreal at present are between 150,000 and 175,000 boxes, being nearer the former figure.

In butter there has not been much change in the situation since last report was made. As has been the case for some time, trade is confined to local business. Not much interest is shown in the market by buyers. Some lots have been sold at fairly good prices, but on the whole activity is limited and will be until after the middle of the month at the earliest. Notwithstanding the present quiet, it is probable that prices will be well maintained. Stocks held locally are light, and receipts are not by any means heavy; other things being equal, it is not likely that there will be any lower prices than those at present quoted. On the other hand indications point to higher figures.

Receipts of cheese last week were very light, only 256 boxes arriving. Of butter, 1,857 packages were received. Total receipts of cheese from May 1, 1906, to the end of last week, were 1,347,720 boxes, and of butter, 600,541 packages.

PROVISION SITUATION.

The live hog market is disturbed and higher this week. The packers are paying $6.40 f.o.b., country points, which is $6.65 fed and watered, Toronto, and $6.90 off cars at the factory. The advance is scarcely justified by the market, and various reasons are alleged for it. The fact is, there were practically no deliveries of hogs during the holidays, and the large packers had to have them to keep things going. The farmer is the gainer, not, however, to a great extent, for deliveries have been light. Christmas week it was the season, last week it was the elections and the weather. This week it's the weather. One result is that too many over-held and fat hogs are coming to market, and on these the farmer loses 25c a cwt.

The domestic market is very quiet, demand being less even than usual at this season. The packer to-day is not selling one cwt. of product in Canada to five he will sell in the summer. The farmers' meat rings have largely displaced pork products in the country, and in the towns the trade seems to be pretty well stocked. The market is said to be barer in Quebec than elsewhere, and eastern packers have been invading Ontario for hogs.

In the Old Country the market is somewhat improved, temporarily at least. This week shows an advance of 2s. Even at that, prices are 2s. to 3s. below present cost. This has been about the state of the polls for the last six months. Only two or three times for a week at a stretch in that period has the market in Great Britain shown the Canadian packer a profit on his output. This is borne by the establishment of allied industries. This time last year, the packer was making money on bacon, and despite steadily rising prices of hogs, continued to make money over a period of 12 weeks. While the packer expects seasons when his export bacon makes him a loss, he has hope that the present situation in the Old Country will shortly materially improve.

The Chicago provision market is looking for a decline. Reviewing last week, the Journal of Commerce says: "There has been quite an active speculation in hog products, led by packers who bid up prices and bought some stuff which has been variously credited to long and short account, until the later half of the week, when several sharp reactions occurred on selling at the advance, believed to be by the packers in anticipation of larger receipts of hogs the coming week, of which estimates were quite largely increased, while the packing of the past week was not much behind last year. Receipts, outside of Chicago, have generally shown an increase, while there they fell short of daily estimates, as if made to bull the market, which the packers were doing in products. Many look upon this as the culmination of high prices and light stocks, all of which except lard showed a marked increase in Chicago in December, while the world's stock of lard showed an increase also, as packers' consignments of lard from Chicago transferred the stock of lard from that point to export markets in transit. Cash trade, however, remains at a standstill, except for immediate wants of the trade, which has little if any confidence in the maintenance of present prices.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS. — There is a little easier feeling in pure lard. The holiday trade was very good, but business now being transacted is comparatively small. Hams and bacon are moving out slowly.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12½
"	cases, 10-1b. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, compound tierces, per lb.		0 08½ 0 09½
" "	tubs	0 09 0 09½
" "	20-lb. pails, w od	1 85 2 00
" "	20-lb. pails, tin	1 25 1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10½
" "	" 5-lb. "	0 09½ 0 10
" "	" 3-lb. "	0 09½ 0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15½ 0 16½
Hams		0 13 0 15½
Extra plate beef, per bbl		12 50 13 00

BUTTER.—Local trade in butter is fairly brisk. Demand is for all lines

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries

Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

offering. Large rolls are still a little too high to attract grocers, since it is possible to obtain good creamery butter at prices but slightly above those quoted for rolls. The market is a little easier in feeling.

Choicest creamery, salt, 56 lb. boxes	0 25½
" " pound prints	0 26
Medium creamery	0 23 0 24
Western dairy	0 20 0 22
Large rolls	0 21½ 0 22

CHEESE.—Holiday dullness is still noticeable, but there is this week a better feeling in the market. There is some inquiry from the other side and a few fairly good orders have been filled. Holders are waiting for higher prices. Locally figures quoted are very well maintained.

Ontario, September make	0 13 0 13½
" late make	0 12½ 0 13

EGGS.—If anything there is a slight scarcity of eggs just now. Demand is very good for small lots, but few buyers care to take large quantities. Storage eggs are pretty well cleaned up. A few lots of new laid are reported arriving. Prices are very well maintained.

Fall selects, doz	0 24 0 28
Storage " "	0 24 0 25
Storage, No. 1, doz	0 21 0 22
Pickled, doz	0 21 0 21½
New laid, doz	0 33 0 35

POULTRY.—The recent mild weather has militated against good business in poultry. Prices this week are easier.

Turkey, per lb	0 14
Chickens and fowls, per lb	0 07 0 09
Geese, per lb	0 09
Ducks, "	0 09½

HONEY.—Honey continues scarce and prices are firm.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 10

TORONTO.

PROVISIONS.—Prices are unchanged, except in fresh meats, which are higher. Last year 1-2c. was dropped from the price of pail lard.

Long clear bacon, per lb	0 11½ 0 11½
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 15
Large hams per lb	0 13
Shoulder hams, per lb	0 11½ 0 11½
Backs, plain, per lb	0 16
" pea meal	0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 00 24 00
Lard, tierces, per lb	0 12
" tubs "	0 12½
" pails "	0 12¾
" compounds, per lb	0 08½ 0 08¾
Plate beef, per 200-lb. bbl	11 00 12 00
Beef, hind quarters	7 50 8 50
" front quarters	5 00 6 00
" choice carcasses	6 50 7 50
" common	4 00 5 00
Mutton	0 07 0 09
Lamb	0 10 0 11½
Hogs, street lots	8 50 9 25
Veal	0 09 0 10½

BUTTER.—The market continues continues rather weak at practically unchanged prices. A lot of the butter coming in is feedy, and some of it goes slowly, but good stua is selling well. It is expected that supplies of milk will soon begin to decrease, with a consequent stiffening of the butter market.

	Per lb.
Creamery prints	0 26 0 27
" solids, fresh	0 25
Dairy prints, choice	0 23 0 24
" " ordinary	0 20 0 21
" rolls, large choice	0 20 0 21
" tubs, choice	0 21 0 22
Baker's butter	0 18 0 19

EGGS.—The prolonged January thaw has made the egg market feel a little unwell. With good winter weather to discourage the hen from too early activity, the market will hold firm, and perhaps advance for the commission men all aver that stocks of eggs are not excessive. The market, however, is threatened with American eggs. Should there be much soft weather in the near future, there will be something doing in eggs. Some new laid eggs have been coming, but the drop of the thermometer will probably check the movement.

Eggs (strictly new laid)	0 30 0 35
" selects	0 26 0 27
" fresh	0 22 0 23
" pickled	0 21 0 22
" sp'its	0 18

CHEESE.—The market here is nearly featureless. Demand is regular.

	Per lb.
Cheese, large	0 13 0 13½
" " twins	0 13½ 0 14

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 08
" " in comb, per doz	1 50

POULTRY—The market, owing to the soft weather, has been somewhat weaker, except in ducks. The demand for ducks is occasioned by the Chinamen, who always buy them alive, preferring their own method of killing. They bleed the fowls well. If the cold weather continues, the market is pretty sure to firm up.

Live Weight.	
Old fowl	0 06 0 07
Ducks	0 10 0 11
Young chickens	0 08 0 09

Dressed weight.	
Old fowl	0 07 0 08
Ducks	0 12 0 13
Young chickens	0 10 0 11
Geese	0 09 0 10
Young turkey	0 13 0 15
Old turkey	0 13

FRED DANE, COMMISSIONER.

Mr. Fred Dane, grocery broker, Toronto, was this week appointed by the Ontario Government a member of the Temiskaming and Northern Railway Commission. The salary is $1,000 a year, and the duties will not interfere with his business. Mr. Dane is known throughout Canada as an Orangeman and he has spent his life in the grocery business.

A. A. Decelles, of L. Chaput, Fils & Cie, Montreal, and Mr. Hill, of the same firm, are in Toronto this week.

Begin the New Year Right—

Resolve that 1907 shall be the Banner Year; one way to do this is to keep always in stock the various lines of

Clark's Canned Meats and Beans

Consider the satisfaction there is in selling goods you can depend upon every time. Indications are that 1907 will be a year of great prosperity, so

Make Hay While the Sun Shines

THAT TINNY TASTE
in some Jams
DRIVES CUSTOMERS AWAY

Not so with

WAGSTAFFE'S JAMS

because the tin pails are gold-lined, which prevents the jam coming in contact with the tin. : : : : : This "between the two" is your safeguard for sales, your customers' safeguard for health. : : : : : Don't sell tinny tasting jam—sell

WAGSTAFFE'S

pure, rich, beautiful color jam.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited

HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. Al, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and va uations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

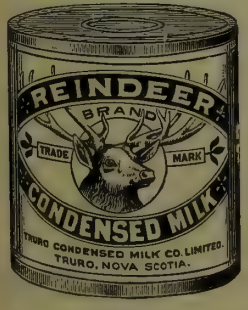
WISHING YOU— A SUCCESSFUL NEW YEAR

The Goods That Will make It So.

REINDEER Condensed **MILK**

TRURO QUALITY BRANDS

JERSEY Sterilised **CREAM**



30 PER CENT PROFIT

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,

WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

CEREALS AND CONFECTIONERY

Markets Still Very Quiet, But Enquiries Indicate a Revival—Grain Prices Thought to be at the Bottom.

Grain business is just beginning to recover from the holiday slackness. Quotations are very much the same. There is a feeling that prices have been scraping on the bottom, and that has occasioned considerable enquiry. Flour is very quiet at old prices. In the United States last week there was a quite notable increased activity in cash wheat and corn, but it followed depression in both, caused by short selling, by the big elevator concerns, to shake out the long interests, which has become tired of the protracted decline in stuff bought because it was cheap during the autumn. This depression had been carried to a low point on the crop that attracted foreign interest, in wheat as an investment, based upon and demand: and, during the week, between 150 and 200 boatloads have been taken from this and other ports, for both the Continent and United Kingdom.

MONTREAL.

GRAIN.—Grain is dull this week. the shortage of cars is felt by the grain merchants perhaps more than by any other class. Many have cars of grain which have been in Montreal for a month or more, but which they have not been able to get at. One grain dealer had to wait fifty-six days before securing a couple of cars for which he was waiting.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
New No. 3 yellow corn "	0 [illegible]
No. 2 peas, basis 78 per cent. points	0 80

FLOUR.—No changes are noticeable in flour quotations this week. Trade is quiet, but is picking up after the holiday dullness.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 6[illegible]
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS.—The market for rolled oats is without a feature this week. Prices show no change.

Fine oatmeal, bags		2 40
Standard oatmeal, bags		2 40
Granulated "		2 40
Gold dust cornmeal 98 lb bags		1 75
Rolled oats, 90-lb. bags		2 25
" 80-lb. bags		2 0[illegible]
" bbls.		4 80
Choice boiling peas	1 00	1 10

HAY. — Although prices are unchanged, there is a slightly easier feeling in the local market this week. The transportation problem is somewhat improved since last report, and dealers are able to secure more deliveries.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	19 00	20 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

FEED.—Demand for feed is strong, but supplies continue limited and it is difficult to meet the demand. The shortage of railway cars also makes it hard for dealers to take care of their business.

No. 1		14 50
" 2	13 50	14 00
Clover mixed	12 00	12 50

TORONTO MARKETS.

GRAIN.—The market continues quiet, with some revival of inquiries, but little business. The car shortage is slightly

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

QUEBEC CITY

ALF. T. TANGUAY & CO.

Commission Merchants and General Agents — FLOUR, GRAIN and PRODUCE

SPECIALTIES: Corn, Beans and Dressed Hogs

Correspondence Solicited.

QUEBEC

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

DON'T WOO COMMERCIAL DISASTER

Lots of dealers do that very thing right along. If you want the Barley trade that pays—get our prices now.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

Bulk Only — Quick Shipment

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT

Winter importations now arriving—Get our prices

Verret, Stewart & Co., Ltd., Montreal

Does Your Bank Account Need a Tonic?

You're just the man we're looking for—not because we are philanthropists; but because we believe in helping the fellow who isn't afraid to help himself.

Common-sense folks insist on **good cereals** nearly all the time and the wise Grocer always features **McIntosh's famous brands.**

"Swiss Food" is perhaps the most popular cereal in Canada—a friend the Grocer has found reliable through every week of twenty years.

"Beaver Oats" have attained a reputation for honest quality which is hard to beat. You know the premium (766) goes with this brand.

While **"McINTOSH'S CROWN BRAND ROLLED OATS"** have run these two favorites hard for first place ever since marketed.

Don't neglect your Cereal Counter. Feature **Our Big Three** and you're bound to win.

P. McINTOSH & SON - Toronto, Canada

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

relieved east of the lakes, but no better west.

(F.o.b. Georgian Bay points.

No. 1 hard	....	0 82
Manitoba wheat, Northern No. 1	....	0 80
" " " No. 2	....	0 78
" " " No. 3, nominal	....	0 76½
Red, " per bushel, 78 per cent. points	0 69	0 70
White, " " " "	0 69	0 70
Mixed, " " " "	0 68	0 69
Spring, nominal " " "	....	....
Goose, " "	....	0 65
Barley, No. 1, "	....	....
" No. 2, "	....	0 51
" No. 3x, "	0 48½	0 49
" No. 3, "	....	0 45
Oats, white "	....	0 36
" mixed "	....	0 35

FLOUR.—Very little business is passing, prices are unchanged.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 50
Blended	3 70	3 80

CEREALS.—Market is quiet at unchanged prices.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 00
" " " " in wood	"	4 25
" " for broken lots in wood, nominal	4 50	4 55
" " broken lots in bags	4 25	4 30
Oatmeal, standard and granulated per bbl	....	4 80
" " " in bags	"	4 55

MARITIME DAIRY ENTERPRISE.

Big Company Extending Operations to Nova Scotia and Newfoundland.

(By our Special Correspondent.)

Advices from St. John's, Nfld., state that Sussex, N.B., is now supplying Newfoundland with choice creamery butter, which is preferred to the butter formerly shipped from Montreal and New York. The New Brunswick product is spoken of in the highest terms both as regards texture and flavor. This probably accounts for the small shipments of butter that have been made from this city to Newfoundland and the Maritime Provinces of late. Sussex has for years been noted for its dairy farms which, since the construction of the I.C. R. has been supplying St. John with milk. When the farmers woke to the possibilities of dairying, Sussex and the surrounding country became the natural headquarters of the movement. While the manufacture of cheese had for years been growing to extensive and profitable proportions, it was not until 1898 and 1899 that butter-making began to be a factor in the farm life of the province. In 1898 the total value of creamery butter made in New Brunswick was but $18,557.00. In 1903 it had increased to $183,000.00. The Maritime Dairy Company, of Sussex, is probably the largest Dairy Company in Eastern Canada. This company was organized in the Fall of 1904, under provincial charter, which since has changed for a Dominion charter. They operated the first year 14 butter and cheese factories with an output of over $200,000.00. In 1905 the turnover increased to $375,000, and 1906 found this company operating twenty-eight creameries and cheese factories in the Maritime Provinces, with a turnover of over $600,000. This company's factories are situated largely in New Brunswick, but we understand it is their intention to extend their operations in Nova Scotia as well, several situations for central creameries being now under consideration. This company stands in the peculiar position of controlling both the source of supply and its markets as well. This control of supply is possible only by reason of its policy of owning and operating a large number of the cheese factories and creameries from which the supply of cheese and butter is obtained. The company has branch supply depots at St. John, N.B.; Halifax, Sydney and St. John's, Newfoundland.

MONTREAL RETAILERS.

The greater part of the evening set for the monthly meeting of the Montreal Retail Grocers' Association was taken up with a discussion of the gas question. Ald. J. B. A. Martin, formerly of Laporte, Martin & Cie., was present at the meeting, and he was requested by President Daniel to give his views on the lighting problem.

Ald. Martin reviewed the history of gas in Montreal, and outlined the proposed course of action of the city council. Secretary Beaudry replied to Ald. Martin and in concluding asked the grocers present if they were in favor of the arrangements proposed to be made with the Montreal Light, Heat & Power Co. Those present were unanimous in their declaration that they were strongly opposed to the plan mapped out for the future.

The question of reimbursing the members of the association who went to Quebec last year came up again, and it was decided not to consider the question.

AS GOOD AS GOLD

They certainly are just as good as gold and thousands of grocers know it.

We do not pretend to manufacture the only good biscuits on earth; but we think that

are, by all odds, the best cream soda biscuits on the Canadian market. If you do not feature

Mooney's Perfection Cream Soda

biscuits you are ignoring a trade builder of approved reputation.

THE **Mooney Biscuit & Candy Company,**
LIMITED.

Stratford, - Canada.

An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

The favorite in Europe—
The leader in the United States,
and now a good length in the
lead in the home stretch in
Canada.

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kā-lay)

—Backed by the consuming public
—on account of its absolute purity
—and superiority over all SWISS
—MILK CHOCOLATE, CAIL-
—LER'S is a safe investment—
Take the tip—and play it for 1907
trade.

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Purity is in it from the start of manufacture.

The best selected Cocoa Beans are **always and only** used in the making of

Mott's

"Diamond" and
"Elite" brands of

Chocolate

FOR SALE BY ALL JOBBERS

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

Wall Paper

SPRING WALL PAPER INDICATIONS.

WHEN the month of January passes into history, the present wall-paper season, which ends about that time, will, in all probability, prove to have been a most successful one ; the average weight of paper consumed exceeding that of last year.

During the period of calm which precedes the ending of the season, manufacturers are kept busy by anticipating the demands of, and choosing proper designs for, the Spring season. When that time arrives the manufacturers of outside countries will find it no easy task to compete with our own manufacturers, who have gathered in a very good assortment of designs from the most important places where they are created. At the present time, silk effects are actively in demand. Next season some elaborate designs in landscape effects are promised, which are expected to surpass those shown last Spring. Some doubt is, however, entertained, as to the success of this line of goods, as it has not proven very successful during the past few years.

The most pleasing results during the past year were, perhaps, obtained from high-class floral designs.

In the matter of provincial taste in wall paper it may be noted that Quebec shows a marked liking for red tints and full designs, while the Western provinces greatly prefer soft shades and small, neat floral designs.

When the Spring season comes, as it will with a rush, you want to be

READY WITH QUICK SELLERS

You cannot afford to be stocked with Wall Papers that you have to sell by force. You should have

Wall Papers

that almost sell themselves.

Staunton's New Patterns are Distinctly that Kind.

They are made to attract. They are made to sell rapidly.

THEY BRING YOU GOOD PROFITS

Our travellers are on their last round-up—would you like a call, or, perhaps our sample books to stock from? Send a postal.

(FLAT PRICES ON BORDERS)

Stauntons Limited

Wall Paper Manufacturers

Toronto

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best

Profit satisfactory

Business increasing

You can't wish for more.

All jobbers.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST., MONTREAL

One Reliable Way

The Grocer who wishes to corner and hold a paying trade should stick to

Nicholson's Mince Meat

WE RECOMMEND

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

WEBB'S CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

CANADA'S CHEESE INDUSTRY

Last Year Made a New Record Every Way—Price, Production and Quality All Made New Records.

In the year just closed few industries have made so remarkable an advance as that of the cheese and butter makers, says the Globe. Although the make of cheese was not equal to that of some previous seasons, the high prices which prevailed eclipsed anything in the records of the history, and resulted in much larger returns to the farmer than last season.

In fact, the high prices which our cheese demanded during the past twelve months caused a falling off in the make of butter, and, while the exports of cheese were in excess of those of 1905, there was a marked decrease in the exports of butter, the season in this respect being in striking contrast to last season, when the large exports and notably high prices for butter resulted in unprecedented returns to the producers.

* * *

The Gazette of Montreal, in its annual review of the trade, maintains that the falling off in the exports of butter has offset to a considerable extent the increased returns from cheese, so that, despite the remarkably high prices prevailing for the latter throughout the season, the aggregate return from the export movement in dairy produce this season were not greatly in excess of those of last season, and were less than those of the season of 1903, when the make was much larger, although prices were not as high as this season.

In fact, while the season has resulted satisfactorily owing to the high prices prevailing for cheese, The Gazette's carefully kept records do not bear out the impression rather widely entertained that the past season was a banner one so far as the returns of the dairy farmers were concerned. The estimate is made by The Gazette, that, allowing for the cheese still to go forward, our exports will represent a total value of $29,000,000, this being the return to the Canadian dairy farmer from the season's exports. These figures represent only the export movement in dairy produce from Montreal, and do not, of course, include the home market, which in the last few years has become a very important factor. This is also true to a greater extent of the manufacture of butter.

* * *

"That there has been a material increase in the production of butter during the last five years," says Mr. J. A. Ruddick, the Dominion Dairy Commissioner, in a recent report, "is evident from the fact that, while the home consumption of butter must have increased at the rate of many million pounds annually, there is a growing surplus for export. The same also applies to cheese, because cheese is not so universally eaten as butter is."

The total exports of Canadian cheese from the ports of Montreal, Quebec and Portland for the season of 1906 were 2,258,357 boxes, of the value of $21,228,554, as against total exports last season of 2,148,663 boxes of a value of $18,263,635, or an increase for the past season of 109,694 boxes, and an increase in value of $2,964,919. With the whole range of prices as a basis, The Gazette finds the average price of cheese for the season at 11⅜c. per pound, or $9.40 per box. This is compared with an average price of 10½c. per pound, or $8.50 per box in 1905; an average price of only 8¼c. per pound, or $6.80 per box in 1904, and an average price of 11¼c. or $9 per box, in 1903.

* * *

Various causes tended to account for the exceptionally high prices. Stocks on the other side, at the beginning of the season, were extremely light, and consequently a keen demand developed, which was conducive to high prices from the start; in fact, prices from the very beginning kept ahead of values in Great Britain. The amalgamation of leading English and Canadian firms, too, resulted in strong competition. Among other causes, the Chicago tinned meat scare played a considerable part. The sensational revelations had the effect of diverting consumption in Great Britain to a considerable extent from canned meat to cheese. There was, no doubt, an abnormally high ratio of consumption in Great Britain, the increase being estimated at about 25,000 boxes per week for the whole of Great Britain, and this along with the short make of English cheese, was a strong factor in maintaining prices at a high level.

* * *

In the London market the ruling average price during the seven months of production was 59s. 6d., as against 54s. in 1905, so that cheese in London this year has sold on the average at 5s. 6d. per cwt. higher than it did last year. Canadian cheese not only maintains its supremacy in the British market, but continue to grow in prestige from year to year. Out of total importation of 130,062 tons of cheese into the United Kingdom for the year ending June 30, 1906, there were 95,884 tons received from Canada, which was over eight times the quantity received from the next largest exporting country—Holland. The quality of the cheese has not only maintained its former reputation, but on the whole has improved. A well-known British authority—Weddell & Co.—are quoted as saying: "The Canadian cheese-maker, like the Danish butter-maker, has become so proficient in his art that it is seldom necessary to unfavorably criticize his work. Whenever an inferior quality is produced in Canada it is now generally found to be due to want of suitable surroundings or to the uneconomical methods and customs of some factory, together with defective transit, rather than to the lack of art in cheese-making.

CANADIAN BUTTER ABROAD.

An interesting article in the London Times points out that one-fourth of the total imports of butter comes from Australia, New Zealand and Canada. About the same amount of butter is received from Canada as from New Zealand. The Canadian butter, this expert states, "is sweet and waxy, and as good as any butter that comes to Great Britain. If means were used to enhance the average value, as has been done in New Zealand, Canadian butter would command high prices, but at present, the amount of choicest Canadian is so small that it scarcely receives the place it deserves on the market.

J. A. Ruddick, Dominion Dairy Commissioner, in his recent annual report, says:

"Butter is received in Great Britain from many sources, and it all competes more or less with that which is supplied by Canada. This direct competition is, however, a very satisfactory feature of the situation, because it means that it is possible for Canadian butter to replace that which comes from other countries to an almost indefinite extent. The increase in the consumption of butter in Great Britain, which has been so marked of late years, shows no sign of falling off, and this appears to be true in every country where butter is included in the daily diet of the people. The general improvement in the quality of butter, and the improved facilities for preserving it in a fresh condition, have induced many customers to butter their bread more freely than in the days when there was less strictly fine butter to be had, and when much of it became rancid before it was consumed.

The German Demand.

"The increasing demand for food supplies in Germany will have considerable influence on the situation in the future. At one time Germany exported to England, among other products, considerable butter, but the remarkable industrial growth of the country during recent years has increased the purchasing power of the people to such an extent that the home supplies are unequal to the demand. The result is that Germany is now importing a quantity of butter, and the amount is annually increasing.

"While Germany does not offer as good a market for our butter as Great Britain does, and it would be a mistake for us to split up the comparatively small quantity which we now send, and thus weaken our position in that respect, it will help the demand for our butter to have Germany absorb a portion of the supply which would otherwise come to Great Britain and thus compete with ours.

"Applying the law of supply and demand and having consideration of the vastly improved, and improving facilities for handling butter on both sides of the Atlantic, as well as on the ocean itself, one can only conclude that there is a great future before the Canadian butter trade, if the farmers who supply the milk, and the creamery owners and the buttermakers do their part in turning out an article of a uniformly high grade of quality. The writer believes it is possible for Canada to compete successfully with Denmark or any other country as far as quality is concerned."

TO THE TRADE

OWING to the rapid growth of our Commission, Import and Export business, we have deemed it advisable to put same into a Limited Company with a capital of $500,000, with head office in Montreal and branch offices in Quebec and Ottawa, to be known as

D. RATTRAY & SONS, LIMITED

The partners of the old firm will retain their interest in the new company, and have charge of the active management of the company.

We thank our patrons for their favors in the past, and assure them that their commands to the new company will have the same prompt and personal attention as was accorded in the past.

Wishing you a prosperous 1907,

We remain, yours very truly,

D RATTRAY
D. J. RATTRAY
E. E. B. RATTRAY

All Oranges are now in fine shape and the trade is taking them freely.

Have arriving this week:

3 Cars California Navel Oranges
2 " Mexican Oranges
1 Car Florida Oranges
1 " Florida Grape Fruit

also

California Celery, Bananas, Etc.

SEND IN YOUR ORDERS

McWILLIAM
Mc. AND E.
EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

After-Holiday Trade in Fruit Exceptionally Firm—Growers pleased with the Season—Fish Men Look Forward to Lenten Trade.

The California fruit situation is now highly satisfactory to the shippers. Good weather prevails, and the car shortage has at last been relieved. Although declines are noted in certain lines, the local orange market is holding remarkably firm, considering the season. The growers having apparently realized the folly of rushing fruit to market directly after the holidays, closed their packing houses for two weeks, giving the markets time to clean up, and the benefits of this move are now being felt. The demand at the coast is active, and about the same prices as at Christmas are being realized. Crops in Florida are reported to have suffered severely in the recent freeze, some reports estimating the losses at one quarter of the total growth, and it is expected that the demand for California fruit will increase as a result. Shipments of Messina marmalade oranges are due to arrive during the latter part of January.

Vegetable dealers report New Year's business as comparatively poor, but are not inclined to kick, as the Christmas trade was exceptionally brisk. The present outlook is satisfactory, a good demand prevailing, considering the season.

Fish dealers are already looking forward to the increased trade produced by Lent.

MONTREAL.

GREEN FRUITS.—Trade in fruits is fairly good, considering the fact that the holidays are scarcely over. Prices are well maintained in most instances, although a few changes are noticeable. Grape fruit is cheaper, as are also Jamaica oranges. Almeria grapes have been advanced.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 40
" jumbos		1 75
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 50
Kumquats, box		0 20
Manderines, box		1 00
Tangerines, half box		2 50
Egg plant, doz	2 50	3 00
Apples, bbl	3 50	5 00
New lemons		3 25
Pears per half box		2 75
Mexican oranges, box		2 65
Cal fornia oranges, new navels		3 50
Jamaica oranges, per bbl		5 00
Jamaica oranges, per box		2 65
Florida oranges, box		3 25
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl		8 00
Florida grape fruit, box		3 50
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl	5 00	7 00

VEGETABLES.—Dealers report good demand for the season in vegetables. There is some demand for new potatoes at prices quoted, although it is necessarily limited when such figures rule. Old potatoes are still quoted at a very good price.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate		2 25
Florida tomatoes, crate		6 00
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	1 10
California celery, crate		7 00
Spinach, per bbl		4 50
Cucumbers, per doz		3 00
Celery, per doz	0 25	0 90
Potatoes, per bag		0 90
New potatoes, lb		0 06
" " bbl		8 50
Jersey sweet potatoes basket		2 00
Spanish onions, crate		3 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets bag		0 75
Green Peppers crate		6 00
Carrots, bag	0 90	1 00
Green beans "		10 50
Mushrooms, lb		0 85
Horseradish, lb		0 15

FISH.—Fish merchants are preparing for the Lenten season which begins the middle of next month. Present trade is very satisfactory on the whole. In fresh and frozen fish supplies of cod and haddock are good. Just at present there is a shortage of frozen herring, but new arrivals are expected shortly. Tomcods are lower this week. All lines of salt fish are firm in price. Yarmouth bloaters are in good supply, arrivals being large; haddies are scarce. There is a good demand reported for bulk oysters which are arriving freely.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, round " "		0 06
Grass pike, dressed " "		0 06½
Market cod " "	0 03½	0 04
Steak cod, " "	0 04½	0 05
Mackerel, large, " "		0 10
Dore, " "		0 06½
Whitefish, " "		0 13
Small sturgeon " "		0 06
B. C salmon " "		0 19
Qual'a salmon " "	0 07½	0 10
Smelts " "		0 19
New tomcods, bbl		1 80
Smoked and Salted—		
St. John bloaters, "		1 25
Haddies, in 15-lb boxes, per lb		0 07
Smoked herring, per lb		0 12
Yarmouth bloaters box		1 25
Skinless cod, 100 lb. cases		5 50
Boneless, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
No. 1 salt eels, " "		0 08
Dry cod in bundles		6 50
Oysters—		
Standards bulk, per imp. gal		1 50
Selects, bulk, per gal		1 70
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, 100 lb kegs		5 50
Labrabor salmon—		
" " in bbls		12 50
" " tierces		18 00
" " in ½ bbls		7 00
No. 1 green cod, in bbls. of 200 lbs		7 00
Small. " "		5 50
New turbot, bbls 200 lbs		10 00
Pickled sardines " bbl		5 50
" " h'f. bbl		3 00

TORONTO.

FRUIT.—Cranberry quotations are $1 less per barrel this week. Some lines of oranges are a few cents lower per case, while lemons are quoted at from 25 to 50 cents less per case.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 75
" Florida, 126s-216s		3 00
" Mexican, 126s 2?0s	2 25	2 50
" Tangerines, half box	2 50	3 00
" Valencias, 420's and 714's	4 25	5 50
" navels, 96's, 250's	2 50	3 50
Grape fruit, 46's 80's	3 00	3 75
Lemons, Californias, boxes	3 50	4 00
" Messinas, 300's-360's	2 75	3 00

Limes, per crate		
Pineapples, Florida, 30s and 24s	4 25	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	10 00	11 00
" " crate	3 50	3 75

VEGETABLES.—The potato market is easy, and prices are unchanged. Imported lettuce and out-of-season specialties, such as radishes and cucumbers, are a little dearer. Citrons are no longer quoted, and parsley is scarce. Rhubarb is added to this week's list, prices ranging from $1.50 to $2.00 per dozen bunches.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per hamper	2 00	2 25
Onions, Spanish, per large case		2 50
" " small case		1 00
" Yellow Danvers, bags		1 15
" Canadian, per bag		1 10
Cabbage, new Canadian, per bbl		1 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 00	1 25
Green onions, per doz		0 20
Radishes, Canadian round, per doz	0 50	0 60
Cucumbers hot house, per doz		2 50
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush	1 50	1 60
" " " hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, California, per crate		2 75
Peppers, per basket		
Parsley, per doz	0 20	0 25
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 6½ and 9 doz		5 50
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 50	2 00

FISH.—Prices of some lines are slightly lower this week, but on the whole there is not much change.

Fresh halibut		0 18
Haddock, fresh caught, per lb		0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	1 00	1 25
Striped bass, per lb		0 15
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket		1 25
Eastern salmon, per lb		20
Finnan haddie, per lb	0 07½	0008
Oysters, per gal	1 80	1 85
Labrador herring, per half bbl	3 00	3 25
" bbl	5 50	6 00
Frozen Halibut, per lb		0 10
Sea herring, per lb		0 04½
Pink Salmon, per lb		0 09
Red "		0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb		0 10
" extra, per lb		0 15
Lake Superior herrings, per lb		0 03½

The S.S. Mariner, has reached Bay of Islands, Newfoundland, for a cargo of frozen herring for the Atlantic Fish Companies. This will be her second trip for the season. The Lunenburg vessel, Glenwood, finished loading herring last week. She had on board, in all, 1,250 barrels of salt herring. This is the fifth vessel loaded this season by the Atlantic Fish Companies, making in all, a shipment of about 6,000 barrels.

Barker & Co.'s general store, McLeod, was recently burnt. There was no insurance. Reach & Co. were also burnt out, but carried some insurance.

"HOME GUARD"

is the brand of **FINEST MESSINA LEMONS** that comes to Canada.
A fresh shipment received. Order early.

California Celery

We have already handled 7 **CARS** and the season is just nicely started. We want everyone of you to handle it—a quick seller and a good profit maker, put up in 6, 6½, 7, 7½ and 8 doz. to crate, price $5.50 per crate.

TRY A CASE

WHITE & CO., Limited
SOLE AGENTS
HAMILTON TORONTO
USE THE PHONE

MAKE A "ST. NICHOLAS" RESOLUTION
NOW — and you will keep it until such time as it is time to : : . — RIP
W. B. STRINGER & CO., Sole Agents, TORONTO

GRAPE FRUIT extra fine this week, special price . . . . **$3.50** per box
54, 64, 80 sizes
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
FRESH KILLED POULTRY WANTED. IF YOU HAVE ANY, SHIP US.

DON'T let your stock run too low on
FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.
We also have our **FANCY BANANAS** this week.
Phone or mail us your orders, we will catch first train
HUGH WALKER & SON GUELPH ONT.

HEAD QUARTERS FOR
Florida and California Green Fruit and Vegetables
We are sole Eastern Canadian Agents for **Chase & Company, Florida; Stewart Fruit Company, California;** also represent **Glover, Hill & Co., Liverpool,** for the distribution of Valencia Oranges and other Spanish products.
Prices for carload lots furnished the wholesale trade on application.
We also cater to the retail dealers for small lots of all kinds of Fruit and early Vegetables in our market—our prices consistent with good quality. Give us your orders.
Long Distance Phone M. 2702 MONTREAL FRUIT EXCHANGE 195 McGILL STREET, MONTREAL

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

PERSONALS

G. A. Dufort, of Arthur Laframboise, Montreal, spent New Years in Quebec.

Ed. Cowan, Montreal, manager of the Cowan Company, Limited, was in Toronto this week.

Alex. W. Grant, of Alex. W. Grant & Company, Montreal, has left for Europe, on his annual trip.

A. H. Casavant, of The Canada Direct Tea Trading Company, Montreal, has left on a trip to the Maritime Provinces.

A. Bodenweiser, (Bode), Montreal, the gum man, passed through Toronto on his way from Chicago, where he and Mrs. Bode had gone for the holidays.

J. A. McCrea, of Guelph, whom grocery fame classes as a top notcher, has been laid up for a couple of weeks with throat trouble, but is again able to be about.

W. H. Millman, of W. H. Millman & Sons, Toronto, has spent the week in New York, in company with A. H. Baker, of the Old Homestead Canning Company, Picton.

J. B. Campbell, of the "Acme" Can Works, Montreal, was a caller, last week, at the Toronto offices of The Grocer. Mr. Campbell has always his book full of interesting news, and is posted right up in the trade.

Joseph White, representing Crown Manufacturing Company, Toronto, started out on the Northern and Eastern trips on Monday. Business to end of year, on his ground, was reported good, and prospects bright for 1907.

Victor Teasdale has been given the Eastern Townships territory representation for Laporte, Martin & Cie., Ltee., Montreal. Mr. Teasdale has been with this firm for some time, but he is, just now, making his first trip in the E. T.

E. Littler, Canadian manager of Walter M. Lowney Company, Limited, Montreal, was in Toronto this week. Mr. Littler was west with a view of securing a distributing warehouse for their Toronto and Western Ontario business, the growth of which makes this new departure necessary. Notice of location of Toronto warehouse will be given later.

Walter J. Elliott, formerly on the staff of E. W. Gillett Company, has joined Laporte, Martin & Cie., Ltee., Montreal, as sample room manager. Mr. Elliott has had much experience in the trade, and has many friends who will be glad to hear that he is now in Montreal. Mr. Elliott, when with E. W. Gillett & Company, covered part of the Province of Quebec.

We Would Like to See

you order our

Pure Apple Cider

We know you can with great ease retail it.

Write for proposition.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.

Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

E D S

Just Something Better, Purer and More Wholesome

than the best produced by all other Canadian manufacturers is

"E.D.S." BRAND Jams and Jellies

A strong way of stating our case, but hardly as strong as the facts permit. Ask us for proofs of our assertions. Send along your test order to-day. That is the first step toward cornering a paying trade.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Largest Packers of Sea Foods on North Atlantic Coast.

Packers of Celebrated

"Halifax"
"Acadia"
"Bluenose"

Brands of

Prepared Boneless Codfish

Packed in clean original packages.

The Trade-Mark of quality on every package.

Sold by grocers everywhere from Atlantic to Pacific.

SEND FOR PRICE LIST

ATLANTIC FISH COMPANIES, Limited

Head Office : ***LUNENBURG, N.S., Can.***

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS :

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1 lb. tablets
CHEBUCTO—In 1 and 2 lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent—

Montreal—A. A. Perry, 6 St. Sacrament St.
Toronto—Anderson Powis & Co.
Hamilton—Alfred Powis
London—Wm. G. Coles & Co.
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

FRESH

Haddock
Cod
White

SMOKED

Ciscoes
Finnan Haddie
Bloaters—Mild Cured
Kippered Herrings
Digby Smoked Herrings

FROZEN

Lake Herrings
Trout
Halibut
Qualla—Pink Salmon
Manitoba White
B. C. Salmon
Smelts
Flounders
Mackerel
Striped Bass
Yellow Pickerel
Pike

SALTED

Labrador Herrings
Salmon
Trout
Mackerel

PREPARED

Green Cod
Skinless Cod
Boneless Cod
Shredded Cod

We are carrying a full line of the above and stocks are Al.
Send along your orders

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

WE ARE COME TO STAY

We are sold by

ALL LEADING WHOLESALE GROCERS IN CANADA

Ask for us. **We are the best.** **Take no other.**

GOLDEN RULE BRAND SARDINES

J. W. WINDSOR, Montreal

Packers of the largest assortment of Canned Goods and Jams in Canada.

FINNAN HADDIES

NEW CURED STOCK

It pays to get the best when you are buying this line. **LEONARD'S FINNAN HADDIES** take second place to none. Quality guaranteed absolutely **the best.**

Anything and Everything in Fish

Our assortment is the largest and best in Canada. Our prices will interest you---write for them. Give us a trial order.

Also
ST. JOHN, N.B.
GRAND RIVER
GASPE

LEONARD BROS.

20, 22, 24 and 26 Youville Square - MONTREAL

P.O. Box 639
Long Distance Phones

¶ I will prepay express on an assortment of 500 of my cigars to any new customer in 1907.

¶ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.

¶ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.

¶ I bring the goods to your counter, give you your time to prove they will "make good." I take all the risk.

¶ If you want a better offer let me hear it, as I have not been able to "think it up."

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

¶ **NOTE**—This offer not necessary to 1906 customers as they all order in 1,000 lots and upwards.

The Tobacco to Handle

T. & B. still forges ahead because it is a good honest pipe tobacco, with a world of solace in every ounce.

T. & B. is not only popular with the smoker—it's also the grocer's favorite because the margin of profit is just right.

T. & B. widens your chances of trade, builds up good lasting friendships by the score, and incidentally helps you provide a decent competency not only for yourself but also for your posterity. Good Tobacco! Why—if angels smoked they'd smoke none other.

T. & B. is certainly the tobacco you want to handle

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

CIGARETTES IN CUBA.

It is rather a surprising fact that in Cuba the cigarette enjoys a greater measure of popularity than does the cigar. One would think that in a place like Havana, the home of the finest cigars made, one would find the people smoking nothing other than the long weed which they make from their excellent tobacco. This is not the case, however, for preference is given to the cigarette by the masses.

The better class of people, while they smoke more cigars than the poorer inhabitants, view with greater favor the popular cigarette, so that all things considered, the cigarette enjoys greater popularity than the cigar in the Island of Cuba. Foreigners residing on the island at first prefer the cigar, which, after all, is natural on their part, since they have heard so much about the weed and smoked it so often before landing in the country where the cigar has its origin.

Little children, boys, girls, men and women, all smoke the cigarette, year in and year out. It is not considered improper for a woman to smoke in Cuba, and the natives practice it quite freely and without being considered as doing anything but what is natural. Under these circumstances it is not surprising to find by official returns that Cuba requires more cigarettes annually than does Canada, although the population of the former is approximately one million and a half against Canada's six millions. Climatic conditions on the island are such that smoking is not as likely to injure those who indulge in it as it is to harm those smokers who reside in Canada and other such countries.

There are numerous cigarette factories scattered over the island and these are kept busy all the time. The same quality tobacco is used in making the cigarettes as that used for cigars. The only difference is that the large leaves are kept for the cigars while the very small leaves, and the trimmings and waste tobacco (finer grades) are utilized in the manufacture of cigarettes.

The Cuban cigarette differs considerably from the Canadian. It seems to have more body in it, and there are other differences which are noticeable to one accustomed to handling all kinds of tobaccos. The wrappers which are most extensively used are three in number—the pectoral, rice paper and waxed paper wrappers. Owing to the cheapness of tobacco and labor the Cuban cigarette manufacturers are about to put their goods on the market at a very low price. The popular price in Cuba is cuatro centavos, or four cents, for a package containing sixteen cigarettes—four cigarettes for one cent. There are other qualities which sell for two, three and five cents, but the four cent package is regarded as the standard. There would probably be packages to sell as high as ten cents, packages which might contain a greater number of cigarettes, but sixteen is considered the most convenient number from every standpoint. For instance, the Cuban excise duty amounts to one cent on every fifty cigarettes, which, by making sixteen cigarettes constitute one package, makes this one cent for three packages. If seventeen cigarettes were packed, the duty would come to a fraction over one cent on every three packages, and would entail a great deal of useless figuring, which is avoided by the use of the recognized sixteen-cigarette package.

Owing to the scarcity of tobacco this year, it is to be wondered at where manufacturers are going to make money by selling cigarettes to retail at four cents a package—and the manufacturers themselves are wondering.

SMOKE AND SUCCEED.

Modern Demand of Business Sociability Helped by Use of Tobacco.

"Business is business," is no longer true. In these days the rendering should be, "Business is sociability."

A correspondent from the north of England who recently replied to an advertisement requiring "A gentleman of good social position for an important post in a large industrial firm," writes as follows :—

Smoke, Golf, Motor.

I had an interview with the advertisers, who, after a brief discussion of my business qualifications and experience, asked me whether I smoked, played golf, and could drive a motor-car.

I was informed that unless I could answer these questions in the affirmative, my application could not be entertained. "For," said my prospective employers to me, "in these days it is essential to cultivate the social side.

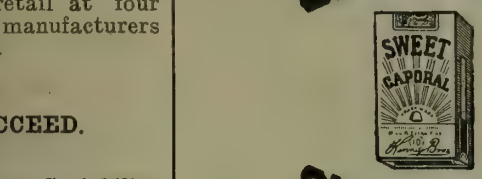
"You get on better with your clients, customers and rivals if you are on good terms with them ; in fact you are distrusted if you do not smoke with them.

Inner Freemasonry.

"You are an outsider, excluded from that inner freemasonry of mankind, and the more personal relationship you can cultivate, the more consideration in business matters you are likely to receive.

"If you golf, or drive a car, you have

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

To all my customers I wish a Prosperous and Happy New Year

JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

Office and Store, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street

PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

an enormous pull over others who do not do these things, and who are, in consequence, termed 'rank outsiders.'

"You must have more than business credentials in these days if you want attention. But mind you, we don't want anyone who drinks. That is fatal. Even a moderate drinker, in these days, goes down in the esteem of his business acquaintances and competitors, if he takes an occasional glass during the day.

"It is bad form, as well as a bad sign, indicative of laxity and carelessness and a procrastinating nature. We must have a man who does not drink, but he must cultivate sociability as a business factor."

TIN CIGAR BOXES.

Down in Cincinnati cigar manufacturers are contemplating the use of tin boxes in putting up their cigars. The price of wooden boxes has been advancing steadily for some time, and if they go much higher manufacturers will be losing their profits. Buying the tin boxes in large quantities, it is possible to secure them at a very reasonable price.

TOBACCO LEAVES.

Chas. Landau, representing the Independent Havana Cigar Manufacturers in Montreal, has left for an extended trip to Havana and other Cuban points.

Ed. Youngheart, of Ed. Youngheart & Co., Montreal, has returned from an extended trip to the West.

Farmers in Essex County, Ontario, expect to make about $100 an acre on their tobacco crop for 1906. The price is unusually low, but the crop is a heavy one.

The third International Tobacco Trade Exhibition will be held in London, England, in April, 1907. It is promoted by the proprietor of two well-known tobacco journals. Representatives from the British colonies at the exhibition are desired. It is stated that it is a unique opportunity for colonial manufacturers and tobacco growers to impress the British trade and public with the resources of the empire.

TRADE NOTES.

Gorman & McFarlane, general storekeepers, Douglas, Ont., have dissolved partnership, and the business will be continued by W. H. McFarlane.

D. Granda, of F. & J. Granda, Montreal, has returned from a trip to New York.

A. P. Tippet & Co., Montreal, have issued a very neat desk calendar for 1907.

John McInnis's grocery, Londonderry, N.S., was one of the stores that suffered in a fire which caused $30,000 damage on Dec. 13.

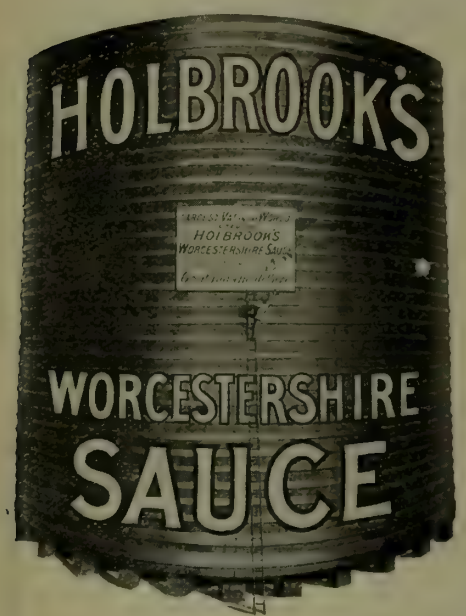
Thieves broke into J. W. Johnston's grocery, St. Thomas, on Dec. 5th, and took away with them a dollar in change and some goods.

Twelve actions have been entered by the Revenue Department against grocery storekeepers in Griffintown for selling liquor by the glass.

The grocery and general stores of Chamandy Bros. & Co., Chaplle Bros., and K. George & Co., North Bay, were recently damaged by fire.

Jas. Burgess & Sons, general storekeepers, Grand Falls, N.B., and Puddington & Merritt, grocers, St. John, are applying for charters.

Robert Watson, manufacturing confectioner, has bought the factory on Sorauren Avenue, Toronto, formerly occupied by the Liszt Piano Co.



The Largest Vat in the World!

NOW BEING USED IN
THE MANUFACTURE OF

HOLBROOK'S SAUCE

WILL FILL 2,500,000 BOTTLES

PURE FOOD NOTICE

Holbrook's Sauce is guaranteed to be absolutely free from all injurious chemical preservatives.

Canadian Branch: 25 Front St. E., TORONTO. Canadian Manager: H. Gilbert Nobbs

"I NEVER KNEW," ***a grocer was saying the other day,***

" that there was so much clear profit in handling a line of cigars. I always thought a grocer ran a risk in carrying such a stock; but a traveller came round and supplied me with

Hogen-Mogen and Royal Sport Cigars

which I have been selling ever since. Everybody seems to like these cigars. They're sellers all right."

DO YOU KNOW THIS?

The SHERBROOKE CIGAR CO.

SHERBROOKE, QUE.

INVENTORY SYSTEM

Did it ever occur to you the convenience it is in having a

Loose Leaf Stock-Taking Sheet ?

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

By their use it will facilitate the taking of your Inventory, lessen the possibility of making mistakes, and allow any number of clerks to work at one time. Each class of goods can be kept on separate sheets, then the whole can be assembled together in one of our Binders and kept in convenient form.

Before you think of taking stock write us for sample sheets and further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : 18 Toronto Street
Montreal Office : Alliance Bldg., 107 St. James St.
Winnipeg Office : 11 Nanton Blk., Main St.

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties CO.,

126 Adelaide E., TORONTO

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have excellent proposition to make in most Canadian cities for merchants to use electric signs.

Let us hear from you, and we will send you circulars.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

Time Saved is All Profit.

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO.

Business Systems will cut the book-keeping of any business in half.

Business Systems are proportionately as economical for a corner store as for the largest wholesale house.

* * * * * *

Our Monthly Account System posts your books and makes out your customer's accounts with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the possibility of anything being forgotten.

* * * * * *

Will you let us tell you more about this in detail?

Write us for full particulars.

It does not obligate you to buy.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited
BERLIN, ONTARIO

Representatives:
Manitoba: Stuart Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY
Granulating 2 lbs. per minute.
Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

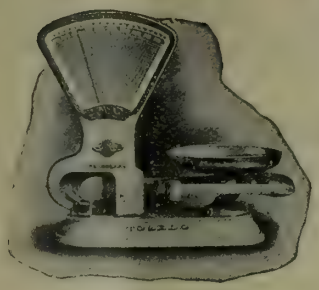
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

voreo ver, regular subscribers are allowed to adertise without charge in the paper. See the rules.

THE QUESTION IS--

Can you afford to carry on business without a

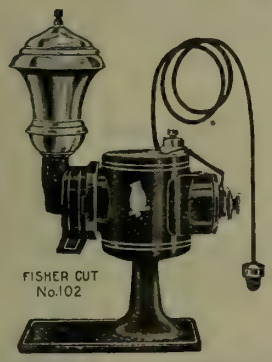
Duplex Counter Check Book?

Most progressive Grocers have decided that they can't. We would like to hear from you.

The Carter-Crume Company, Limited

Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

The next best thing to a big advertising appropriation is a

Climax Waggon

We are quite airy about the waggons we turn out and we've good reasons for being so.

The materials are the best available.
Work solid and artistic.
Prices—just what you expect to pay
Prompt shipment.

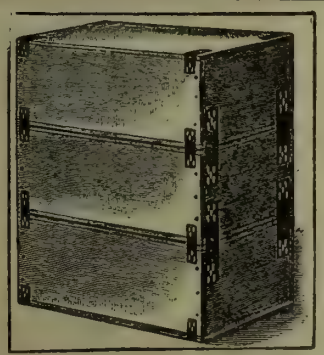
H. G. Abbott & Co. London, Ont.

A Handy Method

For repairing boxes or binding 2 or 3 small ones together, use

Warminton's Clutch Nails

Also strapping, hoop iron and specialties for the shipping department. Write for samples to



J. N. WARMINTON

43 Scott St., Toronto **207 St. James St., Montreal**

WITHOUT SPOT AND WITHOUT BLEMISH

are the sound, selected fresh fruits, which, with pound for pound of absolutely pure cane sugar, the "know how" to boil and thorough cleanliness, are all that go to make

Upton's Home-Made Jams

The bottle, the label and the color of the contents are all closely imitated with the refuse of Canning Factories, artificially dyed and got up to look the same. But taste the same?—never. How could they? The Upton Method produces the Upton flavor, the flavor of nature which will appeal to your customers.

The close and the clumsy counterfeit are alike worthless. Throw them out. Follow your customers' example; stay with a good thing. It's the best way to build trade, and—what we all aim at—the sure way to make a profit

UPTON'S JAMS, JELLIES AND MARMALADE

are honest value. Show them and they will sell themselves.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 10, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 07 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ¼-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	3 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household." 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case.....per doz.,	$ .90
1 " " 4 " " "	2.40
" " 2 " " "	4.75
" " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors..21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins..36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins..36c.	
5-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins..26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.	

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4.65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 30-lb. boxes	37½c.
" IV, 30-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 10
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

More Fatal Accidents

The Daily Papers reported during December 1906, six very serious accidents from explosions of inferior, inflammable stove polishes. Two of these accidents are reported as fatal to the unfortunate users of the dangerous mixtures.

These accidents are by no means rare. Don't take any chances by selling your customers dangerous explosives under the name of Stove Polish.

Push **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins. Both are absolutely safe. Both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Now is the time to test the value of
Condensed Milk and Evaporated Cream.

PEOPLE WANT PURE MILK.

Let us point out to you that the world's most eminent health and food specialists have awarded the palm to

Borden's Brands

"EAGLE" Condensed Milk **"PEERLESS" Evaporated Cream** (Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending and selection of the bean, combined with the use of the best and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case. per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09¾
Tubs, 60 lbs	0 09¾
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10⅝
" 10-lb. "	0 10¼
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
2-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

1879 — 1907

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

In looking back over the span of a quarter century and more, everything seems to have changed.
Everything, did we say?
No, not everything, for

WOOD'S COFFEES

remain the same pure standard goods they were when first launched.
The only changes affecting them have been steadily increasing sales and radical improvements in our methods of handling.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OGILVIE MILLS.

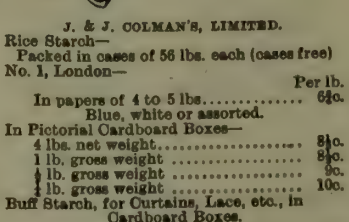
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

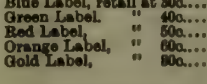
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

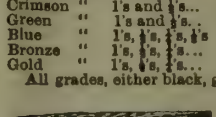
Black Label, 1-lb., retail at 35c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 23
Green Label, " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

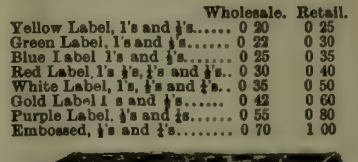
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.		0 35
" " 30 1-lb.		
" " 120 ½-lb.		0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 26
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$ ....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and ⅛s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 20½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 50
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 23½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case	1 10

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:

ROSE & LAFLAMME

Montreal and Toronto

IMPORTANT NOTICE TO GROCERS

Finding that we have been infringing on another firm's rights, by using the name Welcome for our leading brand of soap, we have changed the name and will continue making this brand under a new name which will appear in our next advertisement.

The Guelph Soap Co.

J. C. WALKER
E. J. C. WALKER, Props.

Don't Be Caught

like many canners were this year—with a short supply of cans and a large pack of fruits and vegetables ready for canning.

It is poor policy to put off ordering your cans until the last minute, when chances are that the manufacturers cannot guarantee to supply the goods.

Acme Cans are Good Cans

and give satisfaction.

– Order from us to-day

Acme Can Works

MONTREAL

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Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

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Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Crain, Rolla L., Co, Ottawa

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Campbell's, R. Sons, Hamilton.

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

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Abbott, H. G., & Co., London, Ont.

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Bradstreet Co.

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Atlantic Fish Co., Lunenburg, N.S.
Windsor, J. W., Montreal
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
Windsor, J. W., Montreal.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co, Toronto.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

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Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
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Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Martell-Stewart Co, Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
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Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.

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Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

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Crain, Rolla L., Co, Ottawa.
Ontario Office Specialties Co., Toronto
Universal Systems, Toronto.

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Crown Mfg. Co., Toronto.
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Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
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Oakey, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
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Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St Stephen, N.B.

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Church & Dwight, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

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International Stock Food Co., Toronto

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Ozo Co., Montreal.
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"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

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Braid, Wm., & Co., Vancouver, B.C
Ceylon Tea Traders' Assn.
Codville-Georgson Co., Winnipeg
Crown Mfg. Co., Toronto
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Assn.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

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Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.
United Factories Ltd, Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.

Yeast.
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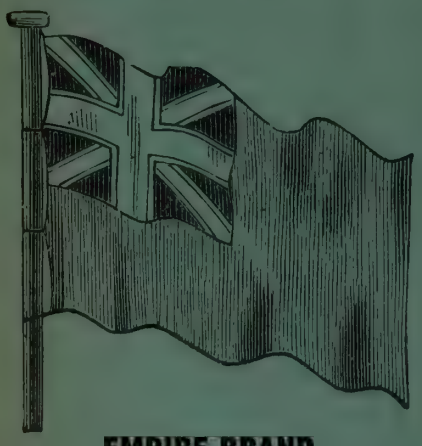

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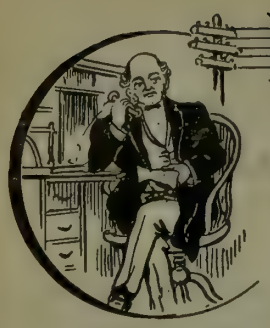

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(Continued on page 4).

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gives you the opportunity to build up a good paying cigar trade

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1-lb. Packages

Also in Vermicelli and Spaghetti

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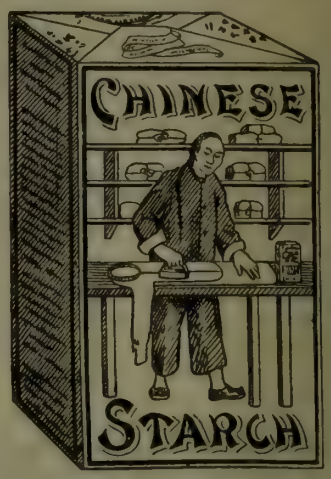

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TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL

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Why! Go burn it. There is 10 times more satisfacti on in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

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C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Hamilton, January 3rd, 1907

Dear Sir:—One of our wholesale customers called us up on the 'phone the other day, and mentioned that one of his country customers had sent some Poultry for our Aylmer factory in his care, and that the price was to be 10c. per lb. "I had no idea," said he, "that your "people pay such high prices for your Poultry. Some "retailers and consumers seem to have the impression "that all Canned Poultry is made up of all kinds of scrap "meat, and if they were acquainted with the facts **that you "pay such high prices for your Poultry, and insist on the very best quality,** "it would increase the consumption very much." We assured our esteemed customer that our **Canned Poultry** was **absolutely guaranteed** to be **exactly what it is represented to be,** and that taking into consideration the trouble in cleaning Poultry, waste of bone, etc., our Canned Poultry is very much better and cheaper than Poultry in its fresh state.

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Yours faithfully,

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LIMITED

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1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as what it would pay to grow it; and buying fruit at this price naturally we can afford to use more of it.

2. Our Jam plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

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5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

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We quote Standard Brand Jam
In 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited

MONTREAL

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"SALADA"

CEYLON TEA

in 1906 over 1905 amounted to more tea than we sold altogether in the first FIVE YEARS we were in business.

In the City of Toronto, where we have only been doing business for 15 years,

out of every two pounds sold, one is "SALADA"

and "SALADA'S" sale is still growing.

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The original makers of

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The Favorite Relish of Bygone Years

Ahead in the Race for the New Year

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Sterling Brand Pickles

Made in Canada by

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We are prepared for

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Selected.
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Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
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A Small Ad, but a Large Quantity of Goods to Offer in TEAS, COFFEES and SPICES

1400 h/c of **CONDOR** Japan Teas from - - **18**c. to **42½**c.

No change in quotations from last year, although market is much higher.

SPECIAL **30** pkgs. choicest Darjeeling Indian Black Teas at - **40**c. and **50**c.
90 chests Indian Black at - - - - - - **13**c. and **15**c.

If bought to-day, these 90 chests would cost us more than what we are asking for them.

ASK FOR SAMPLES. IT PAYS!

OUR BRANDS OF COFFEES

attract the attention of buyers by the perfection of their blends as well as by their unchallenged value and superiority. They possess strength and aroma, please the consumer and are profitable to the retailer. **Our Coffees are roasted by the most improved gas machine.**

OUR BRANDS	Plantation	Old Crow	Condor	EMD
Whole or Pure Ground	18½c. per lb.	25c. per lb.	30c. per lb.	35c. per lb.

MADAM HUOT'S COFFEE *The Gem of all Coffees*
1-lb. tins, **32**c. 2-lb. tins, **62**c. per tin.

A fancy tin free and freight paid on all trial orders of 50 lbs. and over.

THE E. D. MARCEAU CO., LTD., Montreal

VINEGAR PERFECTION

To do one thing well ensures SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINECAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell LONDON, ENG.

ITALIAN PRUNES

40/50s. 50/60s. 60/70s. in 10lb., 25lb. and 50lb. Boxes,

Now in Store. ***Price Right***

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

SEND US YOUR ORDER

for

LARGE VALENCIA RAISINS in bags at 7 1-2 cts.

WE ARE OVERSTOCKED

in Easter Brand Prunes. Get our prices.

T. A. BOURQUE & CO., **Wholesale Grocers**, Sherbrooke, Que.

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Head Office
WINNIPEG

CALGARY, ALTA.

Don't worry!

Have you any customers to whom you sell everything **but** Coffee? People who are content to buy their sugar and salt from you, but who go to the other grocer, round the corner, for their **Coffee?** What's the reason? Don't you give attention to the Coffee department of your business? There is no single line you handle that affords the all-round profit to be got from an intelligent handling of Coffee. Perhaps you have never had the right blends.

Your Coffee Problem is Solved

and you will have no further need to worry if you use the **White Swan** blend. It is a blend selected by experts who have spent a lifetime in the business. It is specially prepared for particular people, and its peculiar excellence always satisfies the most fastidious palate. The very tin, too, is high grade. You will soon get a profitable coffee trade if you handle it, and the profits that have been going "round the corner" will once again find their way into your till.

We will cheerfully mail samples on request.

The Robert Greig Co., Limited, Toronto

GREIG'S **White Swan** BRAND

1907

Make the year 1907 the best in your Coffee Department by selling Chase & Sanborn's High-Grade Coffees.

Chase & Sanborn,

The Importers, **Montreal**

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

"CAMP" COFFEE

Tell your Customers

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well. Serves your customers well. Stock it freely.

Manufactured by
R. Paterson & Sons, Coffee Specialists, Glasgow.

Sole Agents:
ROSE & LAFLAMME
Montreal

PUREST BEST

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 6

So you see I had a reason for ordering Southwell's Jams and Marmalades and have a reason for perpetuating the order.

I tell you it pays to study the supply question.

If you act on my advice you will study it in your store—you will give Southwell's Jams and Marmalades a try.

WRITE

FRANK MAGOR & CO.

Canadian Agents, Montreal, for particulars.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit Jams

Pure Fruit Marmalade

Tartan BRAND

SIGN OF PURITY

OUR ANNUAL TEA SALE

BIG VALUES

GOOD TIME TO BUY. GET YOUR GOODS **NOW** AND GET THE CHOICE.

PHONE 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

Alibert Sardines

Large lot just arrived. Standard ¼ size. Key-opening tins.

Here's a Good Proposition

Alibert's sardines are the best packed. They are put up in an attractive package, and are preferred over all other brands when once used.

If your wholesaler does not handle them wire or write us direct. We'll do the rest.

C. A. Chouillou & Co.

14 PLACE ROYALE

MONTREAL

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

Our Travellers Will Tell You

how easy it will be for you to get a beautiful old Mission Style, Cathedral Gong

8-Day Clock

No loading up with goods; no long price. You simply buy a stated quantity of the highest quality goods in their line to be secured at the price of ordinary goods, and the clock is yours.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Japan Tea

has a fresh, soothing flavor that is delicious ---the result of expert cultivation in the most successful tea-growing districts in the world.

The first sip tells you that it is a different tea from any other. In Japan are only found the soil and climate necessary to produce the superior quality.

LENT—1907

We are ready to supply the following Lenten lines :

CODFISH

Quintal Hard Dry
Skinned and Boned Cases
Acadia Skinless
Sealy 1-lb. bricks
Sealy 2-lb. bricks
Quail on Toast, 1's
Quail on Toast, 2's
Imperial, 1's
Bluenose, 1's
Acadia, 1's
Acadia, 2's
Memory Food

HERRING

Smoked
Labrador Barrels
Labrador ½-Barrels
Labrador Pails
Split ½-Barrels
Split Pails
Mackerel ½ Barrels
Mackerel Pails

CANNED FISH

Clams
Bloaters
Finnan Haddie
Fillet of Herring
Fish Balls
Kippered Herring, Canadian
Kippered Herring, Imported
Fresh Herring, Canadian
Fresh Herring, Imported
Herring in Tomato, Canadian
Herring in Tomato, Imperial
Herring Smoked in Oil
Herring in Shrimp Sauce
Lobsters, 1's, ¼'s, ½'s
Oysters, 1's and 2's
Salmon
Shrimps, Pickled
Shrimps, Dry
Sardines, Canadian
Sardines, Imported
Sea Trout

James Turner & Co., Limited - - Hamilton

"EDINBURGH'S PRIDE"

EVERY OTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

TEAS TEAS

Our Specialty, and the largest stock in the trade to select from

Ceylon and Indian Blacks

Ceylon Greens, "Butterfly" Brand

Japan Greens, "Butterfly" Brand

Coronation Blend

King's Royal Blend

Ceyloya and Queen Bee Packages

WARREN BROS. & CO.
Toronto

COST OF DOING A RETAIL BUSINESS

An Address by H. C. Beckett before the Hamilton Retail Grocers' Association.

Only four or five in a hundred of the people who go into business succeed. The other ninety-five or six either go to the wall or eke out a bare existence.

Ninety per cent. of the retailers don't know the cost of doing business. If this be true, and the view is strongly held by a great many business men, it is time to make a thorough study of the cost of doing business. The old school definition that profit is the difference between the cost and selling price of an article is wrong. The expense of doing business must be subtracted from the profit and the grocery trade affords a great many instances of where that can't be done.

There are two reasons for this lack of knowledge of the cost of doing business. The first is bad or inefficient methods of bookkeeping; the second a failure to include in the cost of doing business all the items of expenditure that go to make it.

An Example.

To illustrate: Suppose a man is doing $12,000 business per year with $3,000 invested, I would figure the cost something like this:

Interest on capital, 3½ per cent.	$105
Rent	200
Salary to proprietor	800
Wages to employes	850
Insurance	50
Taxes	30
Horse keep, repairing rigs, etc.	75
Light and heat	50
Telephone	20
Depreciation in value of fixtures	25
Postage, etc.	25
	$2,230
Now suppose he figured 20 per cent. profit on selling price of goods, $12,000, we have	2,400
Less	2,230
Net Profit	$170

The first item is interest on the capital invested. If a man were working on borrowed capital he would pay interest. If a storekeeper borrowed half his capital, the interest on his own money would be as legitimate an item of expense as the interest on what he had borrowed. This should include also interest on the value of stock not paid for. It should include also interest on all outstanding accounts owing him. If a firm has $1,000, or $25,000 open accounts on their books the interest on that is assuredly a legitimate cost of doing business.

No Doubt About These.

Then there are items that leave no room for questioning—rent, taxes, fuel, light, wages, advertising, insurance. If a storekeeper owns his premises he should include rent, or what is the same thing, interest on the value of the property.

If a storekeeper employed a manager, the business would have to pay the manager's salary. If a man manages his own business he should have a salary just the same.

Some people might say "his profits are his salary." Not at all. That is putting him in a worse position than his hired manager. If a business failed, the worst that could befall a hired manager would be the loss of a position. He risks nothing. The storekeeper risks all he puts into the business.

Fixtures Wear Out.

Depreciation of stock and plant is not a myth. Scales wear out, horses get old. The loss of goods in weighing is a case of "many a mickle makes a muckle." It is a very natural tendency in salesmen to appear liberal and the effort to fight against it is not likely to be so strong if one is dealing with some

H. C. BECKETT.

one else's goods. Some people will rashly assert that what is given away in over-weight won't amount to a hill of beans in a year. Suppose that on an average a man gave over-weight of an ounce every time he sold a pound. Many sales would be more than one pound, many would be less. The best cure for over-weight is to have goods weighed up in advance wherever possible.

No one will dispute bad debts as a legitimate item in the cost of doing business account, but some may not have the courage to make a clean breast of it and admit the loss.

Repairs are continually necessary. Every person utilizing any kind of plant should know the percentage of depreciation and provide for it. If a horse lasts five years, in one year a fifth of his value is used up, has gone into the cost of doing business.

Cost of Deilvery.

The cost of delivery would surprise some merchants if they would give it careful consideration. Here is how a retail grocer in an Ontario city doing a business of $125,000 a year figures it out. He keeps eight delivery wagons:

Interest on investment, 6 per cent.:		
Barn	$1,300	
Rigs	1,000	
Horses	1,200	
	$3,500	$ 210
Wages of drivers		4,000
Keep of horses		1,162
Taxes on stable		33
Repairs		400
Total		$5,805

This is just a little over 5 per cent. on the turn-over and shows that it costs this grocer $725 a year to keep one delivery wagon. It will cost the man who keeps only one more.

A man in business is not in business for fun, or for a mere living. He should accumulate a certain sum each year to the good that would keep him from want by the time he is 55 or 60 at any rate.

Curse of Business.

The temptation to cut prices is the curse of business, and it is ignorance that is at the root of all cutting, the lack of knowledge of the cost of doing business. It is the principal reason for failures. The result of cutting is that a man's family suffers. He is not able to give them a proper education. He is not able to take the recreation due himself.

There is no man works harder than the retail grocer; he seldom takes a holiday; he is grinding all the time. Quite a number of the retail grocers and general merchants throughout the country never could make ends meet if it was not for a family combination. They get in their sons and daughters and don't half pay them.

The proportion of those who succeed in the grocery business is very, very small, probably not over five per cent. It doesn't necessarily follow that all the rest fail; they simply exist.

I place the cost of doing a retail business at 22 per cent. of the total turn-over, and suggest the following as legitimate charges: Interest on investment; interest on open accounts, salary, wages, rent, fuel, light, taxes, advertising, depreciation of stock, loss in overweight, bad debts, delivery, repairs and renewals, paper and twine, incidentals, telephone, etc.

WHOLESALER WHOM HIS STAFF DELIGHTED TO HONOR

Hugh Blain Presented by the Travelers and Staff of Eby, Blain With a Handsome China Cabinet and Ornaments.

The traveling and office staffs of the Eby, Blain Co. took Hugh Blain of that firm by surprise on Saturday at noon and presented him with a very handsome china cabinet and a pair of ornaments of exquisite design and workmanship as an expression of their hearty appreciation and good wishes on the occasion of his recent marriage. Of course the travelers were into it and they were all there but R. W. Ritchie, the senior member of the staff, who was only kept away by illness. The other travelers present were:—J. W. Borsbery, J. A. Milne, F. J. Watson, H. C. Baker, T. A. Wilson, L. E. Morden, D. Casey, A. L. McKechnie, J. N. Notter, T. S. Grant, J. A. Taylor, J. A. Montgomery and J. W. Maybee, manager of the coffee department.

Mr. Blain, when he saw them moving in the fine furniture and the staffs assembling, "tumbled" but he had no time for effective action before he found himself arrayed against the multitude that crowded the private office and swarmed out into the sample room and general offices and J. W. Borsbery, the senior member of the traveling staff present, reading the following address:—

"To Mr. Hugh Blain:

"It is with more than an ordinary amount of pleasure that the travelers and staff of The Eby, Blain Company, Limited, have an opportunity presented to them to show in a little more tangible form than usual, the very high esteem with which they have always regarded you, and they feel that the occasion of your recent marriage is a favorable and opportune time for this.

"I feel specially happy at being chosen to present this address, and with it this china cabinet and contents, not only because of the unanimous good wishes of every employe which I know go with it, but also because I am proud to be one of the oldest employes of the largest exclusively wholesale grocery house in Canada, and to have been associated with you for so many years.

"In reviewing the past 26 years, during which I have been continuously connected with The Eby, Blain Company, I can only look back with the most pleasant recollections, and I feel sure that the harmony and good feeling that has always existed among all the employes during all that time, has been due in a great measure to the courteous and honorable treatment that everyone has received at your hands. We all respect your high sense of public duty, and your character as a man, and sincerely hope that you will be spared for many years to enjoy a well-earned prosperity.

"We wish you to convey to Mrs. Blain our hearty congratulations, and although we have not the pleasure of her acquaintance, we know she must be a very fine woman, or she would not be the wife of our esteemed employer and respected citizen. We trust that your journey through life may be over a pleasant road, and crowned with success and happiness.

"Signed in behalf of the travelers and office staff.

J. W. Borsbery."

Jan. 12th, 1907.

It was not in any too steady a voice that Mr. Blain responded. He said: —

"Mr. Borsbery, Ladies and Gentlemen:

HUGH BLAIN.

"This has not taken me by surprise altogether, because I came in five minutes ago and saw the beautiful cabinet being covered over, although Capt. Maybee did not see me, and I have been trying ever since to read a letter in the other office. I can say, without any reflection on my conscience at all, that this is indeed a surprise, of which I had not the slightest intimation, I am sure, without intimation of some kind, it is pretty hard for one to know what to say. It is worse than sitting down to dinner with the first intimation of such a presentation and having at most a few minutes to put your thoughts into some sort of shape.

"I must confess that there is no source from which I could so highly value a presentation as the source from which this comes, (because I think every person is entitled to value the good opinion of others, in proportion to the nearness that they are to them), and, outside of my own family, I feel that we are nearer together as employers and employed, as members of an institution of this character, than any other relationship in life, except the domestic relationship, and I am sure that there is no source from which I could receive a remembrance of this kind with the same degree of pleasure as I feel at receiving this from the ladies and gentlemen who are here. I thoroughly appreciate this. I appreciate it the more because I am afraid I have not had the opportunity of being as close to them as I should like to be, associated with them as I am. Unfortunately for me, in many ways I have been mixed up with a great many things outside of our own business, and I have not been able to give that close attention to details to become interested in and understand all those who are in the institution as thoroughly as I would like. It is a grand opportunity for anybody who has the ability and time, to become thoroughly and properly interested in those with whom he is associated, and I would like very much, if my natural ability and opportunities had been such as to be able to say that I was, in a very much greater degree than I feel I am.

"I most heartily thank you for this splendid gift. I am sure it has been entirely unexpected. In fact the event which prompted your kindness was kept so quiet, that I did not expect anything. I have a very handsome article of furniture that corresponds very nicely with this beautiful cabinet in my drawing room, which came from the members of the firm here. This is a very nice companion for it. I assure you. I am extremely pleased, and I know that my wife will be very much pleased indeed. I do not know how I can express the appreciation that I know she will feel. A thing of this kind is possibly valued more highly by ladies than by gentlemen. They understand these finer feelings of domestic concerns in the way that a man has not the opportunity, and cannot possibly understand, and I am sure that their appreciation is in proportion to their realization of the advantages and beauty of such things in their own household. I am quite certain that Mrs. Blain will appreciate, and enjoy, and value this as highly as it is possible for a woman to appreciate and enjoy. I feel that there is an enjoyment to me even beyond that, in the recollection of the kind spirit in which it is given by those who are here, and I regret that I am not more worthy of receiving it. I assure you that I will always appreciate this as long I live, with deepest and fondest recollections, and with the greatest possible gratitude to you, ladies and gentlemen, for your kindness on such an occasion, in which I know my wife will cordially join."

WEIGH OR COUNT, THEN PAY

Incidents Illustrating a Good Practice in the Grocery Trade—They Show, Too, How Organization is a Benefit to the Retail Grocer.

It was urged in an article published in The Canadian Grocer a couple of weeks ago "What to do this month," that grocers should see to it that they are allowed the "tare" on all goods and with that end in view should weigh all goods received.

A representative of The Grocer was in Hamilton last Friday, and, talking with John O. Carpenter, was told a good thing just along that line with the addition that it illustrated the benefit of a grocers' association.

Mr. Carpenter said he undertook one time to weigh sal soda as it was delivered to him and found that he was being charged for the package, about

Fred Dane.

40 pounds, as soda. He made a "kick" and the tare was allowed him thereafter.

Then like a consistent member of the Grocers' Association he brought the matter up in meeting and found that nearly or quite everyone present was paying for the package in the same way.

While in Hamilton The Grocer man was told by another member of the trade in the city with flat-wheeled street cars that one of their troubles was the selling of wholesalers to boarding-house keepers and other consumers. This matter came up at an association meeting, when an offending wholesaler was present. His denial was not as strong as the proof and he promised not to do it again. This is another illustration of the advantage of a strong retail grocers' organization.

In the current number of the Bulletin, issued by the National Retail Grocers' Association of the United States, to get back to the question of tare, President John A. Green says over his own signature :

"There have been many inquiries of late and considerable agitation in regard to short weight cheese.

"The ruling of the pure food commission on this point is as follows :

"The person packing the goods is not compelled to stamp the weight of the package, but when they do, it must be correct.'

"January 10, 1907, a grocer purchased two cheeses, and after weighing them, sent for me. The weights marked on the boxes were 29 and 27. The weight of the cheese when weighed was 27½ and 24, a loss of four and a half pounds in 56 at 15 cents per pound.

"Such business methods as these are what the members of the association want rectified. The above difference in weight added one and one-fourth cents per pound to the cost, and of course lessened the profit.

"Let this fact be known of any concern that they are charging for what you do not receive, and they will soon feel the influence of publicity.

"The trouble has been when we have found a shortage we simply let them make it right for the time being, and then do the same thing with the next shipment.

"I would recommend that the local associations begin suit under the federal law wherever a discrepancy of this kind occurs, and if the local association is not strong enough, then the state or national.

"My advice would be : 'Weigh and count everything you buy, and pay for nothing but what you receive.' "

GROCER COMMISSIONER.

Fred Dane, Who Takes a Place Among Rulers of T. & N.O.R.

In the appointment of Fred Dane, Toronto, as a member of the Temiskaming and Northern Ontario Railway Commission, in succession to Cecil B. Smith, C.E., another name has been added to the list of grocery men prominent in public life.

Mr. Dane was born in Belfast, Ireland, 45 years ago, and has been connected directly or indirectly with the grocery trade during a business career of 27 years. He was brought up in the brokerage business, in which he engaged, first in Londonderry, later in Belfast, and finally in Toronto, where he has now been established nearly 20 years. During his first years in Canada he was engaged more particularly in pushing the sale of Ceylon and Indian teas, but he now handles practically anything in groceries. Among the firms represented in Toronto by Mr. Dane are the Colombo Commercial Company, of London and Colombo ; P. A. Burlumi, currant shipper ; and Kearley, Tonge & Co., of London, Calcutta and Colombo. Besides being prominent in business circles, Mr. Dane occupies important positions in various societies and fraternal organizations.

The commission to which Mr. Dane has now been appointed meets in Toronto twice a month, so that he does not expect any serious interference will be caused by it with his business interests. Mr. Dane intends, however, to familiarize himself completely with the situation he has to do with, being no believer in the "dummy director" system. He has already been over the line since his appointment, and only returned from a visit to Cobalt and the end of steel on Saturday last.

THE LATE GEO. E. BROADFIELD.

Funeral in Hamilton on Saturday—He was Highly Esteemed.

The funeral of the late George E. Broadfield, of the firm of McMahon, Broadfield & Company, chockery deal-

The Late George E. Broadfield.

ers, Toronto, who died in Dresden, Germany, after undergoing an operation for appendicitis, took place from St. Thomas' Church, Hamilton, on Saturday, January 5.

Mr. Broadfield was born in Hamilton, where he lived for many years. The partnership of McMahon & Broadfield was formed in that city, and the firm was in business there for several years prior to removal to Toronto. Mr. Broadfield was widely known, and highly esteemed in business circles both in America and Europe.

A caller upon the grocery jobbing trade this week was Harry T. Graham, representing the Halifax Fish Co., Ltd., Halifax, N.S. Mr. Graham was introduced to the trade by Mr. Wallace Anderson, of Anderson & Powis, Toronto agents.

WITH THE HAMILTON RETAILERS

E. M. Trowern Talks of Legislation and a Bad Debt Bureau—Editor of Canadian Grocer Suggests Organizatio n for Trade Betterment.

At the regular January meeting of the Hamilton Retail Grocers' Association Thursday evening of last week in the Board of Trade of the City under the Hill, E. M. Trowern, secretary of the Retail Merchants' Association, delivered an address on the legislative activities of his association and outlined the bad-debt collecting system adopted last November. While there was a good meeting, about twenty being present under the chairmanship of President Smye, there was by no means a full attendance. The Hamilton association is a strong and active one and is doing a good work for the grocery trade of that city.

"All retailers have common interests and they have become class conscious," began Mr. Trowern, and proceeded to explain how section 520 of the criminal code prevented the putting into effect of the "contract selling plan." This is an arrangement by which the manufacturer puts a price on his goods and the retailer agrees not to sell for less than that. This means of eliminating price cutting would require the co-operation of the retail, wholesale and manufacturing branches of the trade, and such an arrangement would, Mr. Trowern stated, be contrary to section 520 of the code and he drew attention to the fact that work people had accorded to them specifically under the code the right to combine to fix the price of labor and he argued that grocers and all retailers should have the same privilege.. "Merchants want to get some of the good things," he declared. He insisted upon the need for a change of the code to permit of trade agreements. "Get it changed," he asserted, "then the clouds will roll by."

A gentleman present asked: "If you get the change will it give the wholesalers more power to combine?"

"It wouldn't be reasonable for us to ask the legislature to give us what we would not let everyone else have. I am not in favor of class legislation, but we are all business men," replied Mr. Trowern. He was sure that if the retailers had power to combine the wholesalers could not do otherwise than comply with the retailers' reasonable demands.

Mr. Trowern made no secret of his opinion that the Department of Trade and Commerce was very dead. He wanted that department resurrected and under it a commission appointed consisting of a manufacturer, wholesaler, retailer and solicitor to whom could be submitted all trade agreements for approval. Answering an imaginary protest of the consumer, Mr. Trowern said, "we are not going to hold up our customers. They are the most valuable asset we have."

He denounced the legislation proposed by Mr. Monk to permit of co-operative trading and explained the legislation relative to hawkers, pedlars and transient traders. He stated that the Ontario Division Court Act was to be revised at the coming session of the legislature and he expected it would be provided that small debts could be collected before a magistrate at an expense of 25c for a summons.

Mr. Trowern then explained the bad debt bureau of the Retail Merchants' Association. Books of blank forms are sold by the association at one dollar each. There are four detachable forms on each page. The first is a letter to be sent to the delinquant customer stating that if something is not done towards liquidating the account before a certain date his name will be placed on the association black list. If that is not effective a second form is detached and sent to the secretary of the association. The secretary sends a form letter to the customer giving him a certain time to pay up. If that doesn't answer, the name goes on the blacklist, and is available for all local branches of the association.

W. S. B. Armstrong was called upin by the chariman and said he had been much interested by Mr. Trowern's address, but he thought one of the troubles of this country was too much legislation. Competition among grocers he believed should be along the lines of the quality of the goods and the service, and not in prices. To that end the organization of the retail grocery trade was essential. In Great Britain there was a National Association, said to represent 40,000 grocers. They now were engaged in fostering a scheme of technical education for grocers and grocers' assistants. In the United States there was a powerful national organization of retail grocers, based upon state and local organization. The speaker's observations in regard to the effect of price arrangements among the wholesale trade had led him to the opinion that they engendered distrust. He had not come to make a speech, but to meet the grocers. It was the aim of The Canadian Grocer to keep in as close touch as possible with the trade.

W. H. Sevler, manager of The Grocer, was also present, and was called upon. He entertained the meeting with a racey account of how years ago he graduated from the wholesale grocers' trade in Hamilton, and was translated to New York. His account of his association with the trade in the American metropolis, and how he held his own against Yankee shrewdness, was highly amusing. Having established amicable relations with the trade, Mr. Seyler told his audience The Canadian Grocer's ambition was to serve the grocery trade to the limit of its powers. He urged them to make the needs and ills of the trade known through the paper, and invited thorough discussion in its columns of all subjects of trade interest.

A communication was received from St. Peter's Infirmary, stating that for $35 an organ that would be of great service to the institution could be secured, and asking a contribution. It was at once and unanimously decided to contribute $20 to help buy the organ for what was felt to be a very worthy institution.

TRAVELERS' VICE-PRESIDENT.

Study the Details—Geo. West's Advice to the Retailer.

Geo. West, Toronto, is the newly elected first vice-president of the Commercial Travelers' Association. Mr.

GEO. WEST, TORONTO
Commercial Travelers' Vice-President.

West is senior member of West, Taylor, Bickle & Co., manufacturers of brooms, brushes, woodenware, baskets, etc. In conversation with The Canadian Grocer recently, he said:

"I have had the pleasure of calling on the grocers and hardwaremen of Ontario for some twenty-five years and close observation of the methods of the different men in their lines of business, leads to the conclusion that the man who looks closely after the details (and there are many) is the successful man. This applies equally to office and stock.

"As an instance of this: Mr. M—— went into business in 1870 and sold out in 1890, taking enough out of the business to live easily for the balance of his life, but being a comparatively young man, was not satisfied to lead an idle life and went into manufacturing, which proved a failure and he lost what he

had made in his first venture, but nothing daunted he procured a stock of hardware and started again in an entirely new district, applying his old methods of looking strictly after the details; and, keeping everything in stock that would likely be called for, from a needle to an anchor, he soon recovered lost ground. The saying goes that if you cannot get an article at any other place in town, go to Mr. M——, he is sure to have it. This opens a new account for him. The customer reasons that if he has the article that is not called for every day he is sure to have the one that is.

"There is nothing that hurts a business so much as being continually out of some line of goods. There are times when it is unavoidable, but this should be the exception and not the rule."

PURNELL, WEBB & CO.'S DINNER.

Vinegar Brewers and Sauce Manufacturers—A Pleasant Time at Bristol.

Messrs. Purnell, Webb & Co., Ltd., vinegar brewers and sauce and pickle makers, held their annual dinner on Saturday, Dec. 29th, at the Crown and Dove Hotel, Bristol, Eng. Mr. Fleetwood Webb, managing director, presided, and the company included travelers, office staff and workmen.

The chairman stated that during the past year the company had opened a larger number of accounts than in any previous one in its history. There had been an especially large increase in the business of the sauce and pickle departments, and the demand was increasing every day. The staff of travelers and local agents in various parts of Great Britain had been considerably added to, while a special representative sent to Canada had visited all the important centres and appointed agents, and had traveled as far as Vancouver, where the company had for many years done a satisfactory business.

An excellent musical programme was rendered during the evening, and the usual gift of half a crown was given to the men for their wives.

A SUGAR MAKER.

Raymond, Alberta, is said to be the youngest town of its size in Canada. In 1903 the townsite was a bare prairie. Now it contains 500 residences, stores, warehouses and public buildings, and has a population of 2,500 people. It is the headquarters for some of the largest ranching and cattle enterprises in the Canadian West, and of the Knight Beet Sugar Factory, the only one of its kind in Canada west of the Great Lakes. This factory represents an investment of $500,000, and has been in operation for three years. In 1904, this factory sliced 11,900 tons of beets, and manufactured 3,160,000 pounds of sugar.

M. Descelles, representing L. Chaput Fils & Cie, Montreal, was a caller upon the Toronto trade last week. Mr. Descelles was making his calls with special lines represented and controlled by his house.

FROM GROCER CORRESPONDENTS

CHATHAM.

At a meeting held on Friday evening, the 4th inst., the business men of Blenheim formed an association for purposes of mutual betterment. The meeting was well attended and enthusiastic. The following officers were elected : Geo. Taylor, president ; C. E. von Gunten, first vice-president ; E. G. Thompson, second vice-president ; Theo. Pickering, secretary-treasurer. A committee was struck to nominate the various working committees who will direct the efforts of the association, which looks forward to a useful career.

The grocery and allied trades will be pretty well represented on Chatham's governing bodies for the year 1907. At the municipal elections both Ald. Jas. N. Massey and Ald. Wm. Potter were re-elected to the city council. This will be Ald. Potter's third year of continuous service, in addition to which he was a councillor for one year under the old ward system. During the past year he has been chairman of the civic property committee. Ald. Massey's services during the past year have been deservedly recognized by a substantial vote of confidence on the part of the electorate. Ald. John Edmondson, who made a good run and missed re-election by only a few votes, will be much missed by his old colleagues. His defeat came rather as a surprise to most people, and is largely explained by the fact that he made no canvass whatever.

In the race for the new board of education, Grocer John McCorvie polled 978 votes, standing third in the list of candidates, while E. A. Mounteer came within a few votes of re-election, and that in the face of a remarkably strong list of candidates. Mr. McCorvie's magnificent run was no source of surprise to his many friends. As he was one of the five highest candidates, he is ensured a two-years' term at the board.

H. A. Stonehouse was re-elected Mayor of Wallaceburg by acclamation.

Reeve W. C. Crawford, of Tilbury, was on Monday re-elected in a sharp contest against two competitors.

Strong efforts are being made to revive the local branch of the Retail Merchants' Association, formed some years ago. A meeting has been called for Thursday evening, the 10th, when the election of officers will take place. S. A. Brubacher, organizer of the association, is to be present to explain many new features of the work of the association, among them the new Pedlars' Act and the Dominion system to collect accounts and report bad debts.

* * *

The grocery trade was well represented at the organization meeting of the local branch of the Retail Merchants' Association, held here on Thursday, the 10th.

Organizer Brubaker, of Toronto, was present and delivered an address, in the course of which he claimed that the local merchants paid a 35 per cent. business tax, where dealers in other cities paid only 30 per cent. Apparently, when Chatham was incorporated a city, the matter of reducing the assessment from the 35 per cent. required in towns and villages to the city tax of 30 per cent. has been overlooked.

Mayor-elect Stone promised to have the matter at once dealt with.

The question of instituting a delinquent list, for the purpose of protecting the retailers from bad debts, was discussed at length, the suggestion being heartily commended.

The following officers were elected :— Geo. W. Cowan, president ; Wm. Anderson, vice-president ; C. H. Mills, second vice-president ; H. G. Hodges, treasurer. The matter of appointing a permanent secretary was left to the executive.

CALGARY.

The Hudson's Bay Co.'s stores have had an addition made to them, and have undergone extensive alterations internally. They have made a new departure in the West by the opening of a tea and rest room where they serve Tetley's tea and Christie's biscuits every afternoon to their patrons free of charge. This is very much appreciated these cold days, more especially by people from the country.

The early-closing by-law came into force on Jan. 1. With a few exceptions all stores must close at 6 p.m. during the week, and at 10 p.m. on Saturdays. This is a great boon to the assistants, and at the same time does not interfere with the amount of business.

A W. Ward, who gave up the grocery business some time ago, has gone into the real estate business, in partnership with Mr. Paterson.

Calgary's bank clearings for the month of December reached the very high figure of $6,727,198. With a population of less than 20,000, this puts Calgary in the front rank from a business point of view.

The Alberta hotel has changed hands. N. D. Jackson has leased it to a Mr. Tapprel from Vancouver.

LONDON.

Mr. John Garvey, London, wholesale grocer and liquor dealer, recently purchased property on the south side of King Street, between Clarence and Richmond Streets, and will erect a five-story warehouse there. The price paid for the land, half an acre, was $25,000. Mr. Garvey has been in business in London 21 years, having come to this city from Peterboro. His store near the corner of Richmond and Dundas Streets, is now too valuable a site for a wholesale business, he says, property in that vicinity having increased in value four-fold in the 21 years. This is probably high water mark for the increase in the value of business property throughout the city for the same period, but it is significant of the general and steady growth of the Forest City in that time. Mr. Garvey's experience in the grocery business in

Peterboro' and London, has extended over 38 years, although he has been a wholesaler for the past eight years only. His sons are associated in business with him now, and the firm is one of the most widely known in Western Ontario.

Business is dull and the quiet of this week is accentuated by comparison with the remarkably large holiday business that the trade generally enjoyed, when practically all the grocers did the biggest holiday business in their experience.

INGERSOLL.

The grocers of Ingersoll report an unprecedented volume of business during the holiday season. They are agreed that their stocks were larger than ever at the opening of the Christmas trade, and that they sold out closer than on any previous year in their histories. The sleighing during the week was an important factor in the Christmas trade, as many of the buyers made long trips on the snow which probably would not have been undertaken with wheeled vehicles.

That these are prosperous times there can be no doubt. All branches of the mercantile business enjoyed an increase of patronage and the merchants as a whole unhesitatingly declare that more and better purchases, than in former years, were the general rule. For Ingersoll grocers, at any rate, the year 1907 opened auspiciously, and they are looking ahead to another period of prosperity.

Thomas Seldon, the well-known apple and poultry exporter, returned on Saturday night from his annual business trip to the Old Country. Mr. Seldon was absent about six weeks, and he reports a splendid trip. He arrived home in time to study the municipal situation and to cast his vote in good time on Monday.

E. E. Dundass, a native of Ingersoll, and a former grocer of many years experience, is here on a visit from the West, whither he went some five years ago. Mr. Dundass has been following the less strenuous life of a rancher, and he speaks in glowing terms of the possibilities of the "Far West."

KINGSTON.

The Xmas trade is now over. The weather and all other conditions were favorable to trade, and merchants were busy and happy, and full of turkey, Xmas cake, and plum pudding. Alas, the reaction after the holiday season: indigestion, liver complaint, etc.—bad weather, snow all gone, no cheery sound of sleigh bells,—nothing but slush, rain and bank messengers, with sight drafts.

Jim, the grocer, had his usual crowd around him on the market, where the grocers generally meet and have a short chat. After "who's going to be Mayor?" and "who's going to be alderman in your ward?" the discussion went on to canned goods. "What are you getting for tomatoes?" "12½ a tin." "Oh, I'm selling for 10c. By the way, I had several cans of tomatoes returned." "So had I." "So had I." "What was the cause?" "They were new goods. They had a sweet flavor,—tasted as if they were made of spoiled vegetables with sugar added. The tin inside was black,—rub your finger on and the black came off on your finger. Looks dangerous to health. Why doesn't the legislator look after the factory instead of sending its blood hounds into groceries and getting innocent retailers fined? What gross ignorance and carelessness on the part of those supposed to mete out justice!"

One of the grocers on the market said you didn't know what you were selling now since the trust was formed. He didn't believe factories were allowed to use their own labels. He said he saw a car loaded up at a western city, and four different factories were represented according to the labels seen, yet the shipment was all from one factory. Perhaps the factory was used as a store house. If it is true that labels are put on indiscriminately the Trust ought to have its head punched.

Ferdinand Sears, at one time owner of the North Star Grocery here, bought out the stock and goodwill of the late Mr. Hawkins, Seeleys Bay. Ferdinand is a thorough grocer and will make things hum at the Bay. He intends to run it on a cash basis. Credit system involves a lot of work, worry, and bad debts.

John Brydge, who has spent the last two or three years in Kingston, has removed with his family back to his old home, Renfrew, and bought out a confectionery and restaurant business. He is doing a big trade, and his son who has been in the Northwest for over a year has come back to help him. They are popular and bound to succeed. Popularity wins every time.

The sad drowning of Ernest Instant, brother and helper of Reg. Instant, grocer, of Emerald, has cast a gloom around, and made hearts heavy that knew him. He was a great favorite with the boat people, always pleasant and obliging, ever willing to lend a hand to unload freight. He will be greatly missed indeed. He and three others ventured out in a cutter to bring a doctor across from Bath to attend a sick woman. The ice gave way and only two were saved.

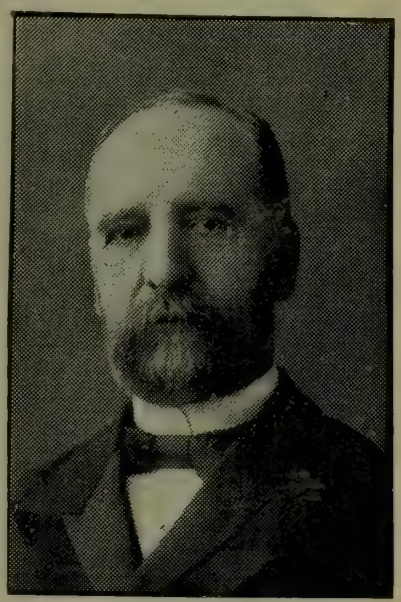
Our years are like the shadows
On sunny hills that lie,
Or grasses in the meadows,
That blossom but to die—
A sleep, a dream, a story,
By strangers quickly told—
An unremaining glory
Of things that soon are old.

Well, the municipal elections are over, and many are glad and more are sad. Dan Couper, the popular grocer, is in again. He is too darned popular to be defeated. Bert Robertson, the commercial traveller made a big run, and got there. He did very little canvassing. It is quite an experience for a knight of the grip. Just think of him praising himself instead of his samples! The knights know how to say good-day, and shake the voter's hand, and kiss the baby, and tell its ma it is the sweetest in the land. The vote of the electors for the reduction of liquor licenses carried by a large majority. Mayor John Mowat again occupies the coveted chair. He is too well-liked to displace. The labor union candidate, Dr. Richardson, was distanced. Evidently partyism is dearer to the hearts of many than unions.

GROCERS IN CIVIC LIFE.

Food Stuff Men Who Are Elected Mayors of Their Towns.

The recent municipal elections in Ontario placed a considerable number of food stuff men in executive charge of municipalities. Amongst the mayors elected were T. B. Shillington, general merchant, Blenheim; S. H. Armstrong, butcher, Bracebridge; W. E. Milner, grain merchant, Brampton; Harrison Wiltse, grocer, Clinton; W. H. Moss, baker, Dundas; F. Slater, wholesale flour and grain merchant, Gravenhurst; R. A. Smith, grocer, Newmarket; M. Snetsinger, apple and coal dealer, Thornbury; Geo. E. Clavet, grocer, Port Arthur.



Ald. T. A. Lytle, Toronto.

T. A. Lytle, of the vinegar firm of T. A. Lytle & Co., was elected an alderman in Toronto.

Grocer S. M. Fleet, Ingersoll, who has had several years' experience in municipal affairs, was a mayoralty candidate last Monday. Mr. Fleet, who is recognized as one of the town's shrewdest business men, follows all matters pertaining to the welfare of the town very closely and in his capacity as alderman has rendered very efficient service. His opponent was Dr. J. B. Coleridge, a native of Ingersoll, by whom he was defeated by a majority of 365.

Another grocer who has won the confidence of the electors is Mr. C. A. O'Neill, who entered the municipal arena last year for the first time. He was returned to the council by a handsome majority.

EFFECTIVE WINDOW DISPLAY

A Holiday Idea That Was Worked Out by a Beeton Grocer—"The Night Before Christmas" in a Grocery Store Window.

Here's an idea in window trimming that is worth a place in any grocer's scrap book of ideas. Ben Miller, of the Red Rose Tea traveling staff told The Grocer about it. He thought it unique and he saw how attractive it was. The window was trimmed by Walter A. Pringle, of Beeton, and was the grocery window of his fine store.

The window was fitted to represent a cosy sitting room on Christmas eve after everybody but Santa Claus had gone to bed. At the back, and the principal feature of the window was a large fire place in yellow and white. Black cloth was used to represent the fire hole and the fire was an ingenious contrivance indeed. A shallow box trimmed with black cloth and covered with wire netting was the foundation. Over the netting was red tissue paper, three-ply. On this was a heap of borax pieces about the size of coals and about this was ranged some coal. A 32 c.p. electric lamp was placed in the box from the rear and when that was lighted the borax was a fine imitation of a blazing coal fire. The only other light in the window was a shaded one at the top, and the shade hid it from the street view.

The rest of the room furnishing consisted of a fine art square of carpet on the floor, a quarter-cut oak library table and bookcase, a leather upholstered easy chair and a child's rocking chair. Upon the table was a Battenburg centre piece, and a large fancy lamp. A doll lay asleep in a doll's cradle and three pairs of slippers, papa's, mamma's, and Toddie's, were ranged by the fireside, and the child's red cashmere hose were hung from the mantle. The mantle was trimmed with a handsome drape and supported three fine vases. Two or three fine pictures adorned the walls and a large red Christmas bell was suspended from the ceiling. The motto, "A Happy Yuletide," tastefully done and nicely framed, hung on the wall.

This window attracted a great deal of attention and amply repaid Mr. Pringle for his trouble and expense in connection with it.

Mr. Pringle has been in business for himself only since March last. He succeeded his father, Geo. G. Pringle, who was in business very successfully in Beeton 22 years. When Mr. Pringle sr. retired he built for his son on the old site one of the finest stores in Simcoe county. It is 105 feet long by 28 feet wide. Mr. Pringle carries a large general stock of fine goods and specializes in fine furs.

Marks, Clavet, Dobie Company's Grocery Department, Port Arthur.

A NORTHERN ONTARIO STORE.

This illustration shows an interior view of the Marks, Clavet, Dobie Co.'s store, Port Arthur. This shows only a portion of the grocery department of one of the largest and finest general stores in Canada. Some people have the idea that Northern Ontario is a backwoods country. This picture ought to undeceive them. Or they should talk with some of the grocery travelers who do business in that country. They assert that there are stores in North Bay, Port Arthur, Fort William and other centres of development which excel any stores in the southeastern peninsula of the province bounded by the great lakes. Mr. Clavet, whose career was recently sketched in The Grocer, besides being a progressive and successful merchant, is mayor of Port Arthur, having been re-elected last week by a large majority, and takes an appreciative interest in everything affecting the public welfare.

Our idea of a hopeless liar is a person who says he never makes any mistakes.

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FREE SCHOOL BOOKS.

The Ontario Government is thinking of adding to the cost of public school education by supplying text books free throughout the province. The socialistic idea is spreading pretty fast just at the moment. It may at first blush look reasonable that if education is to be free the necessary books should also be free; but it is largely a question of cost and if the cost indirectly is going to be greater than at present, where's the gain?

The retail booksellers waited on the Minister of Education at Toronto the other day and protested against the taking away of one of their sources of revenue. They put forward the cogent reason that the cost of Government distribution would not be less than the present retail profits on school books. There are many considerations in this question of cost. For instance, what is the life of a school book? In Toronto where the Board of Education provides free text books an extensive repair department is maintained, which greatly prolongs the usefulness of the average book. In rural districts this would be impossible without doubling the cost of transportation by having books sent to a central depot for repair.

Most general merchants are directly interested in this question and should express their views to their representative in the Legislature.

ORGANIZATION OF THE GROCERY TRADE.

The retail grocery trade in Canada should be very much better organized than it is. There should be a national organization based upon provincial and local organizations. How can that be accomplished? It must begin with the retail grocers' associations already established. If the existing associations at Montreal, Toronto, Hamilton or Ottawa would take the matter in hand and issue a call for a convention success would be assured.

The aggregare membership of all the grocers' associations in Canada is probably not much over a thousand and there are more than ten thousand grocers in the Dominion. The few segregated present associations exert a scarcely perceptible influence upon the trade as a whole. United in a coast-to-coast alliance through provincial, based on local, organization, they could end many existing evils, put the trade upon a very much higher plane and in many ways advance the interest of the individual grocer.

The Canadian Grocer would like to have this subject discussed in its columns by grocers in or out of existing organizations.

DELAYED GOVERNMENT PRINTING.

"At a recent sitting of the British House of Commons, in reply to a question, a representative of the Government explained that beginning with 1907 the force engaged in editing consular reports would be largely increased and that every effort would be made to expedite their issue. It was further explained that consular officers had been instructed by the Foreign Office to report at once to the Board of Trade any matters of immediate commercial importance which may come to their knowledge, using the telegraph whenever deemed necessary."

This is a statement from the United States consular reports, and it is true enough. Sometimes the reports in question are eight or ten months behind, long after they can be of any use.

In Canada the reports of trade agents are published pretty punctually. But there are other Government publications that come in blue paper covers that die, are buried, and are resurrected before the public sees them. Take for instance the reports of the Dairymen's Associations. There's no reason why the reporter, who is paid a good fee for the work, should not transcribe his notes within a week or two after the meeting and the report be printed within a reasonable time and be issued to the farmers and the trade while they are fresh and interest in them is alive. The public then would be getting value for the large sums expended in this kind of printing.

PROTEST AGAINST PARCELS POST

The executive committee of the Ontario Retail Hardware Association urge the trade throughout Canada to protest against the proposed legislation extending the parcels post to include a c.o.d. collection feature. They suggest that every retail dealer mail a letter to the Postmaster-General so that it will arrive in Ottawa about Feb. 1.

The accompanying draft form of letter should not be copied entire, but is suggested as a basis upon which to outline an argument against the proposed legislation. All letters should be written on the firm's business paper. If the local member of Parliament has not been written yet he should be asked to oppose the measure by a letter or petition signed by every retail merchant in each town or village.

FOR BETTER FREIGHT HANDLING AT MONTREAL.

Shipping interests in Montreal are taking steps to see what can be done to form a terminal company to handle freight on the wharves. The congestion at the railway terminals in Montreal has come to such a pass that shipping men are preparing now to save themselves the possibility of any loss next season. It is believed that were a company formed to handle all freight there would be no congestion or trouble of any description. The idea at present is to form a company which to all practical intents and purposes would be the Harbor Board. This terminal company would receive the freight arriving in Montreal by the different railways, and charging the railways a sufficient sum to cover operating expenses, would deliver the freight to its destination. Any surplus which might be left at the end of the year would be refunded to the railway companies in amounts varying according to the business they had given the company during the year. This arrangement, it is thought, would be eminently fair to all concerned, and would ensure the wharves being kept reasonably clear of freight at all times.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.

Montreal, January 17, 1907.

Wholesale houses are satisfied with the manner in which the New Year has begun. Their travelers have not yet been on the road very long, but their returns made indicate good business ahead. Stocks throughout the country appear to have been pretty well diminished during the holiday trade, and retailers are buying freely. The recent advance in canned goods has not yet effected the market materially. Little business is being done in this line. Sugar has not changed since last report. Considerable buying was done immediately after the decline, but present trade is limited. A very firm tea market rules. Stocks are by no means large. Some lines are particularly scarce, as for instance Ceylon greens. Black teas have been advanced. Siftings and fannings are also higher. The statistical situation in currants is quite interesting. From it, it would seem that we are likely to see higher prices all round before the new crop is harvested. Evaporated apples continue interesting. There has been no actual advance this week, but prices are firm. Beans are firmer. An advance in gingers is talked of among spice men.

CANNED GOODS — Higher prices in canned goods have not affected the situation one way or the other to date. Grocers have, in most cases, good stocks of canned goods and do not yet require anything in this line. It is unlikely that when their stocks do require replenishing they will be greatly affected by the recent advance. Wholesale houses will in most instances allow their customers any line in stock at the old prices, except, of course, in cases where they themselves have had to renew at advanced figures. There is considerable interest in gallon apples in some sections of the trade. Quite an export business has been going on during the past while. As a matter of fact, the export trade had grown so much that the shippers were looking around for more supplies. It is understood that they tried to secure stocks held in Nova Scotia, for export purposes, but that they did not succeed. Some local pack tomatoes are offering at prices about the same as those quoted hereunder.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 27½	2 25
2's, red, not pitted	1 77½	1 75
2's, black, pitted	2 27½	2 25
2's, black, not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 82½	1 80
Red, preserved	2 02½	2 00
Black, heavy syrup	1 92½	1 90
Black, preserved	2 15	2 12½
Gooseberries—		
Heavy syrup	....	....
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	1 80	1 77½
Gallons, standard	....	5 50
Apples—		
3's	1 07½	1 05
Preserved	1 32½	1 30
Gallons	2 92½	2 90
Perserved	3 62½	3 60
Peaches—		
Yellow, flats, 1½	1 72½	1 70
" " 2	1 92½	1 90
" " 2½	2 65	2 62½
" " 3	2 90	2 87½
whole 3	2 42½	2 40
White 2	1 77½	1 75
" 2½	2 55	2 52½
" 3	2 75	2 72½
Pie 3	1 32½	1 30
Pie, not peeled, gal	3 72½	3 70
Pie, peeled	4 67½	4 65
Pears—		
Flemish beauty 2	1 67½	1 65
" " 2½	2 02½	2 00
" " 3	2 17½	2 15
Bartlett 2	1 82½	1 80
" 2½	2 22½	2 20
" 3	2 37½	2 35
Pie 3	1 32½	1 30
Pie, not peeled, gal	3 42½	3 40
" gal	4 02½	4 00
Pineapples—		
2's, sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
Plums—		
2's, Damson, light syrup	1 20	1 17½
3's "	1 72½	1 70
2's " heavy syrup	1 35	1 32½
2½'s " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 37½	3 35
2's " Lombard, light syrup	1 25	1 22½
3's " " "	1 75	1 72½
2's " heavy syrup	1 40	1 37½
2½'s " " " "	1 72½	1 70
3's " " " "	1 97½	1 95
Gals. " " standard	3 57½	3 55
2's " Green Gage, light syrup	1 30	1 27½
2's " heavy syrup	1 45	1 42½
2½'s " " "	1 72½	1 70
3's " " "	2 00	1 97½
Gals. " standard	3 87½	3 85
2's " Egg, heavy syrup	1 72½	1 70
2½'s " " "	2 00	1 97½
3's " " "	2 32½	2 30
Raspberries—		
Red, light syrup	1 55	1 52½
Red, heavy syrup	1 77½	1 75
Red, gallons, standard	....	5 65
" " solid pack	....	8 65
Black, heavy syrup	1 77½	1 75
Black, preserved	1 92½	1 90
Black, gallons, standard	....	5 40
" " solid packed	....	8 40
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gallons, standard	6 42½	6 40

VEGETABLES

Asparagus—		
2's, tips	2 80	2 77½
Beets, sugar	....	1 02½
Beans—		
2's, wax	90 87½	90 85
2's, refugee	0 87½	0 85
Corn—		
2-lb. tins, per doz	0 95	0 92½
Gallon, per doz	....	4 65
Peas—		
2's, standard (No. 4)	0 87½	0 85
2's, early June (No. 3)	0 97½	0 95
2's, sweet wrinked (No. 2)	1 02½	1 00
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	0 95	0 92½
Rhubarb—		
2's, preserved	1 20	1 17½
3's, preserved	1 97½	1 95
Gallons, standard	2 77½	2 75
Spinach—		
2's, table	1 45	1 42½
3's, table	1 87½	1 85
Gallons, table	5 17½	5 15
Squash—		
3-lb.	1 20	1 17½
Tomatoes—		
3-lb. tins, per doz	1 20	1 17½
Gallon tins, per doz	3 62½	3 60

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz	....	1 75
½-lb. " " " "	....	1 15
Pink salmon, various brands, per doz	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz 1-lb. flats, per doz	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Grocers bought more freely after last week's decline, but demand at present is only fair. Prices are steady, and while they may change, nothing is expected at the moment.

Granulated, bbls	$4 20	
" ½-bbls	....	4 35
" bags	....	4 15
Paris lump, barrels	....	4 85
" " half-barrels	....	4 85
" " boxes, 100 lbs	....	4 75
" " boxes, 50 lbs	....	4 85
Extra ground, bbls	....	4 60
" " 50-lb. boxes	....	4 70
" " 25-lb. boxes	....	4 80
Powdered, bbls	....	4 40
" 50-lb. boxes	....	4 60
Phoenix	....	4 20
Bright coffee	....	4 00
" yellow	....	4 05
No. 3 yellow	....	4 05
No. 2 "	....	3 90
No. 1 " bbls	....	3 80
No. 1 " bags	....	3 75

SYRUPS AND MOLASSES—No new feature has developed in the molasses market. Trade is fairly good considering the season.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32
" in half-barrels	....	0 33
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 02
" ½-bbls	....	0 03
" ¼-bbls	....	0 03
" 50½ lb pails	....	1 40
" 25 lb pails	....	1 00
Cases, 2 lb tins, 2 doz per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25

TEAS—The tea market is as firm today, if not firmer, than it was three weeks ago. Stocks are not large and demand is good. There is more or less inquiry for different lines, but otherwise the situation has not changed since last report. Siftings and fannings are higher—one to two cents a pound advance having been recorded within the past week. Ceylon greens are even more scarce than they have been. Early in the week some Japan fannings were turned over at a good profit. Blacks are high, being advanced as much as five cents in some instances.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—Coffees are moving out in limited quantities. Large business is not expected at this season.

Jamaica	0 10½	0 1
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS — Quiet prevails locally. Dealers are doing very little in the way of sales. Seeded raisins are stiff in New York, but locally there is no change in the situation. Californias are half a cent higher on the coast. Prunes are firm, and an advance would not be a surprise. In currants the statistical situation is very strong. Last year there were 55,000 tons of currants in Greece available for shipment between January and the new crop. This year only 17,000 tons are obtainable. For this reason it is likely that there will be an advance rather than a decline in the market. In 1905, 98,000 tons of currants were shipped

from Greece up to December 31, against 83,000 tons during the same period in 1906. Figures compiled in Patras show that not a pound of currants was shipped to Canada during December last. An advance in package currants is considered possible on the New York market. Tarragona almonds are firm. Filberts are up in New York.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb.	0 09½	0 10
Layers, "	0 09½	0 10
Dates—		
Hallowees, per lb	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "	....	0 17
Pears, "	....	0 17
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" " ½-box	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
"Excelsior Window Clusters"	....	4 50
" " ¼'s	....	1 30
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 11	0 12
" " choice seeded, 1-lb. pkgs	0 11	0 11½
" " 2 crown	0 09	0 10
" " 3 crown	0 09	0 10
" " 4 crown	0 10	0 11
Prunes—	per lb.	
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 6
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 0[illegible]
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05½
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases	....	0 08
" " cleaned	0 08	0 09
" " in 1-lb cartons	....	0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb.	0 12	0 15
" " 1-lb carton	....	0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	....	0 03½
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

SPICES—Gingers look as if they were going to be higher in the near future. All lines appear to be about to advance except Jamaica. Nutmegs and peppers are unchanged. The former are considered good value at current quotations.

	Per lb.	
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

EVAPORATED APPLES—For evaporated apples there is considerable inquiry at prices ruling, but sales on the whole are not many. Holders are asking various prices. Some houses will take 9½ cents, but others will not sell for less than 10 cents, and sometimes a shade more. That prices will be higher is certain. It is but a question of time.

PEELS—Locally peels are firm, although they are easier in New York.

Citron peel, per lb.	0 20	0 21
Lemon peel, per lb	0 11	0 12
Orange peel, per lb.	0 11	0 12

BEANS—Beans are unchanged at prices quoted.

Choice prime beans	1 45	1 50

MAPLE PRODUCTS—Trade in maple products is becoming better. Good sales are reported by dealers.

Maple syrup, bulk, per lb.	0 07½	0 09
Pure Townships sugar, per lb.	....	0 10
Pure Beauce County, per lb.	....	0 11

RICE AND TAPIOCA—The market for tapioca is firm at prices quoted. Little business is being transacted just now in either rice or tapioca.

B rice in 10 bag lots	....	3 05
B rice, less than 10 bags	....	3 15
C C rice, in 10 bag lots	....	2 95
C C rice in less than 10 bag lots	....	3 05
Tapioca, medium pearl	0 07½	0 08

RAW FURS—Dealers are still paying prices quoted hereunder.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	7 00
Lynx	4 50	5 50
Weasels	0 10	3 0[illegible]
Skunk	....	0 60

ONTARIO MARKETS.

POINTERS—

Sugar—Firmer.

Canned Goods—Selling well.

Evaporated Applies—Higher.

Toronto, Jan. 17, 1907.

The grocery trade has opened up strong and good business is reported in nearly all lines. There is a good healthy interest in canned goods. Sugars are firmer, but an immediate advance is not looked for. In dried fruits prices all continue firm. Collections are satisfactory and the wholesale trade is in good spirits. Evaporated apples are firmer and the demand is good. Beans also are slightly stronger in tone, due to a rise of 10 cents at points of production.

CANNED GOODS—The new prices are for the most part merely nominal. Wholesalers are getting them where they can, but to a large extent the old prices prevail. In regard to tomatoes and onions, others are inclined to demand full figures. Golden wax beans also bring top prices, and strawberries bring $2.40 to $2.50. The advance in prices by the canners has stimulated to some extent, and some grocers are reported to be providing for their season's requirements.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	2 40	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 95½	0 90
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or Valentine (green)	0 92½	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red Kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Caulifiower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50

SUGAR—The market is quiet, and raws show a firmer tendency than last week. Willett & Gray, reviewing raws for last week say: "No business has been done during the week under review to warrant a change in the quotation of spot or nearby sugars, hence we continue to quote 3.56c. per lb. duty paid New York for spot value as per last sale. There has been business in January and first half of February shipment at a reduction to 2 5-32c. per lb. c. and f. for 96 degree test Cuba centrifugals, equal to 3.52c. duty paid, and of Porto Rico centrifugals for January-February shipment at 3.50c., basis 96 degrees test." At the end of the week Cuban sellers were inclined to a firmer tone in sympathy with European beet and no Cubans were offering below 3.51½, duty paid New York for 96 test centrifugals. Refiners would have gone in at 2½c. cost and freight, basis 96 degrees, or 3.48½ duty paid New York. Saturday and again Monday refiners bought at those figures. Then the market steadied again to a basis of 3.51½ duty paid for 96 test centrifugals, and refiners were uninterested. During the last week or two, there were sold to Canadian refiners some 5,000 tons Demerara centrifugals at equal to 2c. c. and f., New York, basis 96 degrees test. Interest now centres in Cuba and the crop is going there very well.

The feeling in regard to refined is that prices are about bottom, but no one can be found prepared to predict a change soon.

Last week's summary of the statistical position shows stocks in the United States and Cuba together of 184,558 tons, against 166,439 tons last week and 185,965 tons last year. Stocks in Europe, 3,156,000 tons, against 3,271,000 tons last year. Total stocks of Europe and America 3,340,558 tons, against 3,456,965 tons last year at the same uneven dates. The decrease of stock is 116,407 tons, against a decrease of 113,308 tons last week. Total stocks and afloats together show a visible supply of 3,430,558 tons, against 3,506,965 tons last year, or a decrease of 76,407 tons.

Cane lumps, in 50-lb. boxes	4 95
" in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 30
Phoenix	4 30
Bright coffee	4 15
Bright yellow	4 15
No. 3 yellow	4 00
No. 2 "	3 95
No. 1 "	

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—The market continues very firm, especially low grade and medium quality, both Ceylons and Japans. A cable received in Toronto this week from Ceylon shows an advance of 25 per cent. in a low grade tea since November.

McMeeking & Co., London, reviewing the trade for December, say of Indians: "The offerings at London public auctions were 131,000 packages, against 107,000 packages in the same month of 1905. The weekly auctions, although large, did not prove to be in excess of the demand, and the teas sold readily with a general improvement in prices up to about 9d. per lb., although grades above that level were somewhat weak and irregular. All the lower-priced qualities were keenly competed for at a substantial improvement in value. The average of public sale prices for the month was 8d. per lb. against 7d. per lb. for the corresponding month of the previous year." Of Ceylons they say: "The offerings at London public auctions were 53,000 packages against 64,000 packages in the same month of 1905. The quality did not show any improvement, but the demand was very strong for nearly all grades, even the finest being apparently less influenced than Indian teas by the advance in the lower qualities. The average of public sale prices for the month was 8¾d. per lb. against 7⅞d. per lb. for the corresponding month of last year."

COFFEE—The market continues about unchanged.

DRIED FRUITS—Prices continue firm and stocks on spot are mostly light. Currants by the Str. Clara, which reached New York last month, after going ashore, are the first arriving here and are none too soon. In Greece it is reported there are 17,000 tons, as against 55,000 tons a year ago, and on this finding it is believed currants will be higher before the new crop arrives. Of the crop of 1906 there were shipped to America up to Dec. 31, 83,000 tons, against 98,000 tons for the same period the year before. It is therefore pretty certain that stocks this side the Atlantic are small. Evaporated apples are going higher, and 9c. is being asked, with perhaps a little shading here and there but they are costing pretty nearly that laid down in Toronto. Apricots are double the nominal price, and a very good substitute is on the market in the form of a dried yellow plum at 16c.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 17, 1907.

BUTTER—Market featureless. Prices steady.

CHEESE—Activity in cheese continues at prices which are firm.

EGGS—No change.

PROVISIONS—Situation has not changed since report. Abattoir dressed hogs quoted $9.75 to $10 per 100 lbs.

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-1lb boxes	0 05½	0 05¾	60-70s, 50-1lb boxes	0 07	0 07½
80-90s "	0 06	0 06½	50-50s "		0 08
70-80s "	0 06½	0 07	40-50s 25-1lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Apricots, per lb					0 26
Peaches, "				0 19	0 20
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 04½	0 04½
Currants—					
Fine Filiatras	0 08	0 08½	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			

Uncleaned, ½c less.

Raisins—		
Sultana	0 12½	0 15
" Fancy		
" Extra fancy		
Valencias, selected	0 09	0 09½
Seeded, 1-lb packets, fancy	0 11	0 11½
" 16 oz. packets, choice	0 10½	0 11
" 12 oz. " "	0 09	0 09

OLD DUTCH CLEANSER FACTORY BURNED.

The Toronto factory of the Cudahy Packing Co., of Omaha, manufacturers of "Old Dutch Cleanser," was completely destroyed by fire on Monday night last. The loss is estimated at between $10,000 and $15,000, but is covered by insurance.

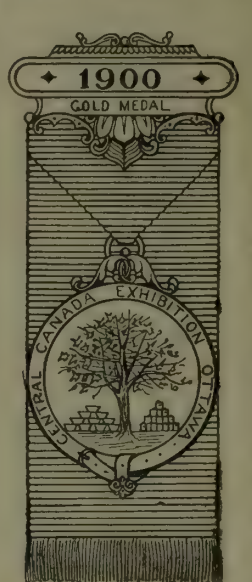
A NEW CEREAL COMPANY.

Dr. John H. Kellogg, of Battle Creek, Mich., and a party of London citizens have practically completed arrangements for the location in the latter city of a big cereal company, to be known as the Battle Creek Toasted Corn Flake Company, Limited, of London, Ont. The capital is $100,000, nearly all of which has already been taken up. The provisional directors are Dr. W. F. Roome, J. K. McDermid, T. Baker, G. W. Miller, W. Spittal, J. M. Moore, A. A. Campbell and R. Wallace. The plant of the Health Food Co., on Gray St., has been purchased, and a large addition will be made.

T. H. Estabrooks, St. John, N.B., is in Toronto this week. He finds his Ontario business growing very satisfactorily. In the east it is no less so. In one of his best teritories the traveler who went out the day after New Years broke his record for a week's business before the end of that week, and he is a man with an enviable record at that.

Jas. Turner & Co., Hamilton, have shipped lately a couple of cars of evaporated apples. From all indications 10 cent apples are not far off.

SMALL'S
MAPLE SYRUP



"Oldest registered brand in British Empire, and the highest priced brand in the world."

"Government analyst found it low in ash, which, according to highest authority is indicative of thoroughly refined, high-grade syrup"

"Awards from Japan, France, England, and the highest wherever exhibited."

Guarantee on every can.

Canada Maple Exchange
MONTREAL
—ALL JOBBERS—

THE WISE

THE LEADER

Owl Chop Japan Teas

In One-pound Lead Packages.

Without exception the best value to-day on the Canadian market.

OWL CHOP, No. 1, hf.-c., 80 x 1-lb..... ***36c.*** lb.
OWL CHOP, No. 4, " " " ..... ***30c.*** lb.
OWL CHOP, No. 50, " " " ..... ***26c.*** lb.
OWL CHOP, No. 100, " " " ..... ***24c.*** lb.

Terms 3%, 30 days

Freight paid on lot of 3-h. c. or more, Ontario and Quebec

We will give ***Free*** with each 3-hf.-c. lot, a nice **Japanese Color Framed Picture.**
Give us a trial and you will be convinced we are leaders in the tea trade.

Spanish Onions

400 CRATES (to clear)..... ***75c.*** crate

Canned Pineapples

"Full assortment." 350 CASES, All Sizes, 1s, 1½s, 2s, 2½s and 3s—Sliced, Grated, Whole.

Canned Salmon

(Talls, Flats and ½-Flats)

6550 CASES to select from, ***Including the Best Brands.*** (All 1906 Pack).

Horse Shoe, Clover Leaf, Sovereign, Lynx, O-Wee-Kay-No, Peacock, Columbia, Eagle, Sunflower, Totem.

We want to reduce our stock and will make special prices.

TRY US. WE ARE SELLERS. YOU WILL BE SATISFIED.

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

2, 4, 6 and 8 DeBresoles St. - - Montreal

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 17, 1907.)

Matters are still quiet in local jobbing circles, most of the trade being busy getting things into shape after the Christmas holidays and sending their travelers out on the road. The most notable decline for the week was that in sugar, all grades of which declined 10 cents on January 8, in Manitoba only, and on the 11th the decline was extended to points west of Manitoba. The dullness of the market and the small demand is accountable for this falling off in values. Foreign dried fruits are firmer on the continued good demand and limited supplies, it being almost impossible to get goods in anything like reasonable time, owing to the tie-up in freights.

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 73
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 78	3 73
black (new) "	3 78	3 73
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
gallons, " "		2 15

Goodwillie's Goods.

Strawberries, per case	3 10
Red raspberries, per case	2 60
Red cherries, "	2 60
Red currants "	2 60
Black currants "	2 60
Lawtonberries "	2 60

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz.	3 13	3 08
3's "	4 09	4 04
gallon, per doz.		11 10
Asparagus, per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, " "	4 00
" cohoes, "	5 75

(Prices are for delivery in October-November.)

Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

MEATS.

Pork and beans 1's, per doz.	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	25
" 2 " " "	1 95
" 3 " " "	2 35
Soups, per doz.	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 50
" 2-lb. " "	2 65

SUGAR—Prices are weaker than last week's level, as follows :

Montreal granulated, in bbls.	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls.	5 30
" " in boxes	5 50
" " in small quantities	5 55
Lump, hard, in bbls.	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10½ 0 10½
" roasted " per lb.	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz.	1 05

FOREIGN DRIED FRUITS—Prunes are held very firmly at present prices, and an early advance is expected. We quote :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb.	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filiatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb.	0 06
" in packages, per lb	0 07½
Figs, cooking, in topnets, per lb.	0 05½
" " in sacks	0 06½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 22½
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEEL—

Lemon, per lb.	0 12½
Orange "	0 12½
Citron "	0 21½
Mixed, in 1-lb drums per doz.	2 35

NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" " in small lots, per lb.	0 11½
Filberts	0 11½
Peanuts	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots	0 1
" " shelled,	0 30
Pecans, per lb.	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 95
" 20 " "	0 50
" 8 " "	0 22½
Granulated oatmeal, per sack	2 00
Standard, per sack	1 90
Cornmeal "	1 60

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice. " " "	5 11 0 15
Ginger, In 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb	0 70

BUCKWHEAT—Quoted as before at $1.70 per half sack.

NOVA SCOTIA MARKETS

Halifax, Jan. 15.

Business is only fair since the holiday rush, but travelers will soon be on the road again and it is expected that trade will brighten up. The market throughout is steady, there being no very special changes in the price list. Some of the retailers are cutting prices to capture business, but otherwise there is nothing very noteworthy to record outside of a further advance in potatoes, which are now quoted at eighty cents per bushel. While there is actually no great scarcity those who have stocks on hand are putting up the price.

SUGAR—The demand for sugar at the present time is not very heavy. The price is firm. Quotations here are :

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany al advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

FOR SALE—Good paying general store, with post office, in place of 300 inhabitants, and good farming community. Box 123, CANADIAN GROCER.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Cut loaf, half barrels.....	$5 15
Cut loaf, barrels	5 05
Extra granulated	4 40
Austrian granulated (bags)...	4 30
Bright yellow	4 20
No. 1 yellow	3 90
Yellow (unbranded)	3 75

FISH — The exports of live lobsters from provincial points to the American market are very heavy this season. Upwards of one thousand crates per week are being sent to Boston, which is the main point of distribution across the border. The steamers from Yarmouth and Halifax each take from 300 to 500 crates per trip. Lobsters are selling at about 20 cents per pound in Boston.

MOLASSES—There is only a normal demand for molasses now, and prices are steady, as follows:

Fancy Trinidad, 39 cents.
Fancy Porto Rico, 37 to 38 cents.
Extra choice Porto Rico 37 cents.
Choice Trinidad, 35 to 36 cents.
Fancy Barbados, 32 to 33 cents.

BUTTER AND EGGS—Both continue in good demand and high prices prevail. There is an abundant supply of case eggs on the market, and they are quoted from 23 to 25 cents per dozen. Fresh laid stock, which is very scarce, is worth 45 cents per dozen. It was thought that the mild weather the past several weeks would start the hens laying, but the desired result has not been brought about by the weather conditions. There is very little local made butter on the market, the scarcity of small tubs being very noticeable. Good stock is worth from 25 to 27 cents, while ordinary grades run from 22 to 25 cents.

ST. JACOB'S GENERAL STORE FOR SALE

W. and A. SNYDER

offer their General Staple Stock amounting to $7,000. No Millinery, Mantles, Furs, Fancy Goods or Hardware.

Situated in the best section of Waterloo County, and being the only General Store in a village of 500 inhabitants.

This is an opportunity seldom offered.

Turnover last year $23,000, of which seventy-five per cent. was cash.

Best of reasons for selling, and snap to quick buyer, as stock must be sold by February 1st, 1907.

Terms liberal. Premises can be leased.

W. and A. SNYDER, St. Jacob's, Ont.

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

INDUCE

must sometimes be offered with an article of real merit in order to get people to try it.

Now we want every first-class retailer to handle our

FROM GARDEN TO GROCER

REGISTERED MAYBELL TRADE MARK

CEYLON ORANGE PEKOE

Packed in Half-Chests of 50 lbs. net each

We know we have about the best value in a 25c. Black Tea that money can procure, and the tremendous increase in our sales has demonstrated this as a fact.

Though there has been a big advance in Ceylon Tea

Our Prices Will Not Change

and you can also accept our guarantee that

Quality is Always the Same

In selling ***Maybell*** you know that both you and your customers are getting exceptional value.

MENTS

Besides, no time need be wasted in matching, as ***Maybell*** can be ordered with as much confidence as any staple proprietary article.

Special Inducements for 1907

To the ***retail merchant only*** who buys the largest quantity during the year we will deliver at his station,

free of charge,	12 hf.-c.	***Maybell***
Second largest quantity,	7 "	"
Third " "	4 "	"
Fourth " "	2 "	"

In January, 1908, we will publish the names and addresses of the winners, with the quantities handled.

Our Prices are :

For Province of Ontario,	16½ cts.	
" " Quebec,	16½ cts.	
" " Manitoba,	18 cts.	f.o.b. Winnipeg
" " Alberta and Saskat'n,	17½ cts.	f.o.b. Vancouver
" " British Columbia,	17½ cts	

ALL OUR QUOTATIONS ARE NET

We have direct shipments from Ceylon constantly in transit to various points throughout Canada, which ensures our customers getting fresh teas. Ontario and Quebec price is f.o.b. Toronto, or delivered in 25 hf.-c. lots when shipped direct from Ceylon.

We Handle Everything in Groceries

CANADA BROKERAGE CO., LIMITED

Phone Main 2252
" " 870

9 Front St. E., TORONTO

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BEGIN THE YEAR RIGHT

Get in a stock of "Star Brand" Hams and Bacon now, and arrange with us for a weekly shipment. We will be glad to book this for you now. You give us the order and we will do the rest.

F. W. FEARMAN CO.,
HAMILTON LIMITED

Corona Grass Creamery Butter

The Best to be had

Our regular line of "Corona" Selected Smoked Meats—

COOKED HAMS
FRESH MEATS
CORONA KETTLE REND. LARD
CORONA PURE LARD
CORONA COMPOUND

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Did It Ever Occur To You

that there is a good sound reason for the immense success of some men in the grocery business? Those who feature the

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs and Cheese.

with the Ryan guarantee cannot help being successful.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

It is some time since the market for cheese has been in such good condition as it has been of late. The feeling is perhaps not to be called very strong, but there is certainly a firm market. Brisk trade is being done at prices which are satisfying to holders. There was considerable cable inquiry from the other side, followed soon after by purchases, small lots at first, but later larger amounts. This demand has kept up wonderfully well during the past two weeks, and if it continues stocks of cheese in Canada will not last long, since they are not now large by any means. The continuance of business with the other side depends entirely upon the consumptive demand in England. Stocks of cheese in that country are rather large than otherwise. There is the English cheese to be considered as well as the imported article. A certain amount of Canadian cheese must be on hand, however, and since the public have bought so far at prices which, in the past, were thought too high for the consumer, it is likely that they will continue to do so. Dealers are quite satisfied with the figures they are obtaining. Buyers in England seem to recognize the fact that if they are to secure Canadian goods it is necessary that they should pay what holders here ask. Holders are not in a position to make any concessions. Stocks in Canada, and in Montreal particularly, are not such that there need be any fear as to whether or not they shall be disposed of at a profit. Holdings in Canada on the whole are considerably short of last year. In Montreal, stocks are becoming lower each week. Various estimates place the number of boxes now held anywhere from 100,000 to 150,000. A good average would be about 125,000 boxes. It is gradually becoming known in England that such are the conditions existing in Canada, and for this reason buyers do not hesitate to buy at the quotations given them, knowing that prices are likely to be higher if they wait until later. There is not in the Old Country at present very much more Canadian cheese than there was at this period last year. Also, a fact which helps Canadian sellers, the make of English cheese this year was not so large as usual. Cheese men expect to have continued good business unless some new factor appears in the market to upset their calculations.

There is a dullness noticeable in the butter market. Trade is still limited, and prices, while fluttering more or less, hold fairly steady. The New Year's business has not yet made its appearance, but dealers are hoping that trade will soon begin to pick up again. Stocks of butter brought from the other side have caused the quiet which now prevails. A larger quantity was brought in than at first thought, and this is not now moving out as freely as might be desired.

According to Board of Trade figures, receipts of butter during the week ending January 12 were 1,412 packages, and of cheese 857 boxes. Total receipts of butter from May 1, 1906, to the end of the week were 601,953. Of cheese, 2,348,577 boxes were received in that period.

PROVISION SITUATION.

Live hog prices are soaring again this week. Quotations are $6.65 f.o.b country points; $6.90 at the Toronto cattle market, and $7.15 off cars at the factory. The packers blame it on each other, but at the bottom of it is a determination to keep the factories going and the consequent competitive buying. The occasion for this is the attitude of the farmer, who has been holding back waiting for better prices. His idea seems to be 7 cents. That's almost famine prices and the packers think now he won't get it. At present prices the farmer gets 6½ cents out of it.

The result of this holding back is that there are a good many over-held hogs in the country that should have been marketed two or three weeks ago. For these, as has been pointed out before, the farmer will not get the market price.

Deliveries last week were fair for the time of year, probably 28,000 in Ontario, though one large packer placed them as low as 20,000. He had got only 60 per cent. of what he had expected. Average weekly deliveries in Ontario are about 30,000.

If these prices hold they mean higher prices for products in the domestic market as soon as the demand revives. At present sales are not large enough to make an advance worth while. About the 1st of March, however, there will be something doing. At present prices of hogs and products the packers could scarcely clear themselves and whatever they may do at times on the British market, in Canada they want a profit on everything.

The English market this week is somewhat stronger, but at the advanced price for hogs, it does not yet show a profit for the Canadian packer. The improvement is due to shortage of Canadian supplies and for some time Danish killings have been running short, owing to bad weather, though last week they got up again to 27,000.

Last week has been rather unsettled in the option provision market in Chicago, realizing of profits on the strong spots having been the chief feature, while taking small profits on the breaks by shorts has been of more importance than hitherto, when they were generally covering at a loss. This shows both sides to be timid as to the future course of the market and inclined to scrap it, awaiting developments, as the general belief is that receipts of hogs sooner or later will show a considerable increase over last winter's packing season. In the meantime the spot trade is only of a hand-to-mouth character still and bids fair to remain so at present high prices, as consumption has apparently been somewhat curtailed thereby, though still very good. Exporters have been taking a little lard for current wants, the same as the home trade, and have done little in meats though weekly consignments continue on a liberal scale in that staple, while falling off somewhat in lard.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Smoked meats are expected to advance in the not distant future. The Easter season is approaching, and with it there comes a strong demand for this line. Already some good orders have been booked for the Easter season. Prices are sure to advance when the beginning of March comes, if not before. A good jobbing demand for lard is reported. Prices show no change.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12⅝
Lard, compound tierces, per lb.		0 08½ 0 09½
" "	tubs	0 09 0 09½
" "	20-lb. pails, wood	1 85 2 00
" "	20-lb. pails, tin	1 25 1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10¼
" "	" 5-lb. "	0 09½ 0 10
" "	" 3 lb. "	0 09½ 0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15½ 0 16½
Hams		0 13 0 15½
Extra plate beef, per bbl		12 50 13 00

BUTTER—The market locally, while not brisk, is not entirely slow. There has been more or less selling at prices quoted during the week. The make of creamery has increased somewhat. Large dairy rolls are rather scarce, but prices are not changed.

Choicest creamery, salt, 56 lb. boxes	0 25
" " pound prints	0 2. ½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22
Large rolls	0 21½ 0 22

CHEESE—Good inquiry from the other side has resulted in considerable business during the past couple of weeks. Dealers experience no difficulty in obtaining the prices they demand.

Ontarios, September make	0 13½ 0 13½
" late make	0 13 0 13½

EGGS—The egg market is firm. Demand is such as to take care of all receipts of new laid eggs which are reported a little larger than usual at this season of late. Storage are gradually getting cleared up. Some demand from the Old Country is reported. Prices are unchanged except for new laid, for which figures are easier.

Fall selects, doz	0 24 0 28
Storage " "	0 24 0 25
Storage, No. 1, doz	0 21 0 22
Pickled, doz	0 21 0 21½
New laid, doz	0 30 0 33

HONEY—Honey is without change since last week.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 09 0 10

POULTRY—Dealers report fairly good business in poultry. Prices keep up very well considering that holiday business is a thing of the past.

Turkey, per lb	0 13 0 14
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 09 0 10
Ducks, "	0 09 0 10

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS
BRUSHES
BASKETS

WOODEN WARE **WILLOW WARE**

Paper Bags
Wrapping Paper
Grocer's Sundries

Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

TORONTO.

PROVISIONS—In view of the advance in the price of live hogs provision prices are very firm, though advances are not looked for until business picks up. This is not expected for some weeks. At the same time one or two packers are quoting long clear a shade higher.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb		0 15
Large hams per lb		0 13
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb		0 16
" pea meal		0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 00	24 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 12½
" compounds, per lb	0 08½	0 08½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	7 50	8 50
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11	0 12
Hogs, street lots	9 00	9 60
Veal	0 09	0 10½

BUTTER—There is little change in the situation. Deliveries of dairy are large and the quality is nothing to boast of, much of it being feedy. Established choice brands of creamery bring 28 cents to 29 cents and even 30 cents, but the ordinary run is going at the prices quoted last week, 26 cents to 27 cents, and some as low as 25 cents. Otherwise prices are practically unchanged, with the exception of choice dairy rolls, which are quoted a cent higher. These are the prices at which butter is selling wholesale in Toronto:

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh		0 25
Dairy prints, choice	0 23	0 24
" " ordinary	0 20	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS—The market continues firm though small supplies of new-laid eggs continue to come and most shipments are adulterated with the salt-cured variety. Of course it's the farmer's fault, but it's a pity to encourage him. The price is down a little. Fresh (storage) eggs on the contrary are higher, which means that the holdings are not formidable.

Eggs (strictly new laid)	0 30	0 32
" fresh	0 23	0 24
" pickled	0 21	0 22

CHEESE—Fine September is quoted at 14 cents to 14½ cents, and the cheese market is very firm. An advance is looked for.

	per lb.	
Cheese, fine September large		0 14
" " twins		0 14½
" later makes, large	0 13½	0 14
" " twins	0 13½	0 14

HONEY—Prices are unchanged

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

POULTRY—The market is firm but there is little doing. Prices for fresh killed are rather tending upward. The following quotations are for fresh killed and stocks held in storage bring from one to three cents less.

Live Weight.

Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 08	0 09

Dressed weight.

Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 11	0 12
Geese	0 09	0 11
Young turkey	0 13	0 15
Old turkey		0 13

ST. JOHN, N.B.

PROVISIONS—In barrel pork price unchanged at full figures. Beef very firm and scarce. Lard is rather higher. Refined compound is still very scarce. Western beef unchanged, domestic slightly higher. There is improved demand for veal at a full price. Mutton continues to hold at full figures. Lamb has hardly as good inquiry. Pork is held firm.

Mess pork, per bbl	$22 00	$23 00
Clear pork, "	22 00	22 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 06	0 07½
Western beef, "	0 08	0 09
Mutton, "	0 06	0 08
Veal, "	0 08	0 09
Lamb, "	0 09	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10½	0 11
" " pails	0 10	0 11½

BUTTER—Market is rather dull. Ample supplies. Stock of poor butter is small.

Creamery butter	0 28	0 30
Best dairy butter	0 24	0 28
Good dairy tubs	0 21	0 24

EGGS—Prices are unchanged at the full figures of last week.

Eggs, strictly fresh	0 35	0 40
" fresh	0 24	0 25

CHEESE — Market rather easier. Stocks not large.

Cheese, per lb	0 13½	0 14

WINNIPEG MARKETS.

BUTTER—Prices are slightly easier.

Fancy fresh creamery, in 1 lb. bricks	0 31	0 32
Choice Manitoba, in 1-lb. bricks	0 25	0 26
Fancy creamery, solids, 56's, 28's, 14's		0 25

CHEESE—

Manitoba, large		0 14½
" small		0 14
Ontario	0 15	0 15½

LARD—

Tierce basis, per lb.		0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb.		0 00½
20-lb tin pails, in 80-lb. cases, per lb.		0 00½
10 lb. " in 60-lb. "		0 00½
5-lb " " "		0 00½
3-lb " " "		0 01
20-lb net white wood pails, per lb.		0 00½

CURED MEATS—

Hams, selected stock, special mild cure		0 17½
Bacon, " " "		0 22½
Backs, " " "		0 18½
Hams, light, 10 to 12 average		0 16½
" medium 14 to 16 average		0 16½
" heavy, 20 to 30 for slicing		0 16
" heavy, skinned 2 to 30 for slicing		0 17
Picnic hams light, choice, 6 to 8		0 13½
Shoulders light, choice		0 11
Breakfast bacon, clear, bellies, light, 8 to 10		17½
" " clear bellies 12 to 14		17
Clear backs, b bacon light		16
" b bacon 12 to 14		15½
Spiced rolls, long if in stock		0 17
" short		0 14
Dried beef ham sets		0 12

Smoked hams boned and roll d, 2c. per lb additional.

DRY SALT MEATS.

Bacon, dry salt long clear		0 13½
" " " smoked		0 13½
" " " boneless backs		0 14½
Shoulders " "		

Begin the New Year Right—

Resolve that 1907 shall be the Banner Year; one way to do this is to keep always in stock the various lines of

Clark's Canned Meats and Beans

Consider the satisfaction there is in selling goods you can depend upon every time. Indications are that 1907 will be a year of great prosperity, so

Make Hay While the Sun Shines

ACME CANS

IF you want cans of quality, cans that stand the test every time, then order ACME CANS.

IF you require anything in Syrup, Coffee, Baking Powder, Spice, Fruit or Meat Cans, do not hesitate to order ACME CANS

IF you demand satisfaction in every respect, and demand it every time, see that you order ACME CANS.

There Are None Like Them

Acme Can Works

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EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

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NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1873. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and va uations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

A NAME THAT MEANS SO MUCH

Reindeer

Condensed Milk of this brand is recognized as the Standard for Richness and Purity.

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The Dealer buys it with assurance.
The Consumer uses it with satisfaction.

EVERY CAN GUARANTEED

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THE
Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,
WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

CEREALS AND CONFECTIONERY

Car Shortage Curtails Supplies of West ern Wheat East of the Lakes and There is a firmness in the Price of Wheat and Oats.

There has been no marked activity in the Canadian grain markets. The car shortage continues a drag on business. Receipts at Fort William and Port Arthur are not half of normal. Stocks of western grain at eastern lake ports are about exhausted and there is no chance of getting all-rail shipments through within six weeks or a month. This gives a firmer tone to the market for both wheat and oats. The New York Journal of Commerce, reviewing last week's grain markets, says: "The speculative markets in grain have been characterized by more strength and a little more activity the past week, based upon increased export demand for both wheat and corn, of which the offerings have been moderate or even light, and this has deterred short selling. But the large shorts have not yet been driven to cover as there has been no especially new feature in the crop situation at home or abroad to drive them in, except in Argentina, but the smaller shorts have quite generally covered. The United Kingdom has been the largest buyer of both the export staples, but the continent has also been in the market. Statistics, both foreign and domestic, have been favoring the bulls since the last half of the crop year began, and while foreigners are patient buyers, and do not bid when stuff is not offered, they take everything on the market when it is offered. This has given a very firm undertone to the market for both staples on the spot, and this was communicated to the options though the feeling is still bearish, but gradually changing to the bull side, as it is pretty evident that Europe will want all the surplus of both wheat and corn that we have to give them and as fast as they can get it. In flour, however, there has been no improvement, but rather a weakening tendency, on some increased pressure to sell, in order to keep mills running, even without a fair miller's profit, as there has not been the export demand, so far on this crop that was expected, and foreign markets are still out of line with ours on both winters and springs, but there was a steadier feeling at the close on the belief that the home trade are getting sufficiently low in stock to be compelled to come in more generally for supplies in the near future. The concessions made during the week have not amounted to over 5c. on winters and 5 to 10c. on springs." This week the market turned a little easier again. Bradstreet's report of the world's visible supply showed a decrease of 2,200,000 bushels of wheat, compared with a decrease of 71,000 bushels last year; an increase of 1,276,000 bushels of corn, compared with an increase last year of 915,000 bushels; oats decreased 722,000 bushels; year ago 795,000 bushels. Primary receipts of wheat 486,000 bushels, against 630,000 bushels; shipments, 214,000 bushels, against 200,000 bushels. Receipts of corn, 829,000 bushels, against 714,000 bushels; shipments, 323,000 bushels, against 438,000 bushels.

MONTREAL.

GRAIN—Grain continues quiet. The scarcity of cars which was so felt by grain merchants is not so bad this week, and a few lots have been shipped out of the city which have been delayed for a long time. Prices show no change.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
New No. 3 yellow corn "	0 54
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Trade is quiet at prices which are unchanged. There is little de-

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
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WINGHAM ESTABLISHED 1871

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
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There May Be Other Ways—But
your best way of luring success is to carry a good supply of our Pearl and Pot Barley.
N.B.—Your address on a post-card will bring our prices
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS
Bulk Only Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT SALT
Look up your stock and don't get short, Transportation has not been perfect lately. WRITE
Verret, Stewart & Co., Ltd., Montreal

Things Are Coming Our Way

In the shape of orders, but we're always prepared to meet the demand.

HOW ABOUT YOU?

Are you featuring

McIntosh's Famous Brands?

That certainly is a sure way---the surest we know about---to build up a permanent and paying trade.

"Swiss Food," "Beaver Oats"
and
"McIntosh's Crown Brand Rolled Oats"

are all sureties of commercial success.

The big premium (766) goes with **"Beaver" Brand.**

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25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

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is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

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We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
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Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

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WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

mand either in the city or from country points.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 6
Glenora	....	4 10
Manitoba spring wheat patents	....	4 60
" strong bakers	....	4 10
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS—The market is dull. Not much trade is being done in this commodity this week.

Fine oatmeal, bags	....	2 40
Standard oatmeal, bags	....	2 40
Granulated " "	....	2 40
Gold dust cornmeal, 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	....	2 25
" 80-lb. bags	....	2 00
" bbls.	....	4 80
Choice boiling peas	1 00	1 10

HAY—Locally the weather is keeping the market firm. It is impossible to load at present. A change would probably make the market a little weaker.

Advices from the other side say that there is an easier feeling in the market there.

No. 1	14 00	14 50
" 2	13 00	14 00
Clover mixed	12 00	12 50

FEED—There is a good feeling in the market, but business is limited because there is not much offering. Prices are unchanged.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	19 00	20 50
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

TORONTO.

GRAIN—Some business is passing but things are pretty quiet. Very little Manitoba wheat is left at the lake ports on this side, and in view of the car shortage it is impossible to get any all-rail shipments through within a month or six weeks. There is stuff lying at Owen Sound that was ordered out in November. Naturally Manitoba wheat is firmer. Oats too are firmer, because the farmers are not selling.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 82	0 82½
Manitoba wheat, Northern No. 1	0 81	0 81½
" " " No. 2	....	0 78½
" " " No. 3, nominal	....	0 76½
Red, " per bushel. 78 per cent. points	0 69	0 70
White, " " " "	0 69	0 70
Mixed, " " " "	0 68	0 69
Spring, nominal " " "	....	....
Goose, " "	....	0 65
Barley, No. 1, "	....	....
" No 2, "	....	0 51
" No. 3x, "	0 48½	0 49
" No. 3, "	....	0 45
Oats, white "	....	0 36½
" mixed "	....	0 35½

FLOUR—Domestic business is just fair at unchanged prices. One Ontario miller reports good export business to both South Africa and Great Britain, but generally speaking export trade is quiet on a basis of $2.63.

MANITOBA WHEAT—

60 per cent. patents	4 10	4 50
85 " "	....	4 00
Strong bakers	....	3 80

WINTER WHEAT—

Straight roller	3 50	3 60
Patents	3 70	4 00
Blended	3 70	3 80

CEREALS—Oats are firmer and the products naturally lean that way. Should the advance in grain be maintained, and the millers think it will increase, there will be a substantial advance in the price of products. At present, however, the trade is pretty well stocked. The car shortage is interfering with business in this industry too. Some millers can scarcely get oats to keep their mills going. One miller with 300,000 bushels in transit has difficulty in keeping his mills operating in the daytime. A few weeks ago he was running night and day.

Rolled wheat in boxes, 100 lbs. nominal	....	2 25
Rolled oats, in wood, per bbl "	4 55	4 65
" " in bags, per bag 90 lbs. "	2 15	2 20
Oatmeal, standard and granulated, per bbl "	....	4 80
" " " in bags 98 lbs. "	....	4 55

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

48 Highest Awards In Europe and America

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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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Established 1780, Dorchester, Mass.
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Frequently not very much. But there are occasions when names mean more than the mere words imply.

Perfection Cream Sodas

mean that Mooney's soda biscuits are as perfect as human ingenuity, carefulness and cleanliness can make biscuits. BUT

are not only perfectly baked—they are also perfectly packed—packed in such a way that their goodness is lasting.

Perfection Cream Sodas

are called "Ideal Biscuits" by particular and economic housewives. Of course you know that. Make it PERFECTION CREAM SODAS on the order list.

(3 lb. cards or tins)

THE **Mooney Biscuit & Candy Company,**
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Sixty Years of Popularity

COX'S CELATINE

may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

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Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

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Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

Its purity and absolute perfection has made it the standard of all Milk Chocolates.

It is distinctly a European household staple. The taste of the Canadian consumer will make it the favorite here.

Sole Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The merchants and grocers

of 25 Years Ago

and who are still in business found that

MOTT'S Chocolate

"Diamond" and "Elite" brands

was the most satisfactory all round, quality, price and results considered. That is why they still sell

Mott's

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

---

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

One Reliable Way

The Grocer who wishes to corner and hold a paying trade should stick to

Nicholson's Mince Meat

WE RECOMMEND

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited
Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

QUALITIES OF A GOOD SALESMAN

R. T. CRANE, in the Valve World.

Some people seem to believe that a good salesman is one who is able to deceive, humbug, cheat and defraud the buyer, and this, aside from the question of morality, and considered only from the money-making point of view, may be true where the business is such that the seller does not expect to meet or sell to the same person a second time. We claim, however, that any enterprise which is conducted in that manner is not entitled to the dignity of being classed as a business, for it is nothing more than a swindle.

We maintain that in an ordinary business it is not good policy for salesmen to practice the slightest deception, and one of the first things that we require of our men is that they shall be absolutely honest, frank and fair in their treatment of our customers. We think the value to a salesman of having these qualities appear in his every feature and action and suggested by every word that he utters cannot be overestimated.

Every purchaser is, we believe, desirous of dealing with a house that supplies honest goods at honest prices, that carries stocks in sufficient variety and quantity to take care of his requirements without delay, and where he can be sure of always obtaining the same line of goods.

It is a great relief to a buyer when he finds such a concern, and he should at once see that it is to his interest to confine his dealings to that house, as he is usually so fully occupied in looking after the other portions of his work that he cannot afford to spend his time endeavoring to ascertain whether he has been defrauded either in the quality of goods or in prices.

Trade Only With Reliable Firms.

From our own experience, we know it is a great satisfaction, when purchasing goods, to feel that we are dealing with a house having such a reputation. In fact, we have made it a rule to trade only with concerns of that kind.

For a firm to gain and maintain a reputation for fair dealing, it is not enough for the firm itself to be honest, but the policy of the house must be reflected by the salesmen, who, in many cases, are the only persons connected with the firm the trade ever meet. Hence the importance of having salesmen of good character, who, in soliciting business, make only such statements as the house can live up to. It is apparent, therefore, that an honest concern cannot afford to employ untruthful salesmen, as nothing will cause it greater injury than to have such men out among the trade.

On the other hand, a house selling inferior goods needs salesmen who can and will lie sufficiently to conceal the inferiority beneath a cloak of plausible phrases. Therefore, when we find by experience a salesman whose statements are always correct, and who will not stoop to misrepresentation, we are convinced that his house in honest and reliable, and are disposed to give him our business.

For a salesman to impress the trade in this way involves something more than simply refraining from lying. He must confine himself to what he knows to be true, neither deliberately lying, nor mixing up guesses opinions and facts in such a way as to deceive or mislead the customer, who, after having discovered a deception, can rarely be sold to again by the salesman, with the result that the house loses a customer.

Salesmen Must Know Goods.

Many salesmen are apt to be slovenly and careless in their replies to questions, sometimes possibly with the intention to deceive, but probably many more times for the purpose of concealing their ignorance on the subject about which they are questioned. This is a practice that we most strongly condemn. We very much prefer that our men shall acknowledge their ignorance to the customer and suggest to him that he apply to the house for information, if the matter is of sufficient importance to take that trouble. While salesmen are not expected to give customers unusual or technical information, still it is exceedingly desirable that they should have an extensive knowledge of the goods they are handling so as to be able to describe their goods and answer questions likely to be asked.

Occasionally a salesman is asked his opinion as to market conditions. Our salesmen are instructed not to give any opinion in the matter of prospective rise or fall in prices, as in our judgment salesmen are not in a position to be reliably informed as to the prospective trend of prices, and we cannot afford to have them deceive or mislead the trade in this way any more than we can afford to have them misrepresent the quality of our goods. In any event, we do not care to encourage our customers to gamble on the market. However, if customers have contracts on which they would stand to suffer loss if prices were advanced, we feel that it would not be at all improper for our salesmen as a matter of safety to the customers, to recommend that they place orders to cover such contracts.

Cut Out Treating Habit.

One mistake that salesmen frequently make is to urge an audience with a man when he is busy, thereby annoying him so that he will not give them a proper reception. Besides being tactful, it goes without saying that salesmen should be men of good address and affable in manner.

Another feature of the subject which some of the older people in business will remember was a common practice in the past, was the custom of drinking and carousing with customers. In those times some dealers kept a bar in their stores, others would have jugs or bottles of whisky on hand for their customers, and it was looked upon as being rather necessary for salesmen to take people out and entertain them by drinking and carousing with them in order to hold their trade.

We are pleased to be able to state that this practice has almost totally disappeared, business now being transacted more strictly on the basis of merit than was formerly the case. We laid down the rule years ago that if a man's trade could not be obtained without having our salesmen dissipate with him, we did not want it at all.

Because "The Twentieth Century belongs to Canada" the birth of

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Was as inevitable as it was necessary

FIRST ISSUE
25,000 COPIES

Saturday, JAN. 12th, 1907

This Weekly will contain all the financial news available on investments. Accuracy is aimed at, but technicality is avoided.

The Post will print reliable news in a readable manner. Finance has its romances as well as its dry bones.

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10 Front St. E.	232 McGill St.	511 Union Bank Bldg.	88 Fleet St.

CANADIAN BACON IN ENGLAND.

(By P. B. MacNamara, C.C.A. at Manchester, Eng.)

The past twelve months has been by no means a bumper year for Canadian bacon. The first half of the year brought full supplies, and whilst prices at no point touched the curer's notion of what they should be, yet Canadian bacon held its own amongst numerous competitors and came out very little behind its two principal rivals—Irish and Danish. Since August, supplies of Canadian bacon to this country have been very meagre, owing to a deficiency in the supply of hogs and the unusually high prices prevailing. It has been fortunate for Canadian shippers that the quantities placed on the English market have been small, for the prices have been very unprofitable. If Canadian bacon is to maintain its position on the British market, the shipments must be on a more liberal scale. The English merchants look hopefully to the time when Canada can produce more hogs, and there is a generally expressed wish that her vast resources should be turned in this direction by an increase in the number of hog-producing centres.

The quality of Canadian bacon is uniformly good. The feeding of hogs, the selection of the bacon, the mildness of the cure, the transit to this country, and the facilities for placing it on the English market here could not be improved.

Canada has not been alone in the diminution of shipments of bacon to the English market, as the shrinkage in shipments from the United States during the last few months has been very great, and at the time of writing it has been estimated only 8 per cent. of the American bacon products is being sent to Great Britain; dear hogs and the good condition of the home trade being accountable for this fact.

CANNED GOODS AND CHEESE IN AFRICA.

W. T. R. Preston, acting Canadian commercial agent in South Africa, is a keen observer. If his views expressed in the succeeding paragraphs are well founded there are considerable possibilities of increasing South Africa's consumption of Canadian canned goods and cheese. This is important. Both industries are indigenous in Canada and the expansion of each is limited only by the consumption at home and abroad and the means of inter-continental transportation. This last is not at present what it should be for the development of trade between the African and American sections of the empire. Mr. Preston writes:

"There is very active demand for Canadian cheese and Canadian canned fruits. In respect to both these commodities in order to ensure profitable sale they must be of the best quality. In respect to fruit the cheaper or coarser grades grown here are always in the market, and that is why a demand exists for a finer fruit in canned goods. In reply to a late correspondent, a Canadian canning company manifested a desire to place their goods on the South African market by the labels used by them and forwarded to the correspondent a set or sets of the labels in question. Upon interviewing the gentleman I was informed that he found it practically impossible to secure orders without samples of the goods. He told me that a set of samples, such as the letter from the Canadian company indicated, would ensure considerable business, but being without the samples he would not be able to secure orders. The general agency here with a full set of samples of goods would undoubtedly promote a profitable trade between South Africa and Canada.

"In as far as I have been able to learn on the question of Canadian cheese, the bulk of this commodity which reaches here comes via England, and is not the best quality of this Canadian product. I have seen a much better and finer grade of Canadian cheese both in Canada and in Great Britain then I have been able so far to find in South Africa. If my opinion on this subject is well-founded as it appears to be, the trade in this commodity is not being developed on favorable lines."

ALBERTA GOVERNMENT CREAMERIES.

The Government of Alberta's creameries have had another successful year. Dairy Commissioner C. Marker, reviewing the season of 1906, says:

Taken as a whole the past season has been one of the most successful we have had since the creamery work was inaugurated in Alberta. The Provincial Government operated thirteen creameries with a total butter output of 1,050,536 pounds for the six summer months netting at the creameries the handsome sum of $222,970.77, giving an average price of 21.228 cents per pound at the creameries, which were patronized by 1,755 patrons, the vast majority of whom are now preparing to make next year's business the best on record.

Not so very long ago dairying in Alberta was regarded by many as a mere make-shift, a present necessity to provide a little ready cash, but only to be abandoned as soon as the herds of cattle or the grain crops became sufficiently large to provide for the farmers the necessities and comforts of life. But what do we find now? Dairying is rapidly becoming recognized as an industry in the province, an industry which gives both ample scope and satisfactory returns for the ability and intelligence devoted to it by the dairymen. During the past year over two million pounds of butter have been manufactured in the creameries in this province as against less than four hundred pounds in the year 1902 and the product of the Alberta creameries is rapidly becoming a factor in the supply of our western markets.

As long as the farmers of Alberta find it to their advantage to engage in dairying they should be satisfied with nothing short of the best, the best quality of product, the best market and the best returns.

DEMONSTRATION AT CARSLEY'S.

Ribet's Swiss Chocolate and Cocoa are being demonstrated at Carsley's in Montreal. W. H. Halford, acting for S. H. Ewing & Sons, the agents, has charge of the demonstration, which has been very successful. Ribet's goods are newly before the Canadian trade, but have been received with favor. The various lines are neatly put up and the outside of the package by no means belies the inside, as the quality is of the first.

TRADE NOTES.

Cox's gelatine postal scales are being distributed by agents of that firm. The scales are quite useful, and are being given away to customers in all parts of the country.

G. O. Stratton has purchased the Main St. grocery of the late K. A. McLean, Moncton, but the Highfield St. store will be continued under the name of D. L. McLean.

Robert T. Holman, one of Prince Edward Island's foremost merchants, and head of the firm of R. T. Holman, Limited, Summerside, died on Dec. 11th, at the age of 79.

Docker & Fraser, Heward, N.W.T., are dissolving partnership, and the business will be continued by G. B. Docker. Munro & Co., of the same town, have been succeeded by Munro Bros.

George Wenino, of Sarnia, is one of the grocers who believe in a confectionery department. Mr. Wenino has just added a home made baking department and a candy kitchen to his already complete grocery.

The Foster Pottery Co., Main St. West, Hamilton, is sending out a neat calendar, entitled "Black Bass Fishing." The photo is realistic and summery enough to cause many a sigh for "the good old summer time."

Recently the Canadian Sign Company, of Amherst, N.S., supplied the store of C. E. Bentley & Company, Truro, with eight very attractive signs. The designs are very artistic, and it is likely that the company will reap benefit from their investment.

Herbert Crossthwaite, formerly a traveller for the Erie Tobacco Co., Windsor, died at his home in Toronto on Dec. 23rd. His death was due to an accident received while diving in Port Dover harbour a year ago last July, which resulted in paralysis. He was 26 years of age.

James Whitehead, of Whitehead & Huether, Walkerton, speaking to a grocery traveler of long standing, this week said the Christmas trade of 1906 has been, by long odds, the best and most satisfactory they had ever known. The traveller had got a share of it, and voiced the same opinion.

A dainty New Year's reminder reaches The Grocer from the editor and staff of Corn Trade News and Milling, London, Eng. The matter is printed in black and red on a heavy white stock, embossed with a gilt statute of Ceres. The Grocer heartily reciprocates the kind wishes contained in the card.

S. H. Ewing & Sons, Montreal, have issued, for 1907, one of the richest and neatest calendars noticed by The Grocer this season. The designs are in placque style, richly colored and embossed, and the entire card finished in the highest lithographic art. These calendars, which are about 8 inches square, will be keenly sought ater by the customers of Messrs. S. H. Ewing & Son. A post-card referring to this notice will bring one if the supply has not run out, there having been a good demand for these beautiful cards.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

GRAPE FRUIT

is now at its best. Just the fruit to recommend to your customers. It is a great favorite in the sick-room. Our brand is the best out of Florida.

ORANGES

Navels, Floridas, Mexicans

Our selections in these Oranges have been made with the greatest care.

Condition, Quality and Price.

LEMONS

The large importing markets show an increase in cost of Lemons, but our prices remain firm. We are direct importers from Messina, and we give this advantage to our customers.

Evaporated Apples, California Celery, Bananas, Nuts, Etc., Etc., Etc.

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Dealers Now Satisfied January, 1907 Will be One of the "Best Ever" in the Fruit Trade—Fish and Vegetable Trade Quiet.

It is now expected that the protests of the fruitmen in regard to the new duty on mushmelons and peanuts will shortly result in something definite, and it is not improbable that when the final draft of the tariff is made, these articles will be placed on their former basis. The matter has been under discussion during the past few days, and a definite announcement is expected at any time.

The market for navel oranges in New York is very firm for desirable sizes. Rain in California and Mexico has again interfered with shipments, and the transportation problem is not yet solved. An example of the poor service is seen in the case of a Toronto firm who had a shipment of Mexican oranges 20 days on the road. The general trade is reported excellent, and for probably the first time in twenty years the market has passed the Christmas season without a bad after-effect. One dealer states that in the first week of January this year his sales were greater than for all four weeks of January, 1906.

In fish and vegetables there is little of interest.

MONTREAL.

GREEN FRUITS—Dealers report a very fair business in fruits for the season. Florida oranges have been advanced and are now selling at $4. Oranges are in good demand at prices quoted. Lemons are selling fairly well. Prices generally are well maintained.

New dates, per lb	0 05	0 07
Bananas, fine stalk	....	1 50
" jumbos	....	2 00
Cocoanuts, per bag of 100	....	4 25
Pineapples, crate	....	4 00
Kumquats, box	....	0 20
Manderines, box	....	1 00
Tangerines, half box	2 50	3 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 00	4 50
Lemons	2 00	2 50
Pears per half box	....	2 75
Mexican oranges, box	....	2 40
California oranges, new navels	335	3 50
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	....	8 00
Florida grape fruit, box	....	3 50
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	....	7 50

VEGETABLES—Business is but fairly good. There is demand for many lines but large quantities are not being sold. Prices are too high to warrant business of any volume. Potatoes are quotted this week 85 cents to 90 cents a bag. Mushrooms are higher, 90 cents now being asked.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	....	2 25
Florida tomatoes, crate	....	6 00
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	1 10
California celery, crate	....	7 00
Spinach, per bbl	....	4 50
Cucumbers, per doz	....	2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb	....	0 06
" bbl	....	8 50
Jersey sweet potatoes, basket	....	2 00
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	3 50
Beets bag	....	0 75
Green Peppers, crate	....	6 00
Carrots, bag	0 90	1 00
Green beans "	....	10 50
Mushrooms, lb	....	0 90
Horseradish, lb	....	0 15

FISH—Dealers are doing a good business in fish at prices, which, on the whole, are very steady. Cod and haddock, which are in good supply, are in demand at prices which have not changed since last week. Some small quantities of fresh frozen herring have arrived and are now on the market at figures which are likely to be maintained. There has been an advance in tomcods since last report. Receipts of bloaters and haddies are large. Prices are without change on these lines. Oysters in bulk are arriving very freely. Barrels are quoted at $8. Standards and selects are down ten cents.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, round " "	....	0 05
Grass pike, dressed " "	....	0 06½
Market cod " "	0 03½	0 04
Steak cod, " "	0 04½	0 05
Mackerel, large, " "	....	0 10
Dore, " "	....	0 08
Whitefish " "	....	0 08
Small sturgeon " "	....	0 08
B. C salmon " "	....	0 19
Qual'a salmon " "	0 07½	0 08
Smelts " "	....	0 19
New tomcods bbl	....	1 90
Frozen herring, bbls., 300 fish, per 100 fish	....	2 00
" " less than bbls, per 100 fish	....	2 10
Smoked and Salted—		
St. John bloaters, "	....	1 25
Haddies, in 15-lb boxes, per lb	....	0 07
Smoked herring, per lb.	....	0 11
Yarmouth bloaters box	....	1 25
Skinless cod, 100 lb. cases	....	5 50
Boneless, 20 lb. boxes	....	0 04
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
No. 1 salt eel, " "	....	0 08
Dry cod in bundles	....	6 50
Oysters—		
Standards bulk, per imp. gal	....	1 40
Selects, bulk, per gal	....	1 60
Malpaque shell oysters, bbl	....	8 00
Oyster pails, pints, per 100	....	1 00
" " quarts, "	....	1 25
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	....	3 25
No. 1 N.S. herring bbls	....	5 00
" " half bbls	....	3 00
No. 1 Mackerel per pail	....	1 75
No. 1 Lake Trout, 100 lb. kegs	....	5 00
No 1 Sea trout, 100 lb kegs	....	5 50
Labrabor salmon—		
" " in bbls	....	12 50
" " tierces	....	18 00
" " in ½ bbls	....	7 00
No. 1 green cod, in bbls. of 200 lbs	....	7 50
Small. " " "	....	5 00
New turbot, bbls 200 lbs	....	10 00
Pickled sardines " bbl	....	5 50
" " " ½ bbl	....	3 00

TORONTO.

FRUIT.—A few minor changes in orange quotations are noted, and prices of bananas show greater range. Cranberries are quoted generally at $10 to $11 per barrel, as last week, although stock which has opened up a little soft is being offered at as low as $5.50.

Oranges, Jamaicas, per bbl	....	4 50
" " per box	....	2 50
" Florida, 126s-216s	2 65	3 00
" Mexican, 126s 200s	2 25	2 50
" Tangerines, half box	2 50	2 75
" Valencias, 420's and 714's	4 50	5 50
" navels, 96's, 250's	3 00	3 50
Grape fruit, 46's 80's	3 00	3 75
Lemons, Californias, boxes	3 50	4 00
" Messinas, 300's-360's	2 50	3 00
Limes, per crate	....	....
Pineapples, Florida, 30s and 24s	4 25	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 50	3 00
Bananas, per bunch	1 40	2 25
Red bananas per bunch	....	3 50
Grapes, Almeria per barrel	6 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	10 00	11 00
" " crate	3 50	3 75

VEGETABLES—The only alterations this week are in onions, which have ad-

vanced slightly, and cabbage, which is selling at prices up to $2 per barrel. California celery is now in great varirty. The potato market is reported very quiet.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	...	0 75
Sweet potatoes, per hamper	2 00	2 25
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 15	1 25
" Canadian, per bag	....	1 15
Cabbage, new Canadian, per bbl	1 25	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 00	1 25
Green onions, per doz	....	0 20
Radishes, Canadian round, per doz	0 50	0 60
Cucumbers. hot house, per doz	....	2 50
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06
Watercress, per doz. bunches	....	0 25
Tomatoes. California, per crate	....	2 75
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 9 doz	....	5 50
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 50	2 00

FISH—Pike is quoted again this week; also yellow pickerel and kippers. Sea herring is not listed, all stock being exhausted. Oyster quotations are in greater range, prices running from $1.70 to $1.90.

Fresh halibut	....	0 18
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	....	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	1 00	1 25
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" bbl	5 50	6 00
Frozen Halibut, per lb	....	0 10
Pink Salmon, per lb.	....	0 09
Red "	....	0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb	....	0 10
" extra, per lb	....	0 15
Lake Superior herrings, per lb	....	0 03
Pike, per lb	....	0 05½
Yellow pickerel	....	1 25
Kippered herrings	....	1 25

TOMATOES AND PURE FOOD LAW.

An American Broker's View—New Law a Good Thing for the Trade.

A Maryland firm of canned goods brokers, Strasburg, Silver & Co., dilating on the situation after the holiday festivities and in view of the fact that the Pure Food Law came into effect on Jan. 1, say: "The unexpected has happened, and the round dollar is the low-down price, not many to be had at that. Of course a car or two can be had for less, but who wants canned tomatoes that are not pure legally and effectually pure, the kind after which the Pure Food Law was framed and with which it was compelled to comply, not the reddish, over-green, unripe, cholera-morbus kind, but the kind that invigorates and does not inebriate. Packers down this way are overjoyed over the new law; nolens volens, it will keep the other fellow from packing inferior grades, the kind that fill and continue to fill the retailers' shelves instead of filling the wants of the consumer. When the retailer stocks up with tomatoes of the "trashy sort" his same

FISHING FOR BUSINESS

We use as our bait *"Low Prices"* and you catch High Quality Fish

HALIFAX FROZEN SEA HERRINGS

We have the only two cars of this season's catch in Toronto. Guaranteed 60 lbs. to 100 count, and fine bright stock.

FRESH CAR BRITISH COLUMBIA SALMON AND HALIBUT

QUALLA SALMON

Pink flesh, headless and dressed, our leader, 9c. lb., case lots, 8 1-2c. Also

CAR GEORGIAN BAY FROZEN TROUT

We can satisfy the most exacting on their fish business. One of the largest stocks to choose from.

WHITE & CO., Limited
TORONTO

BRANCH AT HAMILTON

DO YOU HANDLE?

"ST. NICHOLAS"—*The standard of an honestly packed prime box of Lemons*

W. B. STRINGER & CO., Sole Agents, TORONTO

California Navel Oranges We have the best.

Fancy, $3.50 per box. Choice, $3.25 per box. Off sizes, $3.00 per box.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

Good demand for Chickens now.

ARRIVALS THIS WEEK

ONE CAR FANCY CALIFORNIA NAVELS
Fine color and excellent quality

ONE CAR VALENCIA ORANGES
Ordinary and large 420s, fine quality and cheap

ONE CAR FANCY BANANAS

Also CALIFORNIA CELERY—OYSTERS—HADDIES, Etc.

HUGH WALKER & SON GUELPH, ONT.

HEAD QUARTERS FOR
Florida and California Green Fruit and Vegetables

We are sole Eastern Canadian Agents for **Chase & Company, Florida; Stewart Fruit Company, California;** also represent **Clover, Hill & Co., Liverpool,** for the distribution of Valencia Oranges and other Spanish products.
Prices for carload lots furnished the wholesale trade on application.
We also cater to the retail dealers for small lots of all kinds of Fruit and early Vegetables in our market—our prices consistent with good quality. Give us your orders.

Long Distance Phone M. 2702 MONTREAL FRUIT EXCHANGE 195 McGILL STREET, MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN

BELLEVILLE ONT. and BOWMANVILLE ONT.

DRIED APPLES

Highest Prices paid.

customer seldom makes a second pur- his same customer makes a second purchase and never a third, but when the consumer meets with a pure unadulterated brand, having been packed in its highest state o. lusciousness from a near-by field, and then hermetically sealed, retaining all of its natural flavors he wants more and many more. This new federal law will therefore be a boom to the tomato business, increasing consumption. Demand and necessities of supply will naturally insure higher prices for future tomatoes, which cannot be packed pure in high-priced cans and everything away above last year at indefinitely higher prices and sold at 80 cents for 3s and 60 for 2s, without loss to the packer. Verily, the packer and his employe must be paid to insure a healthy condition of affairs, and we don't believe that the jobber, retailer or consumer wants to escape a reasonable profit to the producer, nor does the jobber want a future contract for delivery ten months hence signed by a straw seller, making him feel more like chaff at delivery time, if the market is up a little, as it will doubtless be. Pure goods increase consumption and higher prices must prevail as long as demand is greater than supply. Demand increases output likewise and yet there is no danger until the output exceeds the demand. We would suggest the early covering of futures if you can find the right seller, but a contract with the wrong seller is worse than valueless; to think that you stand on a prop when you don't is disappointing; if it should be a contract, why not for a given quantity as well as quality, not the pro rata kind because sufficient goods will always be packed to fill all future orders and the buyer has a right to what he buys as well as the seller to settlement as per contract. An esteemed contemporary has said: 'Children pay with marbles, men with money.'"

Newton A. Hill, representing L. Chaput Fils & Cie., Montreal, in the Northwest and British Columbia, is leaving this week on his first trip for 1907. This is Mr. Hill's fifth year on that ground, and he has secured a good share of the trade of that section.

THOUSANDS
SAY OUR
Jams and Jellies
ARE THE BEST. Those who have used our
Pure Apple Juice
WILL HAVE NO OTHER. Would you like to know our special proposition? A post card brings it.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

OUR BUSINESS
IS
Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive
to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out
for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

Fruits, Green and Dried, and Nuts are our Specialties.
Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.
C. & F. prices given for car lots.

FRED^K. FISHER & SONS
St. Magnus House, Monument St.
LONDON, ENGLAND

J.V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street,
HAMILTON

THE BEST BRAND IN CANADA

I state emphatically, without the least hesitancy, that
"E.D.S." BRAND Jams and Jellies
is the best brand manufactured in this wide Dominion. It's easy to make assertions. Ask me to prove mine. I promise to satisfy—even suppose there's none but Missouri blood in your veins.

"E.D.S." Brand Jams and Jellies
purest, most wholesome as well as best.
Now is a good time to send in that test order.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING

WAGSTAFFE'S Fine Old English Pure Orange Marmalade

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

Wagstaffe's Fine Old English Pure Orange Marmalade

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

MADE IN HAMILTON, CANADA, BY

WAGSTAFFE, Limited

The Pure Fruit Preservers.

FRESH

Haddock
Cod
White

SMOKED

Ciscoes
Finnan Haddie
Bloaters—Mild Cured
Kippered Herrings
Digby Smoked Herrings

FROZEN

Lake Herrings
Trout
Halibut
Qualla—Pink Salmon
Manitoba White
B. C. Salmon
Smelts
Flounders
Mackerel
Striped Bass
Yellow Pickerel
Pike

SALTED

Labrador Herrings
Salmon
Trout
Mackerel

PREPARED

Green Cod
Skinless Cod
Boneless Cod
Shredded Cod

We are carrying a full line of the above and stocks are Al.
Send along your orders

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

ST. JOHN, N.B. GRAND RIVER

FRESH FROZEN LARGE SEA HERRING

A choice lot just arrived. They're offered by **Leonard Bros.,** which is a guarantee of their quality. Our prices for the asking.

FISH OF ALL KINDS

We have the facilities to enable us to supply you at all times with fish of all kinds. It's worth your while getting our price list.

P.O. Box 639

LEONARD BROS.

Long Distance Phones 20, 22, 24 and 26 Youville Square - MONTREAL GASPE

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1 lb. tablets
CHEBUCTO—In 1 and 2 lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers. *Write or see our nearest Agent—*

Montreal—A. A. Perry, 6 St. Sacrament St.
Toronto—Anderson Powis & Co.
Hamilton—Alfred Powis
London—Wm. G. Coles & Co
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

IT'S THE QUALITY

THAT CAUSES PEOPLE TO STICK TO

"MELAGAMA"

MOTHER'S FAVORITE TEA

A Pure Blend of Ceylon and Himalayan Teas. It Holds Trade. For prices see list in back of this issue.

We have in stock a full line of bulk Teas and our prices are low. Write us for samples.

MINTO BROS., Importers - - - TORONTO

THREE HUNDRED AND SIXTY MEN EVERY MINUTE

"None of my cigars ever come in for the Tight-Rolling that makes the draw hard, nor the Loose-Rolling that makes them burn badly."
J. BRUCE PAYNE.

of every hour of every day in the year light either a ***PEBBLE*** or a ***PHARAOH*** Cigar. Mr. Grocer! Are you getting your share of the profit?

PEBBLE and PHARAOH

suit the taste of the man in the street and you'll admit that he's a pretty numerous party.

Since these cigars are so popular they certainly ought to be on your order list.

Once you have proved the absolute squareness of The Payne Plan of doing business you know the better way.

Particulars in January 11th issue. If you have mislaid it drop me a card.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Smokers of Canada

Do You Know How Much T. & B. Means To Grocers? You Ought To Know.

are practically unaminous in their decision regarding pipe tobacco. All admit that most manufacturers honestly try to produce a perfect pipe tobacco. But—they go on to state emphatically that

T. & B.

stands in a class by itself—being the best tobacco sold in the Dominion, and equal in fragrance to any high-grade tobacco manufactured on earth. This decision is gratifying to us and to most grocers, because most grocers feature ***T. & B.***

NOTE.—The margin of profit is right—just what you expect.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HOW A FRUIT SELLING TURK DID THE WHOLESALE GROCERS

Some Canadian wholesale grocery houses, not all of them in, nor all of them out of Montreal, are mourning their acquaintance with a young and enterprising Syrian, who visited them early last year. He, on the other hand, has improved his bank account to the extent of $25,000 or $30,000.

This story illustrates some phases of character that are not all foreign. It happens to be true, so the names are better not said.

When the Sultana raisin crop was in blossom a young man of Smyrna arrived in America. He was tall, spare, dark, with a thin line of black moustache artistically on a horizontal line and had lately been admitted a partner in a Smyrna fruit firm that had already done business on a considerable scale in America. He looked more the Parisian than the Oriental and spoke six languages fluently. His manner was engaging, but strenuous, he talked fast and by preference about figs and Sultanas. His mind was aglow and each idea was illuminated by an eastern adage or oriental imagery.

When he arrived in Canada he found some claims against his firm arising out of former business. These he considered, made the best bargains he could and settled with the cash. To one wholesaler he paid as much as $300 and others got smaller sums.

These disposed of he started in to sell figs and raisins. And selling was easy; why shouldn't it be, representing a firm that settled the claims against it as he had? As a broker expressed it, "the wholesalers were falling over themselves in their eagerness to buy."

Remember this was long before the Sultana crop was gathered, or any save a prophet knew how it would turn out. The fig business turned out all right because the crop was a good one; it was on raisins that the hopes of the wholesalers were wrecked. His price on Sultanas, necessarily a purely speculative one, on a growing crop, ranged from 12s. 6d. to 17s. a hundredweight.

When the crop was gathered it was found to be about half an average and the dried fruit situation generally was very firm. Prices opened at 30s. and immediately began to climb higher. The Canadian buyers were a bit anxious, but could only wait and see what their versatile friend would do.

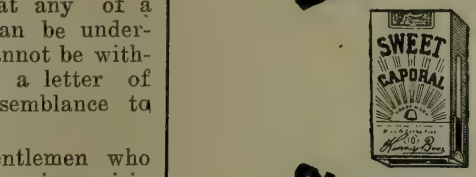
To appreciate the situation it must be understood that Canadian houses do this fig and raisin business on the basis of a letter of credit. This is the way it works: When the lively Syrian got an order he got with it for the amount of the order a letter of credit through the customer's bank on, say, some bank in England with business in Turkey. A copy of this letter would be sent to the bank in England and the Syrian would have a copy. When he shipped the goods he presents the letter of credit with the bills of lading, say to the Ottoman Bank in Smyrna, and in due course it would be honored by the bank in England. The letter of credit might be cashed at any of a dozen banks so that it can be understood that once given it cannot be withdrawn. This means that a letter of credit bears a strong resemblance to gold coin.

The feelings of the gentlemen who had dealt with the Syrian in raisin futures may be guessed at. He did not leave them long in suspense. In due course they got their advices and they were probably more mad than surprised.

The wily Turk knew that if he did not fulfil his contracts his cake was dough. Having decided that he couldn't or could not afford to keep faith he boldly decided to turn the situation to profit. Raisins had risen to 38s. He charged his Canadian customers as high as 50s. and at varying rates shipped orders to exhaust the letters of credit.

Some orders he at first repudiated asserting that they were "confidential" and to be filled or left at his discretion. He changed his mind with regard to these, however, and filled them after his fashion, but his victims wished he had adhered to his original intention. His was an old established concern. The banks had reported his financial standing good and his reputation for integrity blameless. But this young man was new blood. Most foreign speculators in dried fruits prefer to lie down rather than be wiped out when the market goes against them. This enterprising Turk saw larger possibilities in the

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALL

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

To all my customers I wish a Prosperous and Happy New Year

JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

Office and Store, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street

PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

situation. As default would forever prohibit him from doing business under the same name again, his conscience enabled him to decide that robbery would make the case no worse. A common matter of fact thief would have sat down and figured out his letters of credit in raising at his factitious price. Not this elegant trifler with wholesale grocery surpluses. He was a man of ideas and imagination. He was blessed with the great gift of humor and made the punishment fit the crime. He distributed favor in the raisin deal in proportion to the size of the fig orders he had secured. One gentleman not only gave him a large fig order but dined him at the leading hotel and it is alleged this wholesaler got his entire order at contract price. Only an artist, and one of fine social sensibilities like Raffles would have taken thought to do that. But he carried the joke to a mean issue and this is where admiration of the Turk must tarry. He played with the weights. One firm that got 300 boxes when they should have had 1,000 found the weight of the contracted order short about 2,000 pounds. This was low down. After that we must pass the Turk up.

J. A. Henderson, who has been chief clerk with Geo. Adams, New Westminster, for the last six years, has gone into business for himself in Vancouver.

AN EGG-O-SEE BANQUET.

Annual Gathering of the Big Cereal Company at Quincy, Ill.

The fourth annual gathering of the managers of the Egg-o-See Company at the Newcomb hotel in Quincy, Ill., on Friday evening, Dec. 28th, was an important event for Quincy and a landmark in the history of the company. There were representatives on hand from all corners of the continent. Among the Canadians present were the Hon. John Bain, Ottawa; E. M. Trowern, Toronto; H. C. Beckett, Hamilton, and B. F. Blakeslee, Toronto, Canadian representative of the firm. General regret was expressed at the absence of general manager John E. Linihan, who through illness was unable to attend. Another cause for expressions of regret on the part of several of the speakers was the approaching removal of the general offices from Quincy to Chicago.

The banquet itself was a magnificent affair. The menu was elaborate and included things new as well as appetizing. The menu card was a work of art, with the familiar trade mark of the company embossed on the cover, while inside were pictures of the new office quarters and the famous "There ain't goin' to be no leavin's.". The tables, which were adorned with American Beauty roses, were each arranged to seat congenial little groups of four, with the exception of the long table for the speakers, which was elevated above the floor and had seats for fourteen.

At the conclusion of the banquet, the oratorical portion of the programme was begun, and addresses were given by President John W. Cassidy, who acted as chairman and toastmaster; John A. Steinbach, Mayor of Quincy; J. L. Mahin, of the Mahin Advertising Agency, Chicago, who talked on the career of Egg-O-See, and the part played in its success by advertising; Brode B. Davis, Chicago; Thomas Balmer, New York, who gave a very practical talk along trade lines; Dr. Otto Bell, St. Louis, on the medical and scientific side of Egg-O-See; Chas. H. Williamson; W. R. Emery, advertising manager of Everybody's Magazine; Judge C. F. Perry, Quincy; Col. Hunter, Chicago; A. C. Monagle, New York manager, on "Salesmanship in Cereals"; Robert E. Lee, editor of the Eli Grocer, St. Louis; W. D. Whitmore, New England manager; J. S. Dinkelbohler, Jr., Cincinnati representative, and several others.

During the evening a musical programme was rendered by an orchestra, quartette, and several soloists.

PRODUCE MERCHANTS' ELECTIONS.

January 14, is the date set for the annual meeting of the Montreal Produce Merchants' Association. The election of officers will take place on that day. Nominations for the Presidency already in, are: Fred. Fowler and A. A. Ayer.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

"Made to Sell"—Good
"Made to Serve"—Better

A common trait in mankind is to manœuvre towards what pleases—people who are affable, places that are habitable, goods that are reliable.

It is just as natural for grocers to want to sell reliable goods as it is for grocers to want to get reliable trade.
That is exactly the reason grocers ask their jobber for

BOECKH'S BRUSHES, BROOMS, ETC.

☞ Always look for the name **"Boeckh"**

UNITED FACTORIES, Limited, TORONTO, CAN.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

1907

The Black Lead to handle in the New Year will be James' Dome Lead. Gives satisfaction to Customers and saves Dealers trouble. Sales of this article increase steadily each year. Other leads come and go, but ***this make*** stands the test of time. The reason of this is quality of goods.

JAMES' DOME BLACK LEAD

W. G. A. LAMBE & CO., Canadian Agents.

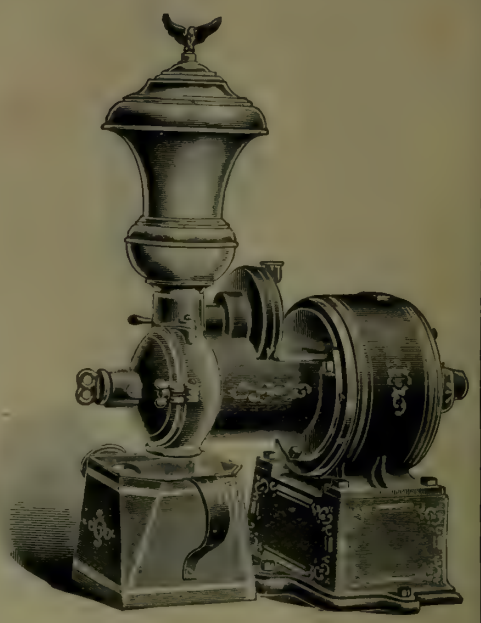
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S- A.

PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited

BERLIN, ONTARIO

Representatives:

Manitoba: Stuart, Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY

Granulating 2 lbs. per minute.
Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U S A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

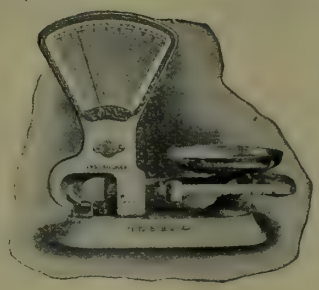
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

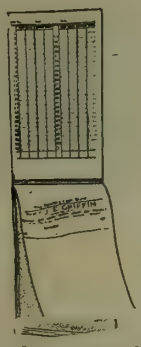
Be Happy

The Grocers who have installed

Duplex Counter Check Book

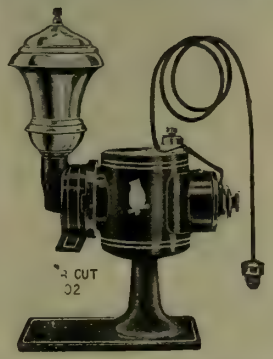
are happy——

Because the necessity for worry exists no longer in their stores. Let's send you particulars.



The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

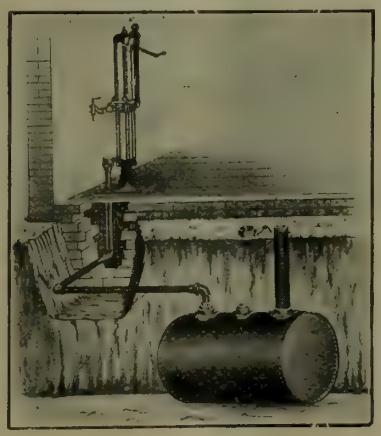
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

A. D. FISHER CO., LIMITED, - TORONTO

Wherever the Insurance requirements are most rigid, there you find the greatest number of grocers using Bowser Outfits for Gasolene.



It's a significant fact and worthy of thorough investigation. The reason is found in Gasolene Catalog B.
Send for it.

CUT No. 42.
FOR GASOLENE—TANK BURIED.
PUMP IN BUILDING.

S. F. BOWSER & CO., Inc.
66-68 Fraser Ave., - - TORONTO

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

THERE ARE BIGGER FISH IN THE SEA

than **MACONOCHIE'S HERRINGS**, but if there are better fish, specimens have never as yet been caught. The Scotch Herring is of a truth the ne plus ultra of the species.

Such is our raw material! Now for the finished product!

The Maconochie Factory at Fraserburgh holds the unique position of being within a stone's throw of the water, no preservative therefore, is necessary to keep the fish for a long journey overland—the water is hardly out of their gills before they are cleaned and in the cans.

Did you ever notice how fastidious your fish customers appear to be? This fastidiousness will vanish before the real freshness of

MACONOCHIE'S FRESH HERRINGS

The addition of pure Italian Tomato Paste to our Herrings is costly, but it imparts a delicious flavor and the best is none too good for—

MACONOCHIE'S HERRINGS IN TOMATO

We could use pine sawdust, driftwood or creosote in the Maconochie Smoke Rooms—but in our process we use oak imported from Flanders, and it is just this Flemish oak smoke that lends the distinctive subtle flavor to—

MACONOCHIE'S KIPPERED HERRINGS

Maconochie's Herrings are packed 16 ozs. to the pound—honest value—intrinsically the best food value obtainable, and for this reason the output of Maconochie's preserved fish is greater than that of all other British factories combined. They are good enough for your most exacting customers. Ask your Jobber for them, decline to accept a substitute, and if he will not supply you, write to any of our agents who will give you the names of wholesalers who will willingly sell you any of our lines.

MACONOCHIE BROS. Limited, LONDON, ENG.

AGENTS FOR

Ontario, Quebec and North W.T.	—MACLAREN IMPERIAL CHEESE CO. LTD., TORONTO
United States	—MACLAREN IMPERIAL CHEESE CO. LTD., DETROIT
New Brunswick	—J. HUNTER WHITE, ST. JOHN, N.B.
Nova Scotia	—SEETON & MITCHELL, HALIFAX, N.S.
British Columbia	—MARTIN & ROBERTSON, VANCOUVER, B.C.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 17, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

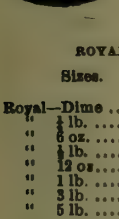
Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ¼ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" in pepper boxes, " according to size	0 02	0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household" 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½ doz.	to case	per doz.,	$	.90
1 " "	4 "	"	"		2.10
½ " "	2 "	"	"		4.75
¼ " "	1 "	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½'s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb. screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins. .36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. .36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case. 25b.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. .26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. .30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. .28c.
100 2-cent pieces in box, each .$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box .$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. .26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins. .25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. .25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case. 36c.
10-lb. tins, 10 tins in case. 33c.

XXXX chocolate powder.

5-lb. tins, 10 tins in case. 35c.
10-lb. tins, 10 tins case. 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 30-lb. boxes	37½c.
" IV, 30-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered,
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Want Nothing Else

Almost every second of every minute of every hour of every day but Sunday somebody somewhere is asking for RISING SUN Stove Polish in cakes or SUN PASTE Stove Polish in tins. These goods are both put up under the well known trade-mark of the RISING SUN which has had a world wide reputation for years. Families use them for generations without ever thinking of another brand. With increasing sales the RISING SUN sells on.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

INCREASE YOUR SALES

By Selling Those Goods With Integrity and Reputation Behind the Label.

BORDEN'S PRODUCTS

EAGLE BRAND CONDENSED MILK

STAND

Supreme for Purity, Richness, Flavor

Borden's Condensed Milk Co.

Est. 1857 "LEADERS OF QUALITY" New York

PEERLESS BRAND EVAPORATED CREAM (Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending and selection of the bean, combined with the use of the best and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
1-oz.,	case of 2 doz			$3 20
2 "	" 1 "			3 00
4 "	" 1 "			4 50
20 "	" ½ "			4 75
20 "	" 1 "			9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
	1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09
	0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Pails	2 03
20-lb. tin pails	1 93
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
2-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD.

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

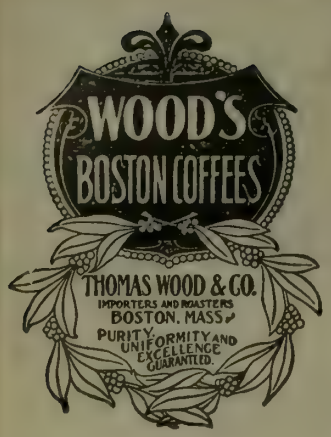
Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20



Best in Their Field. Their Field the Continent

They are the stand-by of the household.
They comfort the railway traveller.
They grace the tables of the wealthy.
They stimulate and cheer the miner and the woodsman.
Known everywhere, sold everywhere, used everywhere.

WOOD'S COFFEES

fill every requirement among the myriad consumers of the great American beverage.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" " 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

DURHAM MILLS.

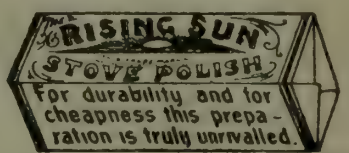
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

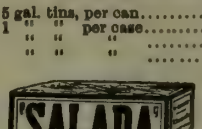
Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

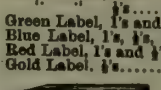
5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



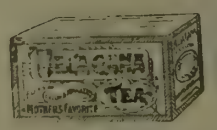
LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

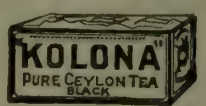
	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



put up in 30, 60 and 100 lb. boxes.

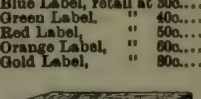
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 [illegible]
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

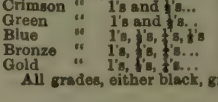
Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

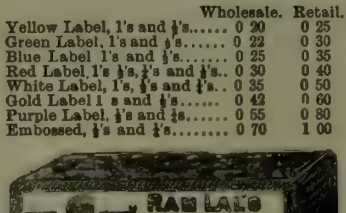
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 36
No. 2	"	0 34½
No. 3	"	0 26
No. 4	"	0 20
No. 5	"	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 52½
Condor, pure distilled	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

All Grocers Selling "Klaus"

Improved Swiss Milk

Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:

ROSE & LAFLAMME

Montreal and Toronto

It's after all the **"BURNING QUALITY"** of the matches you sell that is the **FIRST** consideration of your customer—

This consideration on our part as makers of matches has made

Our Matches

the safest and most profitable for the trade to handle.

We save you money on freight as well.

Write for particulars, price list, etc.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co., Ottawa.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

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Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Martell-Stewart Co, Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

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Crown Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Mason, Geo., & Co., Ltd., London, Eng.
Paterson's— Rose & Laflamme, Montreal

Polishes—Metal.
Oakey, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Hillock, John, & Co., Ltd., Toronto.

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Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Stock Food.
International Stock Food Co., Toronto

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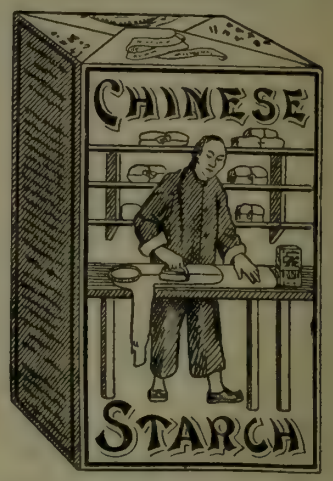

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A Letter YOU Should Read

VERCHERES, QUE.

To "SALADA" TEA CO.,
Montreal, Que.

Dear Sirs,

A few words to tell you about the "SALADA" Green Tea that you have sent me. Your "SALADA" is a first-class article. I have been in business 42 years, and have sold several kinds of tea, and may say that your tea is better than any other. I have sold a lot of your famous tea, and all my customers that have tried it are all the time praising it. I am pushing your tea over all others, and if I continue to do so will surely be able to sell a large quantity. Now, I am sending you a list of names of customers that do not know "SALADA," and by receiving a sample, this will give them the advantage of knowing it.

Yours truly,
(Signed) J. JACQUES

If you are not already selling this tea, would it not be well to get into line before others steal a march on your trade?

There's no time to be lost, as competition is forever on the move and the fittest must survive.

For wholesale terms and samples

Address "SALADA," Toronto - Montreal

SATISFACTION BOTH WAYS.

When you sell

MAGIC BAKING POWDER

you give your customers satisfaction, and you get a satisfactory profit too.

Why Experiment?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Sterling Brand Pickles

Keep in the front now, as always.

After stocktaking let the grocer sort up in all lines, for it pays to be always well stocked in these goods.

Made in Canada by

The T. A. LYTLE CO.
Limited
TORONTO, - CANADA

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread" Molasses

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

VALENCIA RAISINS That Please

When placing your next order ask for these Reliable Brands.

"M.D. & CO." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

A Fair Proposition

We want to sell you some

PATERSON'S WORCESTER SAUCE

It sells well and gives good profit.

Can we?

ROSE & LAFLAMME
Agents, Montreal

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious ***"O.K."*** Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: ***London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.***

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

Full range of best packers' fruit. **BUY NOW**

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

PUREST AND BEST

Windsor Salt

We beg to give notice that on the 31st of this month The Dominion Salt Agency, London, Ont., will cease to represent us as General Selling Agents, and we shall feel obliged if Wholesale Houses and other customers send their orders direct to us.

We desire to express thanks for the liberal patronage accorded during the past, and trust, by continued excellence of manufacture, prompt shipments and close attention to business, to merit a continuance.

The Canadian Salt Company, Ltd.

ERNEST G. HENDERSON
Vice-Pres. and Manager.

WINDSOR, ONT.
Jan. 22nd, 1907.

PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell, Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING - - - HAMILTON, ONT.
J. CARMAN - 723 Union Bank, - WINNIPEG, MAN.
C.E. JARVIS & Co., - - - VANCOUVER, B.C.

INDIA TEA

We have a line of the above at 14c.

Write for Sample *It's a Bargain*

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Valencia Raisins, Trenor's "Blue Eagle"

Finest Selected and Four Crown Layers.

Also

Two, Three and Four Crown Californias and Seeded in Packages.

All at rock bottom prices. Write for quotations.

William Galbraith & Son, - - 68 McGill St., Montreal

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG

KEEP YOUR EYE ON THE WHITE SWAN

There are many brands of Jelly Powder on the market—some better than others, nearly all good, but only ***one*** of ***outstanding merit.*** A brand that stands pre-eminent for ***high grade*** and absolute merit. A brand that has staunch friends in almost every town from Halifax to Vancouver, and that is gaining in reputation every day.

GREIG'S — WHITE SWAN — is a household word throughout Canada, and is everywhere recognized as synonymous with worth. That's why the White Swan Jelly Powders are manufactured and sold in such volume.

Not only are the goods of unimpeachable quality, but the price we sell them at is such that the dealer can make a better profit than on any other. Our method of advertising is to make it ***werth while*** for the merchant to handle our brand.

All Greig's White Swan goods are profitable for you to handle.

THE ROBERT GREIG COMPANY, Limited
WHITE SWAN MILLS
TORONTO

GREIG'S White Swan BRAND

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

Royal Crown
Witch Hazel Toilet Soap
Is Well Advertised

Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

—Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

20

EWING'S HERBS

If it is anything in herbs you want, we have it.

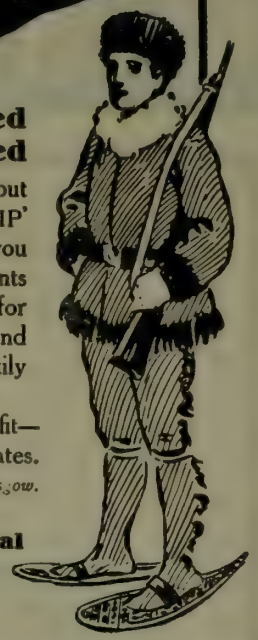
Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods ar sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

'CAMP' COFFEE



Fore-warmed is Fore-armed

Not the usual way of putting it, but equally true in this case. ¶ Try 'CAMP' Coffee yourself—try it to day—then you will be armed with the best arguments in its favour. You will know it for yourself as a delicious, economical, and easily made coffee — and will heartily recommend it to your customers.

¶ 'Camp' yields you a handsome profit—sells easily, sells quickly, never deteriorates.

Made by R. Paterson & Sons, Coffee Specialists, Glasgow.

Agents:
ROSE & LAFLAMME, Montreal

A WONDER

Wonderful Soap

The Soap of Quality

Put up in boxes, six cakes per box, 18 boxes per case

Freight allowed on five cases and over

$4.00 per case; $3.90 per 5-case lot; $3.75 per 10-case lot

Manufactured by

The Guelph Soap Co.

GUELPH, ONT.

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***
Enquiries Solicited ***All Codes Used***
Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

TEAS

Tartan BRAND

SIGN OF PURITY

As usual, our Tea Sale a huge success. A few more good lines for the good people. Write for samples of the line you are low in. We will do the rest.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

Alibert Sardines

Large lot just arrived. Standard ¼ size. Key-opening tins.

Here's a Good Proposition

Alibert's sardines are the best packed. They are put up in an attractive package, and are preferred over all other brands when once used.

If your wholesaler does not handle them wire or write us direct. We'll do the rest.

C. A. Chouillou & Co.

14 PLACE ROYALE

MONTREAL

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

Does Your Coffee Trade Need Toning Up?

Have you exactly the qualities that your customers desire?

Our range is most complete in all lines—from 12½ cents up—25 and 50-lb tins. In 100-lb. lots we give a handsome Roll Top Oval Counter Container—something particularly attractive. Drop us a card or ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

After all is said and done it's

Japan Teas

that are Nature's best production in the tea line. By the soil and climate and manner of preparation Japan Teas can only turn out to be the healthiest, most delicious, fragrant and invigorating teas in the world.

STOCK FOODS

We offer, subject to being unsold:

Myers' Horse and Cattle Spice, cases 24/3-lb. packages, at	*$ 6.75*
Myers' Horse and Cattle Spice, bales 25/5-lb. bags, at -	*9.38*
Myers' Royal Poultry Spice, cases 144/½-lb. cartons, at -	*10.80*
Myers' Royal Poultry Spice, cases 36/26-oz. cartons, at -	*6.75*
Myers' Royal Hog Powder, 24 packages, at - - - -	*2.00*

Less 25 per cent. Trade Discount

F.O.B. Hamilton, Net, 30 days **Free advertising matter**

James Turner & Co., Limited - - Hamilton

Seasonable Sellers

There is a time for everything---a season for every commodity. This is the season when

Mathieu's Syrup

of Tar and Cod Liver Oil

sells very quickly and in very large quantities, because as a cure for Coughs, Colds, Grippe, Bronchitis, and all affections of the chest and throat it is unexcelled. It is a family remedy throughout Canada and is well advertised.

Send your order to-day for another supply.

Every season is the headache season, and Mathieu's Nervine Powders sell through every season.

J. L. MATHIEU CO.

Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores

Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec.

DATING OF CANNED GOODS

Proposal by Minister of Agriculture in New Inspection Law Opposed by an Expert Canner.

By W. R. Drynan,

The Honorable the Minister of Agriculture deems it expedient to pass an act for the further inspection of canned food products. This act will apparently be closely modelled after the act recently passed in the United States, and on the whole will find favor with all those directly interested in this very important industry. While directly intended to benefit the consumer it should stimulate the industry and encourage consumption, as it will increase the confidence of the consumer in all kinds of canned goods.

Canners of fruits and vegetables especially, have nothing to fear from inspection, as provided for in the bill, for their products are clean, sound and wholesome. In fact it is a physical impossibility for a packer to turn out a good quality of goods unless everything in and about his factory is scrupulously clean and his raw material at its best for table use. This is so generally recognized that in the canners' contract with the growers it is always stipulated that the vegetables and fruits must be brought in when best fitted for table use, and the same day as picked. In addition to this, inspectors are sent to the fields to examine the crops and to instruct when the produce must be brought in. All these precautions are necessary to ensure a first-class product, and as the only method of preservation used is the sterilization process, i.e., cooking in hot water or steam at a high temperature sufficient to destroy all bacteria, canned fruits and vegetables are absolutely pure and are a much safer food than the fresh articles picked up in the hucksters' stalls, and which have been exposed to the dirt and dust of the street. While canned fruit and vegetable packers, therefore, invite inspection, to some it seems a needless expenditure of money, especially as there is already a system of inspection under the Provincial Government.

Date on Canned Goods.

The Honorable the Minister of Agriculture, however, has intimated that the proposed act may contain a clause rendering it compulsory that the date of packing shall be stamped on each can. If this is allowed to become law it will seriously affect the grocer's business and therefore it is worthy of his most serious attention.

The Hon. Mr. Fisher is frank enough to say that he has not been able to get at the facts in reference to whether or not canned goods deteriorate after a twelvemonth, but thinks the clause should be inserted owing to the impression prevalent among consumers that such is the case.

If it is a fact that canned goods deteriorate in quality after a twelvemonth and are not suitable for food, then the Honorable the Minister should most certainly insist that the date of packing shall appear on each and every can, and the packer and middleman for ethical reasons should assent to it without a murmur, but, on the other hand, if it can be shown (as it is lower down) that canned goods properly processed will keep not only a twelvemonth but indefinitely, then it would seem almost a crime to insist upon the clause being inserted in the act as it would seriously cripple a great and growing industry, and cause financial loss to the farmer, the packer, the wholesaler, the retailer and also the consumer.

Not Dated Under U.S. Law.

In the United States the Beveridge Bill provided for the dating of canned goods, but the representatives of the packers demonstrated to the satisfaction of Congress that goods hermetically sealed are as good ten years after date of packing as when first sealed. They showed that a date on the label would not protect the consumer but would work a great hardship to packers, wholesalers, and retailers, as the public would naturally insist on having cans with current labels, and as a consequence this clause was not inserted in the act. Dr. Wiley, Chief of the Bureau of Chemistry, and one of the fathers of the Pure Food Law, in reply to an enquiry from the Chicago Canner, Nov. 2, 1906, wired: "Do not think there is any contemplated regulation compelling dating of canned goods. Law does not require it."

Some Evidence.

The New York Journal of Commerce, (Feb. 17, 1906) is authority for the following very convincing proof that canned goods properly processed will keep indefinitely:

"'We have opened a can of condensed milk over 20 years old, that was carried in a sutler's stock during the Civil War,' says the American Grocer, 'and except for color it was as good and as sweet as the day it was put into a tin.'"

"A lot of canned goods washed by a flood into the river at Rochester, N.Y., were found many years after, and when opened were in perfect condition. The canned salmon which was awarded the first prize at the Berlin Fisheries Exposition was from the same lot which took the prize at the Centennial Exhibition in Philadelphia, five years before.

"General A. W. Greely has testified that the unequalled health of his command in the Arctic expedition was largely due to the excellent quality and variety of the canned goods consumed, carried through two winters, frozen and thawed as they were. The stores included canned apples, peaches, pears, rhubarb, green peas, corn, onions, potatoes and tomatoes, all subject to a temperature of 60 degrees F. below zero, and were solid for months at a time. The second summer they thawed, and froze solid again the next winter. General Greely testifies that 'all the articles named presented the same appearance as though freshly canned, and their flavor was as good when the last can was eaten as in the first month.' They also had canned turnip, squash, beets, carrots, pineapple, cherries, grapes, clams, shrimp and crabs, which, although not subject to such extreme temperatures as the other preserved articles named, yet froze and thawed repeatedly without injury. General Greely also says: 'No illness of any kind occurred prior to the retreat, and those most inclined to canned fruit and vegetables were the healthiest and strongest of the party.'

"So much for the canned foods in the Arctic regions. Now for testimony from the Equator.

"Surgeon-Major W. Simpson Pratt, M.B., whose experience and judgment, says Sir Garnet Wolseley, commander of the Soudan expedition, may be safely relied upon, says: 'Taking my experience in India and the late Nile expedition, in which the test of tinned provisions was exceptionally severe from continued exposure to the powerful direct rays of the sun, I have found that tinned provisions, meat and vegetables, put up separately or combined in the form of soups, are practically undamageable by any climatic heat, provided the following conditions are carried out: First, provisions to be of the best quality; second, to have received the proper amount of cooking before the tin is closed; third, to be put up "in vacuo" in perfectly sound, air-tight tins. I believe that any failure that occurs is due to the neglect of one, or all, these conditions. Given these conditions, nothing can be more admirable; failing them, nothing more deleterious.'

"At the London exhibitions of 1851, 1862 and 1873, tins of meat which had been 'put up' from 25 to 40 years were exhibited, and when tasted were found perfectly sound. Stores of preserved meat that were left in the Arctic regions for years, annually exposed to a temperature 92 degrees below and 80 degrees above zero, were brought back to England and the contents of the tins found to be as sound as the day they were preserved.

"There are variations in the quality of preserved, just as there are in the quality of fresh goods, but, bulk for bulk, the preserved goods are far safer from germ life than fresh foods, by reason of their having been subject to a temperature high enough and long enough to kill all bacteria.

"The late Dr. Cyrus Edson, of New York, who for years followed up all reported cases of illness attributed to eating canned goods, said, as the result of his experience: 'There is not more wholesome food than canned goods properly put up.'"

After Twenty Years.

Prof. Duckwall, M.S., member of the Society of American Bacteriologists, and of the American Chemical Society, in his work on bacteriology, page 160, shows an illustration of a can of tomatoes put up in 1884, and states: "The tomatoes after twenty years are in fine condition, just as nice as freshly canned stock." Further on he writes: "Age does not affect canned goods unless a perforation should happen to be made in the tin. So long as the air is kept away, the contents will remain in an unfermented condition. From time to time there have been rumors of laws to declare the date of the pack on tin cans in various states, the idea being to limit the sale of canned goods to the year immediately following the pack. This would be very unjust be-

cause, as we say, canned goods are unaffected so long as the container prevents the germs from the air from gaining entrance. We have opened canned goods of various ages, ranging from five to twenty years, and have found that in every case where the tin was not perforated, the contents were perfectly good and tasted as well as the freshly canned product."

Every packer and nearly every dealer in the country can testify from knowledge at first hand that age does not affect the quality of canned goods properly canned.

A wholesale merchant of St. John, N.B., mentioned to the writer only recently that he had opened a can of pineapple that he knew for a positive fact was at least several years old as it had been in stock that long, and found the contents equal to the freshly canned article, and pineapple, owing to its strong acidity, is one of the most difficult fruits to keep.

Proof of the Pudding.

The writer himself has opened and eaten canned pears at least five years old and found the quality to be really excellent.

In the 24th annual report of the Massachusetts State Health Department a table is presented showing the results of analytical examination for tin of about thirty samples of different kinds of canned fruits and vegetables, and it was found in general that the amount of tin dissolved in three months, and which was infinitesimal, was the maximum dissolved, i.e., there was found to be no change after three months.

It has been pretty clearly shown that the dating of a can offers no protection to the consumer, whereas, on the contrary, it will be a hardship to the packer and the dealer.

Effect Upon Retailer.

Supposing the dating of canned goods becomes law how will it affect the retailer? In the first place, he will be left with goods on his shelves that will have to be sold at a sacrifice, as the mere fact that goods are dated will cause the public to insist on the newer goods, even though they cannot tell one from another on tasting the contents.

In addition the retailer will only buy from hand to mouth, fearing to be left with a stock on hand at the end of the season, and as a consequence, he will not be able to take advantage of the market in seasons of abundance, and this in turn will affect the public, compelling them to pay higher prices for their goods, which again will decrease the consumption, and reduce the demand thus affecting the packer and the grower. The wholesale grocer will also find his business injured just in proportion to that of the retailer.

The mere dating of a can is no protection for the consumer, as if the contents are inferior the dating will not make them better.

The object of canning is to preserve by sterilization in their natural, fresh state, fruits and vegetables which are prone to decay, thus taking care of crops in seasons of abundance to tide over the season of crop failure, and to supply what are equal to fresh fruits and vegetables in localities where the same are not procurable in their fresh state.

In the Hands of Providence.

So long as the Almighty controls the growth of crops these are bound to vary from year to year, sometimes large and again small, and it has always been the packers' aim to take care of these crops, whether heavy or light, thus in some years packing in excess of the year's demand on country's ability to consume, knowing that there would come a lean year sooner or later. With compulsory dating canners will not likely take the risk of putting up any surplus stocks, which would have to be carried over only to be sold at sacrifice prices, possibly at less than cost, and the result is easily foreseen, viz., that the grower would lose a portion of his market. The public would be confronted with the possibility of being denied the luxury of having fruits and vegetables on their tables at all seasons at moderate prices, and in the event of a crop failure there would be no surplus stocks in the country, which would be a hardship, especially to the working classes, who are the great consumers of canned goods.

If the tins must be dated, the canner will be put to considerable extra expense, and in the event of a partial or total crop failure, which occurs periodically, he will be left with a supply of cans that will be utterly useless and his loss may possibly be so serious as to force him into bankruptcy, especially if he is a packer of small means, and this will also apply in a lesser degree to labels, as canners must secure their supplies in advance on a basis of a maximum output.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

Was Tried and Abandoned.

Years ago in the infancy days of the industry, dating was compulsory, and each day's run was stamped by hand with a die, but a whole season's run in those days was equal to about a day's run of a modern factory at present, which is anywhere from 30,000 to 70,000 cans. If dating was not practicable in those days it is very much less so to-day. In addition to all this the unscrupulous packer would be tempted to dishonesty, as there would be nothing to prevent his dating any carry-over goods with the current year's dating, and it would be an impossibility for anyone, even an expert, to detect one season's pack from another if goods were properly processed, except possibly in the case of bright colored fruits such as strawberries, etc. In fact fruits such as peaches, pears, etc., are to be preferred after they are a couple of seasons old owing to the improvement of flavor by the syrup having thoroughly penetrated the fruit.

The proposed inspection, together with the packer's necessity to put out only first quality of goods to keep his brand on the market, should be ample protection to the consumer.

Canadian fruits and vegetables, thanks to our climate, are admitted to be the finest in the world, and these same fruits and vegetables, canned as they are to-day, most carefully and scientifically, have no equal the world over for general excellence of quality.

Thanks to the tin can, the explorer in the Arctic regions, the miner in the Yukon, the sailor on the high sea, the workingman in the crowded city, all may enjoy the luxury of having at any season of the year fruits and vegetables fresh from the garden with the dew still on them.

The 20th Century must bend the knee to the omnipotent tin can.

COSTA RICA PLANTER AND PHYSICIAN.

The Grocer received a call this week from a Costa Rica, C.A. coffee planter in the person of Dr. A. F. Pirie. Dr. Pirie is a Canadian, native of Dundas, Ont., but has made Costa Rica his home during the past nineteen years, residing in the city of Cartago, the second most important commercial centre of the republic. He has large interests in coffee estates and his company's marks are prominent in the London and American coffee markets. While up north in Canada he has paid some attention to the introduction of Costa Rican coffees and met with a promising reception. Several cargoes of these highly favored coffees have been sold on the Toronto market and Doctor Pirie is in hopes that the trade will learn to appreciate the value of them more on trial. London, Eng., is the principal market for Costa Rica coffees and they are considered the most desirable and highly quoted brands. Dr. Pirie has been in Canada on an extended holiday and returns to Costa Rica in February.

ISLANDERS GETTING AHEAD.

Writing from St. John's, Newfoundland, E. D. Arnaud, Canadian Commercial Agent, says: "A western correspondent of a local newspaper reports that travellers representing St. John's firms, are gradually supplanting the travellers for Canadian houses in that part of the colony where they formerly came in considerable numbers, and have captured the bulk of the trade. This it is now asserted is being lost to Canada in consequence of the enterprise displayed by several firms in this city, and the energetic work done by their representatives in the field."

Jos. Quintal, of Quintal & Lynch, Montreal, has been nominated for the presidency of the Montreal Corn Exchange Association.

PURE FOOD, HONESTY AND CLEANLINESS

An Article by Walter M. Lowney, Chocolate and Cocoa Manufacturer.

Thanks to President Roosevelt and the magazines, public opinion, the greatest force in the land, has been aroused as never before to the importance of purity in food products. Pure food is important for us and important for our descendants for generations to come. It means much for the happiness of the people and perhaps still more for their success in the competitive strife with foreign industrial nations. It is more important than good coal is in the engine room because the machine whose efficiency is at stake is the human machine and the damage done by impure food may last to the third and fourth generation.

To make public opinion effective its standards must be held up in plain view all the time to all the people. Each standard must become accepted as a principle. It must be considered just as odious an act to adulterate food as piracy, poisoning, the sweating of coins, or any other of the old crimes now no longer in fashion.

It is well, therefore, that Congress has seen fit to make the penalty for adulteration, not only a fine, but an imprisonment also, at the discretion of the court. Punishment must be punishment and not a joke. It is of no use to hale into court an overspeeding automobilist and fine him about one-third of what he frequently has to pay for a new tire. Such punishment simply becomes one item—and a small one—in the weekly expenses of his fad. Fines fall off the back of a millionaire like water from a duck. The maximum fines of the statute book have not kept pace with the growth of wealth. But imprisonment has more of dread in it for the rich man than for the pauper. It is more of a hardship for him because it is a more violent change from his daily life and certainly equal damage to his self-respect.

It is important that public opinion should feel that the harmful adulteration of food fully deserves imprisonment and should support the courts in the infliction of that penalty when deserved. It will not be long after that before men who now adulterate without apparent loss of self-respect will be ashamed, as well as afraid, to do a thing that not only leads to the lock-up, but also subjects the offender to the contempt of his fellow citizens.

Within the memory of men not yet willing to confess themselves even middle-aged, the changes in domestic economy have been enormous. It is generations since the manufacturer took from the housewife the making of the family soap, the candles, the cloth, the linen, and many other things which our grandmothers made for themselves. The process is still going on, and the lady of the house gracefully permits the manufacturer to assume more and more of the household duties which her mother performed as a matter of course. It is not worth while to discuss the question how far this graceful willingness on the ladies' part arises from the scarcity and arrogance of servants or how far from a natural desire on the part of women to have relief from drudgery. The fact remains that the preparation of food is being done more and more outside the home. As a consequence it has become of the first importance that the home should be protected by state and national laws to prevent fraud in food. The law lagged, as usual, far behind the change in conditions, but now it has taken a long stride towards catching up. The pure food law is a delayed necessity, and it is our duty to support it and further its ends.

This support must not be left entirely to the pure food officials. Dr. Wiley, Chief of the Department of Chemistry, Washington, covering interstate business, and the various state commissioners, covering their own local manufacturers, will no doubt do their whole duty, but they will do it more easily if they have the support of the people themselves in this important matter, which touches so nearly the health of every man, woman and child in the country and our national vitality in the future.

WALTER M. LOWNEY.

It is to be hoped that everyone with the public interest at heart will lend his aid to make the food law of his own state uniform with the national law and therefore with other state laws. Under the present laws of many states it will be easy to put adulterated goods on the market if sold within the boundaries of the state. The same goods which, under the national pure food law, would subject the maker to fine and imprisonment if sold across the border in another state, could be sold with impunity in the state where made.

There are many states having inadequate food laws. Legislatures have been known to be very accommodating in framing divorce laws and laws of incorporation for the benefit of outsiders and for the benefit at the same time of the revenues of their state. But it seems incredible that the voters of any state will permit their legislature to neglect food laws for the protection of the health and purses of their own citizens. And yet this is possible. And it is the duty of everyone to give time, thought and influence to prevent such neglect. Let us fight it out to a finish now and get complete protection everywhere from impure and dishonest foods.

She who provides for the table of a family should take pains to know food good from food evil. It should be part of her training as a housekeeper to understand the comparative value of proprietary food products and just where she cannot afford to economize at the expense of health. She should take the trouble to know whether she is getting her money's worth or whether in paying for one thing she is getting another; whether she is being defrauded by that form of adulteration which only harms the purse. In delegating to the manufacturer the preparation of food for her family, she should at least see to it that she delegates it to honest manufacturers only. It seems to me that the very rudiment of housekeeping is to know food.

Another important consideration is the manner in which food is protected on its way from the factory to the home. It is little short of disgusting to witness the display of food in public places, especially such food as is not cooked before eating. There has been a great improvement in this matter. Scores of articles of food are now sold largely in packages that used to be displayed in bulk, open to the doubtfully clean fingers and other contamination of the passer-by. There is no estimating the amount of disease that has been disseminated by this practice.

Look at the food, for instance, displayed in the department and other stores subject to the impalpable dust always in the atmosphere of such places. This dust, falling on sticky food, clings for good and goes into someone's stomach carrying with it whatever it has of infection. And in such crowded places there are many other causes too disgusting to mention why food should be contaminated from the crowds by the worst of diseases.

Buy your food and goodies in sealed packages. That eliminates this danger. Do what you can to educate those about you to get their food home clean. When public opinion is active on these vital points, we shall have accomplished something in aiding our friends the Christian Scientists to abolish disease.

PRODUCE MERCHANTS IN ANNUAL MEETING

Interesting Survey of the Trade by the New President, A. A. Ayer, Montreal —A Retrospect—Suggestions for Betterment of a Great Industry.

Wednesday of last week the adjourned meeting of the Montreal Produce Merchants Association was held in the Montreal Board of Trade. After routine business the officers for the year, all elected by acclamation, were announced. A. A. Ayer, head of the firm A. A. Ayer & Co., is the new president; Fred Fowler, vice-president; Isaac Hibbert,, Canadian manager for Willer & Riley, treasurer, and J. Stanley Cook, secretary. The executive committee is composed of: John H. Scott, John A. Gunn, Thos. H. Ryan, F. Monette and the arbitration committee consists of: P. W. McLagan, J. J. Dickey, J. J. Kirkpatrick, E. A. Brice and F. Dorion.

A. A. AYER, PRESIDENT.

Retiring President H. A. Hodgson thanked the members for their support during his term of office. He said that he had missed R. M. Ballantyne on the Council of the Board of Trade, where he thought the association should always have two representatives. The produce trade was an important one and influenced many other commercial lines. Mr. Hodgson urged the members to join the Board of Trade.

President Elect Ayer then took the chair and read a most interesting address. He said:

"I thank you for the honor you have done me in electing me to be your president, a leader of one of the most important bodies of merchants in Canada. I am afraid we do not realize our own importance, that we have been too modest, that we forget what is owing to the men who have exported the produce that has brought into Canada during the past twenty-five years more than five hundred millions of dollars of gold, and that this association now stands at the head of the body of men whose exports have brought into Canada during 1906 more than thirty millions of dollars. Our influence should be far-reaching—not only among farmers, but among merchants and all classes, and incidentally we should receive a greater monetary reward for our industry and the good we do in building up the country. As president, I would like to help you do that which would be practical, which would last, and which would be of permanent value to the trade and to the country.

"Naturally, one who has been 40 years in business comes to be reminiscent. I am reminded that the first leader of men the world had was 40 years traveling about; that he had a bad time of it; that he met all kinds of difficulties, and made many mistakes. That journey has served to teach many practical lessons to mankind. In a few weeks it will be forty years since, in the exact spot where this building stands, I first commenced business in my own name, and two years previously, with my own hands, I shipped some of the first Canadian cheese exported. Such length of years ought to cover experiences and lessons of some practical value to those now in trade. As far as success consists in accumulating wealth, there has not come to any house in Canada in the butter and cheese trade the millions of profit that those in other lines of business have made as a reward of industry. We have the satisfaction, however, of helping to build up Canada in what has been to the farmer our most important industry.

Cause of Failures.

"Will you allow me, for a few moments, to point out to you what in my opinion has been the cause of many failures, and some of the reasons for the present condition of our trade? Any attempt to make profit by consigning goods or selling c.i.f., subject to British inspection, or in any way placing goods beyond one's own control, can only in the long run result in losses and final failure. Leaving the price to be paid to the judgment of country buyers will, as a rule, result in dear prices, overbuying and losses. Goods well bought will be easily sold, but depending on selling to men who ask for your offers, but who, as a rule, will only buy from you when you are cheaper than others, will soon put you out of business.

"There seems to be a species of insanity or disease in this business (which I have not discovered in any other) which impels some buyers to try and run up the price on the other fellow, and the farmer is happy when he can bring about such a meeting between two who are thus afflicted. Pay a fair price, live and let live—you can make money when you help your neighbor to make some.

"There has been among farmers a rapid growth of cheese and butter boards, or combinations where the produce is sold by a kind of mock auction—viz., where the farmer gets the highest bids, and then sells or not, as he pleases—but which, like most auctions, creates an unhealthy and blind competition.

"There is no greater combination today in Canada than the butter and cheese combination of farmers, first in factories, and then on the boards. How to meet this condition so as to buy at a fair price is a vital question for our association.

ISAAC HIBBERT, TREASURER.

"It is unfortunate and unhealthy that men with little experience can easily become very large handlers, and even very large exporters of cheese and butter. Unfortunate and unhealthy, I say, for themselves and for us, because of the severe and sometimes disastrous results.

Too Much Credit.

It seems to me that the banks are largely responsible for this. For some unexplained reason the banks seem willing to give large credits to anyone handling butter and cheese. Possibly they are not aware that at most boards a week's credit is given, his produces unhealthy competition and overtrading, and, as in other lines, many a house

comes to ruin because they received too much credit. This is a cash business, where practically no credit should be given. Perhaps a little plain speaking on this question may be for the good of all.

"There is no unanimity or common agreement among the buyers whereby the law of supply and demand governs the price, and whereby the farmer can obtain a fair price all the time. Not only have the general conditions under which buying is done grown into an unhealthy state, but selling short or selling futures is creeping into the trade; or, in other words, selling for forward shipment what is not bought and cannot be bought from the shrewd farmers. I am sorry to say many British houses encourage such sales, and that houses not strictly in our business are among the largest sinners. The year 1906 has brought disaster to all such transactions (and to some houses), so that, let us hope, it has received a death blow. There have been a number of failures on both sides of the ocean, and unless trading in 1907 is done on a different and sounder basis, the difficulties of the trade will increase. Let us not forget that we are not in a manufacturing business, where the article increases in value during the handling from the raw material to the finished product, nor are we selling to a vast number of retailers in small lots, whereby a good margin of profit can be obtained, but we are obliged to be content if we can obtain a profit of 1 per cent. on our turnover, and sometimes with much less, and many a time must take a loss.

"Doubtless you all say these things are true, but how can we overcome them? In some cases we can all agree, and so remedy by united action; but, in the buying and selling, let each one act on sound business principles. You lead, and others will follow. No one can stay long in business who undersells or overbuys.

Room for Improvement.

"There are many things which we can do, and to which we should give our immediate attention. There are many model butter and cheese factories in Canada, which are a credit to our country, but it is to be regretted that in many instances there is neglect. Much fault has been found with the boxes used for Canadian cheese. These boxes in many cases are poorly made, and are too large for the cheese. There are very few factories that cut down the boxes until the lid touches the cheese. A very large number of factories mark the cheese very indifferently, using a pencil instead of stenciling the weights. Fault is also found with wrong weights on the boxes. This shows great carelessness in the weighing. The loss of weights, owing to cheese being shipped too green, is a serious question. No doubt the condition of some of our creameries, and the lack of lime washing or painting, has much to do with mold on butter. Poor parchment and poor boxes depreciate the value of Canadian creamery on the British market. A vast number of our cheese and butter factories need better drainage, better buildings and more attention to cleanliness. The question of licensing makers, and of having a regulation as to the kind of buildings that should be used either for butter or cheese making is a live issue at the present time, and so is the appointment of an official referee and direct cable quotations.

Freight Rates.

"Then there is the great question of equalizing freight rates and having the right kind of railroad cars. I never could understand on what principle the railroads, in their own interest, paid the terminal charges for a

C. F. ROLAND.

through shipper, and asked the Montreal shipper to pay his own. Perhaps the railway commission can tell us. It takes between 300 and 400 cars per week to handle the cheese and butter coming to Montreal—a large enough amount to require serious attention.

"I hope to have your support as we try to secure due consideration of these and other questions in which we have a common interest, and thereby promote unity among our members, and prove to our country the usefulness of the Montreal Produce Merchants' Association."

C. D. Cowles, representing St. Charles Condensing Co., St. Charles, Ill., and Ingersoll, was in Toronto this week. During his visit he called upon The Grocer. Mr. Cowles' only complaint of business was that "we can't fill orders."

JOINS THE McLAREN CO.

W. E. Bidwell has joined the agency staff of the MacLaren Cheese Co., and, under the direction of Mr. Marshall, who has charge of the firm's brokerage business, will look after the firm's business in nuts. The MacLaren Co. have been seeking for some time a good man for this branch of their work, and when they got next to Mr. Bidwell they just "froze onto him."

Mr. Bidwell is a tall, athletic young gentleman and entered the grocery business by the brokerage door. He got his training with Watt & Scott, and admittedly there's no better school. For the past couple of years he has been in business for himself. Mr. Bidwell ranks as a South African veteran, having gone with the 3rd Canadian contingent. He is a hockeyist and now carries a sprained wrist, got in a practice match with the Brokers' team. Mr. Bidwell has cast his lot with a firm whose marching orders are "strenuous" but he looks like one who would make good.

WINNIPEG'S INDUSTRIAL COMMISSIONER.

Charles F. Roland, the new Industrial Commissioner of Winnipeg, was in Toronto on January 16th, after a visit to his old home in St. Catharines. Mr. Roland, who was formerly in the trade newspaper publishing business, was appointed to his present position at the beginning of January by the Winnipeg Industrial and Development Bureau, an organization made up of representatives from the Board of Trade, Manufacturers' Association, Real Estate Exchange, Bankers' Association and Grain Exchange, as well as the City Council and Board of Control.

TAKE TEA FOR A CHILL.

English Physician's Advice for Maintaining Winter Health.

Dr. Andrew Wilson, writing in "The People," an English publication, on preserving health in winter, says:

"If we suffer chill we should at once endeavor to counteract its effects, and to this end we should employ means to restore the circulation to its natural state. Nothing is better for this purpose, I think, than drinking a large cup of tea; but it must be very hot, as hot indeed as you can bear to drink it. At the same time, if we get into a warm atmosphere we shall be the more likely to obtain reaction, to cause the blood-vessels to dilate and restore the balance of the circulation. In a more serious case, the sufferer should go to bed between the blankets, taking a hot bath previously, and then a Dover's powder of ten grains. These measures will produce profuse sweating, and subsequent chill must, of course, be guarded against by providing a change of night garments if necessary. If tea cannot be had, then whiskey and hot water should be taken, or rum and hot water; but the advantage of tea is that it serves to exert a special action in restoring the circulation, and its use does not entail any subsequent depression such as is liable to follow on the use of alcohol."

PRIZE HOLIDAY WINDOWS

In Canadian Grocer Competition—Two Awards go to the Pacific Province—Fine Bovril Display a Window Dresser.

The December window dressing competition award has been somewhat delayed because it was thought best to include in it all the holiday displays entered. We believe the entries are the best we have ever had and show, as compared with other years, a distinct advance in window dressing in Canada. The first and third prize winners are British Columbia grocers and the second is a Toronto man.

The winner of the first prize was Dixie H. Ross & Co., of Victoria, B.C. The window was dressed by H. O. Kirkham, one of the company's staff of 18 clerks, and it is something to be wondered at and admired.

The second prize winner is Geo. Rogers, College street, Toronto. His, too, is a window every grocer will admire. It is handsome, both inside and out, and a display that well deserves its award.

Nelson, B.C., claims the third award, and the winner was Robt. M. Hood & Co., whose trade title, "The Store of Quality," is splendidly borne out by the front they put on.

Some of the photographs sent in are ill adapted to their purpose. If photographers when taking a window could resist the temptation to get in the whole store front they would render you better service. It is quite possible that the photographer has stood between some of the competitors and an award.

BAIN & ADAMS' BOVRIL.

Bain & Adams, Hamilton, have one of the finest grocery stores in Canada. It is one of those stores of appetizing odors, that combination of aromas encountered only in excellently managed groceries where the best classes of the world's foodstuffs are assembled. It is a broad store with two wide windows. These windows are looked after by Mr. Bain himself and are among the best cared-for windows in Canada. Mr. Bain is not strong on competitions, but he took a hand in the recent Bovril event, and the accompanying illustration shows the result. We are not informed what the result was in effect upon the store's sales of Bovril. We would like to know. Such a window as this must make an impression upon every passerby who has his sight.

GERMAN BOY MAKING GOOD IN CANADA.

The attractiveness of German grocery windows is proverbial, but when The Grocer published the Ludella tea window of Whitehead & Huether, Walkerton, some weeks ago, it had no idea that it was praising something which was almost "Made in Germany." Through the genial grocery traveler, President John Wilson Charles, of the Snack Club, The Grocer has learned that the display was arranged by John Goos, a German, who has been in Canada only since 1901. Mr. Goos was born at Owschlag, in the province of Schleswig-Holstein, 29 years ago. He started in the grocery business in 1893, in the town of Eckernfoerde, and after working in various towns and cities, including Wesselburen, Kiel, Hamburg and Itzehoe, he came to Canada in June of 1901. In August he joined the staff of Whitehead & Huether, Walkerton, starting as storehouse boy. From this position he quickly worked up to his present standing of head clerk. When Mr. Goos came to Walkerton he was unable to speak English, but he has made good use of his opportunities. He may still say his prayers in the home tongue, but he can sell in English to beat several of a kind. As a window dresser he has a fu-

JOHN GOOS, WALKERTON
A Promising Window Dresser.

ture. The Whitehead & Huether window published in The Grocer recently was something exceptional.

ONLY REMEDY FOR FROSTY WINDOWS.

T. J. McCammon, Moose Jaw, writes to The Grocer :—

"I have seen from time to time comments on how to keep the windows from frosting. I would like to say during my fifteen years' experience in dressing and looking after windows we never had such a time as we have h[illegible] Winter, due entirely to such severe weather. The thermometer has stood around from 20 below to 55 below all Winter, and in order to keep our windows free from frost had to put in an electric fan, which keeps the window, which is 20 feet long plate glass, entirely free from frost, and this is the only remedy."

THE IMPORTANCE OF DISPLAY.

It is just as necessary that the hardware merchant should dress up his window and put on a "front" as it is for the haberdasher or the dry goods dealer. There is money in the show window, and it rests with each dealer to get it out. "Put your best foot forward" in commercial life as you do in the social world.

Don't, above all things, make an attempt to make a display unless you intend to do it right. Don't bundle a confused mass of articles into your window and "let it go at that." Make it a show window and not a "holy show" window. If you think you haven't the time or you lack the knack of arranging the articles in an artistic manner, encourage one of your clerks to try and develop ability in this line. It will be money well invested. What so quickly engages the public eye as a tastefully arranged store window? It acts as a magnet which draws the elusive coin to your till.

An Attractive Hamilton Window.

LONDON TRAVELERS AND THEIR SOCIAL SIDE

The Travelers' Club of London is a social organization. London is also the headquarters of the Western Ontario Commercial Travelers' Association, which is business from the drop of the hat. but those members of the association who are members of the club, cast aside all business cares when they enter the club-rooms even from the drop of the hat on the club hat-rack. "Hang hats. Hang care," might be their thought. They have a large clubhouse on Richmond St., and have a good time there all the time. Sometimes they let their friends know what good fellows they are. They are not so very clannish. They can mingle some and when they undertake the part of hosts there is no lack of guests. Three weeks ago Al. Davis, who travels for the Carling Brewing & Malting Co., had in charge a social evening at the club, when refreshments were served and a delightful programme of music presented. Over two hundred attended. More recently the club entertained twice that number of guests and the event was pronounced to be the most successful social function of the season there. On this occasion a ball, such as the club gives annually, was held in the City Hall with the Masonic Temple used as an annex. All arrangements had been perfected to the slightest detail. The decorating of the hall was done by Messsrs. A. Screaton & Co., and they are not likely to suffer any loss of business in consequence of credit being given where credit is due. Satisfactory music was supplied by an orchestra of twelve pieces under the direction of Tony Cortese and I do not know the name of the caterer who had charge of the midnight supper in the banqueting hall of the Masonic Temple, but he deserves credit, too. As for the work of the various committees who had charge of the affair it may have been hard or it may have been easy, but the result entitles them to an increase in popularity.

Mr. Fred S. Fisher was the honorary chairman, while Mr. H. W. Lind was the secretary. The conveners of the various committees were:

Finance—J. S. Townsend.
Reception—J. M. Ferguson.
Decoration—A. Tillmann.
Accommodation and halls—S. F. Glass.
Refreshment—J. A. Carling.
Printing—H. C. McBride.

H. N. Lind — G. H. Detlor, 2nd Vice-President — C. M. McGuire, President — J. S. Townsend, 1st Vice-President

J. J. Harkness — A. H. Brener — H. E. Buttrey — F. Fisher, Treasurer

Music and programme—J. J. Harkness.

The lady patronesses were: Mrs. Adam Beck, Mrs. Jeffrey Hale, Mrs. Charles S. Hyman, Mrs. H. W. Lind, Mrs. Arthur Little, Mrs. R. C. Macfie, Mrs. H. C. McBride, Mrs. C. W. McGuire, Mrs. Edwin Paull, Mrs. E. B. Smith, Mrs. E. R. C. Struthers, and Mrs. A. Tillmann.

The stewards were: James A. Angus. R. Arkell, Dr. A. V. Becher, J. M. Ferguson, George S. Gibbons, A. O. Graydon, A. F. Kerrigan, F. J. Lind, A. M. Masuret, C. Mathewson. A. H. Moran, Dr. A. Scott, W. Wright, A. Zimmerman.

Three-fourths of the officers of the Travelers' Club of London are Mystic Shriners, members of Rameses Temple. They are: H. E. Buttrey, Donald Ferguson, C. W. McGuire, Geo. Detlor, J. J. Harkness, A. H. Brener, L. C. Johnston, H. W. Lind and T. W. Edwards.

At the adjourned annual meeting of the Travelers' Club of London, Jan. 12, Vice-president J. S. Townsend was presented with a set of silverware and cutlery of 51 pieces as a token of the club's regard for him.

* * *

Donald Ferguson, manager of the Ferguson Lumber Company and president of the Maple Leaf Automobile & Electric Company, was for three years a director of the Western Ontario Commercial Travelers' Association. He is an ardent horseman and has for several years been prominent in promoting the interests of the London Turf Association.

A PROSPEROUS BUSINESS.

The sixth annual meeting of E. W. Gillett Co., Ltd., was held in the company's offices, corner King and Duncan streets, Toronto, on Thursday morning, January 17th. Out of three thousand shares there were represented in person and by proxy 2,457 shares. The stockholders present were thoroughly satisfied with the excellent showing made for the year just ended. The increase in sales was very large and their unique record of completing another year's business without any losses in the way of bad debts was again maintained. Owing to the fact that the large and up-to-date factory owned and occupied by this company is already too small for the business, building operations will be commenced before long and considerable extra space added. The following board of directors were elected, viz., Geo. H. Macfarlane, Wm. J. Underwood, Wm. S. Champ, Jos. R. Kirkpatrick and Wm. Dobie. Messrs. Hoskins and Westervelt will continue for another year as auditors.

After luncheon a meeting of the board of directors was held, at which the following officers for 1907 were elected, viz., Wm. Dobie, president; Geo. H. Macfarlane, assistant general manager; Jos. R. Kirkpatrick, treasurer; Geo. Hepburn, secretary.

QUEBEC GUILD MEETING.

Thursday of last week the Wholesale Grocers' Guild of the Province of Quebec, held a meeting in the Board of Trade, Montreal, President L. E. Geoffrion presiding. After the usual routine business, officers were elected as follows: President, Aug. Carriere, Que-Trade, Montreal, President L. E. Geoff-Montreal; 2nd vice-president, J. R. Gardner, Ottawa; sec.-treas., J. Stanley Cook, Montreal. The price committee: Albert Hebert, chairman; Arch. Miller, A. Allard. The delegates in attendance were: Aug. Carriere, Arch. Miller and A. Turcotte, Quebec; Albert Hebert, Alex. Orsali, S. J. Carter, L. O. Demers and Jos. Ethier, Montreal.

S. S. Arnold, one of the pioneer western travelers, leaves for the west this week in the interest of the Colonial Fluid Beef Co., Montreal. This will be Mr. Arnold's seventy-seventh trip through the west to the Pacific Coast.

THE CANADIAN GROCER

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Limited.

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Telephone Main 2701

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Telephone 3726
F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - 7 Market Wharf
J. Hunter White

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J. Roland Kay

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COBALT—A DISEASE.

The United States Consul in the Transvaal in a report to the Department of Trade and Commerce, Washington, says: "Stock speculation on the part of everybody and wild cat gold and diamond mines have taken away money from everything save the barest necessities and in many instances reduced men to bankruptcy and poverty who two years ago counted their sterling in many thousands." Canada has a similar trouble. The gambling disease seems latent in the blood everywhere and a year or two hence many men will be cursing Cobalt as the cause of their troubles. It isn't the man who can count his sterling by thousands one need worry about; their case is sad, but they are comparatively few. The men to be pitied are the hundreds and thousands whose small savings or business go the way of speculation. Many a good business has been consumed by the disease and families in comparative independence because of a paying business are swept into the street. Of course here and there someone starts with a few hundred dollars and makes a fortune; but look at the losses that go to make his gains.

ORGANIZE.

Are the retail grocers of Canada as a body satisfied with the present conditions of their branch of the food stuff trade? Ninety-five per cent. of them are not. That doesn't mean they are soreheads or are disgruntled. It means they are progressive. It means they see where improvements can be made and have enough pride in their business and go in them to want to lift it to a higher level. Now how should they go about putting their ambition or dissatisfaction or whatever you have a mind to call it, into effect? The answer is plain as poster type:

ORGANIZE

We believe the trade throughout Canada is just waiting for some existing grocers' association to take the initiative and issue a call for a convention. Such a call would not bring together all the grocers from the east and the west and the north and the south. But such a call would quickly result in the organization of a provincial body, to be followed by similar results in all the other provinces, and upon that foundation would grow a national association that would be a power for good in furthering the rightful interests of the foodstuff trade and that is the interest of the whole country this day.

DATING CANNED GOODS.

Should canned goods be dated? We believe this question should be referred to the consumers. That means we think it should be answered with a view to the consumer's best interest. What do canned goods, canned fruits, and vegetables mean to the consuming public? They mean fresh vegetables and preserved fruits for eleven months in the year. We need not waste space here to discuss the dietetic importance of fruits and vegetables from the point of health. Everybody understands that. But people often overlook the importance of the commonest things and it is well to just draw attention to the fact that for eleven months out of twelve the tin can must stand sponsor for the supply of such vegetables as tomatoes, peas, and corn, and for vast quantities of fruit.

It looks as if to date the cans would seriously interfere with the supply of canned goods. If goods had to be discarded as soon as the next pack was on the market packers would be careful to underpack rather than overpack. That would mean almost constant shortages and consequent high prices and poorer classes would be forced to cut out much of the vegetable diet so essential to health.

On the other hand what would the public gain? The only possible gain would be in the quality of the goods, their wholesomeness. The evidence strongly bears out the claim that time does not affect the quality of goods properly packed. By dating, therefore, the consumer stands to lose much and gain nothing.

Now, how about the dealer? That question is easy. Grower, canner, wholesaler and retailer stand to lose a whole lot by dating the cans.

Mr. Minister of Agriculture: it is up to you!

EXHIBITION IN MONTREAL.

"Do the Citizens Want an Annual Exhibition Held in Montreal?" is the title of a booklet issued by the Montreal Business Men's League, which was incorporated and established six years ago—one of its objects being to advertise and bring people to Montreal.

An exhibition would no doubt attract a large number of visitors to the city and prove of great material advantage to the citizens. The position of Montreal is more advantageous than that of almost any city in Canada, for the bringing in of visitors from a distance. The Province of Quebec has a distinct link with the densely populated Eastern States. Thousands of the residents of that part of the United States would avail themselves of the incentive offered of visiting Canada upon such an occasion. Interest in the country, relatives and friends in Canada, cheap railway fares and former residence here, would all combine to bring to Montreal a vast number of well-to-do people, whose "ready-spending" characteristics would greatly swell the profits of merchants, hotels, boarding houses, etc. People go to the Toronto exhibition from all over America. Why not Montreal?

An exhibition in Montreal would not alone bring in a direct and important new revenue to the citizens in every conceivable way, but would serve to advertise the city abroad. Toronto exhibition has made that city widely known in all parts of the world, and has, in a great extent, advertised Canada as a progressive country.

Advertising pays, but more advertising pays better. If the Toronto exhibition helps to advertise the country in any way, it's only reasonable to suppose that an exhibition in Montreal would help along the good work the Toronto business men are already doing.

There is no part of the Dominion in which exhibitions in the agricultural districts are more successful, or better attended by the community in general, throughout the province, than in Quebec and it's up to Montreal to organize such an exhibition, to finance and manage it as a public enterprise for the benefit of the city, and of the province and Dominion at large.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Canned Goods—New prices effective.

Fish—Revised.

Dried Fruits—Firm.

Montreal, January 24, 1907.

Further orders received by the wholesale trade carry out what The Grocer said two weeks ago to the effect that after-holiday trade would be good. The state of trade at the present time is very healthy. Orders are of good size and numerous enough, and collections are satisfactory. The weather has been against the travelers more or less, it has been so changeable, but otherwise circumstances have combined for good business. New list prices of the canners are now effective. Grocers requiring new goods must pay the higher prices. Sugar is steady at last week's prices. There is a fair trade being transacted in this line. Molasses is quiet, but good orders are being taken for syrups. Teas are very firm. The currant market is by no means slack. Stocks are small and prices well maintained. Raisins are in the same position. Stocks in California are small, very considerably below those held at the same time last year. Nuts are strong. Evaporated apples continue interesting. Business in maple goods is fair. Beans are selling well at prices quoted.

CANNED GOODS — On Monday the new list prices issued by the canners were made official by the wholesale trade. Now on, any sales made will be at the advanced figures. It was not thought a week ago that this would come to pass, but it has. The grocer who bought his supply early in the season will not be affected. It is he who bought lightly, or late, who will suffer. The new prices will not affect the former for two months at least, as Fall stocks will last that time under ordinary circumstances. Speaking of the situation in tomatoes, one wholesaler in Montreal expressed it as his opinion that stocks were plenty large enough to take care of all business in this line. He thought that the demand which was so noticeable in December was but a temporary one, and that the fright some had at that time was quite unnecessary. There will be no trouble in filling orders up to the last moment. In fact, a drop in prices just before the new pack would not surprise him.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 27½	2 25
2's, red, not pitted	1 77½	1 75
2's, black, pitted	2 27½	2 25
2's, black, not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 82½	1 80
Red, preserved	2 02½	2 00
Black, heavy syrup	1 92½	1 90
Black, preserved	2 15	2 12½
Gooseberries—		
Heavy syrup	....	....
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	1 80	1 77½
Gallons, standard	....	5 50
Apples—		
3's	1 07½	1 05
Preserved	1 32½	1 30
Gallons	2 92½	2 90
Peserved	3 62½	3 60
Peaches—		
Yellow, flats, 1½	1 72½	1 70
" " 2	1 92½	1 90
" " 2½	2 65	2 62½
" " 3	2 90	2 87½
whole 3	2 42½	2 40
White 2	1 77½	1 75
" 2½	2 55	2 52½
" 3	2 75	2 72½
Pie 3	1 32½	1 30
Pie, not peeled, gal	3 72½	3 70
Pie, peeled	4 67½	4 65
Pears—		
Flemish beauty 2	1 67½	1 65
" " 2½	2 02½	2 00
" " 3	2 17½	2 15
Bartlett 2	1 82½	1 80
" 2½	2 22½	2 20
" 3	2 37½	2 35
Pie 3	1 32½	1 30
Pie, not peeled, gal	3 42½	3 40
" gal	4 02½	4 00
Pineapples—		
2's, sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
Plums—		
2's, Damson, light syrup	1 [illegible]	1 17½
3's " "	1 72½	1 70
2's " heavy syrup	1 35	1 32½
2½'s " " "	1 [illegible]	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 37½	3 35
2's " Lombard, light syrup	1 25	1 22½
3's " " "	1 75	1 72½
2's " " heavy syrup	1 40	1 37½
2½'s " " " "	1 72½	1 70
3's " " " "	1 97½	1 95
Gals. " " standard	3 57½	3 55
2's " Green Gage, light syrup	1 [illegible]	1 27½
2's " " heavy syrup	1 45	1 42½
2½'s " " "	1 72½	1 70
3's " " "	2 00	1 97½
Gals. " " standard	3 87½	3 85
2's " Egg, heavy syrup	1 72½	1 70
2½'s " " "	2 [illegible]	1 97½
3's " " "	2 32½	2 30
Raspberries—		
Red, light syrup	1 55	1 52½
Red, heavy syrup	1 77½	1 75
Red, gallons, standard	....	5 65
" " solid pack	....	8 65
Black, heavy syrup	1 77½	1 75
Black, preserved	1 92½	1 90
Black, gallons, standard	....	5 40
" " solid packed	....	8 40
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gallons, standard	6 42½	6 40

VEGETABLES

Asparagus—		
2's, tips	2 80	2 77½
Beets, sugar	....	1 02½
Beans—		
2's, wax	$0 87½	$0 85
2's, refugee	0 87½	0 85
Corn—		
2-lb. tins, per doz	0 95	0 92½
Gallon, per doz	....	4 65
Peas—		
2's, standard (No. 4)	0 87½	0 85
2's, early June (No. 3)	0 97½	0 95
2's, sweet wrinked (No. 2)	1 02½	1 00
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	0 95	0 92½
Rhubarb—		
2's, preserved	1 20	1 17½
3's, preserved	1 97½	1 95
Gallons, standard	2 77½	2 75
Spinach—		
2's, table	1 45	1 42½
3's, table	1 87½	1 85
Gallons, table	5 17½	5 15
Squash—		
3-lb.	1 20	1 17½
Tomatoes—		
3-lb. tins, per doz	1 20	1 17½
Gallon tins, per doz	3 62½	3 60

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz	....	1 75
½-lb. " " " "	....	1 15
Pink salmon, various brands, per doz	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—From present indications there will be no change in prices in the near future. Conditions may change and necessitate a jump or a fall in quotations, but at the moment the raw market is in good condition, and everything tends toward steady prices. Trade is fair.

Granulated, bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

SYRUPS AND MOLASSES — Orders shipped, in syrups, are of good size, and demand generally is satisfactory. Molasses is quiet.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—Blacks continue very strong and high in price. Dealers are doing a good business considering the season. Japan teas on the whole hold firm. The lower grades are going to be higher from present indications. Many wholesale houses were fortunate to buy at fairly low prices, and are now letting their customers have lower grades at prices at which these teas could not be purchased to-day. Such stocks are rapidly decreasing, and once they are gone, prices will shoot upwards.

Japans—Fine	0 23	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green —Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The amount of business being transacted in coffee is satisfying to dealers. The market itself is featureless.

Jamaica	0 10½	0 1
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS—The currant market is practically bare of stocks, and is firm in tone. There is not likely to be any decline in prices. On the contrary, an advance would be more in line with the present atate of the market. The feeling is that raisins will go higher. Stocks on the coasts are exceedingly small—away below what they were last year. Some estimate the present holdings at twelve hundred tons, others say more, others less. Certain it is; stocks are limited. There is some speculation going on in New York for next Fall's crop, even at this early

strong. As a rule they drop after the holidays, but this season, contrary to expectations, prices have advanced.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09½	0 10
Layers, "	0 09½	0 10
Dates—		
Hallowees, per lb	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "		0 17
Pears, "		0 17
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb pkgs		0 11
" " choice seeded, 1-lb. pkgs		0 10½
" " 3 crown		0 09
" " 4 crown	0 10	0 11

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08½
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 09	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 12
" " 1-lb carton	0 11½	0 13
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown		0 05½
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

EVAPORATED APPLES—Ten cents continues to be the price asked for evaporated apples. Some find it not too easy to get this price, but others are thinking of a figure slightly higher than this.

SPICES—Trade is as good as can be expected, and prices unchanged.

	Per	lb.
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 18
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

PEELS—There is no new feature in the peel situation. Prices rule as quoted.

Citron peel, per lb.	0 20	0 21
Lemon peel, per lb		0 11
Orange peel, per lb.		0 11

BEANS—Dealers are offering good value in beans this week.

Choice prime beans	1 40	1 45

RICE AND TAPIOCA—There is no change whatever in the situation in rice and tapioca this week. Business in both lines is normal.

B rice in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C C rice, in 10 bag lots		2 95
C C rice in less than 10 bag lots		3 05
Tapioca, medium pearl	0 07½	0 08

MAPLE PRODUCTS—Prices are firm as quoted. There is not a great deal doing in maple syrup, bulk, but other lines are moving out slowly but surely.

Maple syrup, bulk, per lb	0 08	0 09
Pure Townships sugar, per lb	0 11	0 12
Pure Beauce County, per lb	0 11	0 12

RAW FURS — Dealers continue to quote :

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	7 00
Lynx	4 50	5 50
Weasels	0 10	3 0
Skunk		0 60

ONTARIO MARKETS.

POINTERS—

Sugar—Slightly firmer.

All lines firm.

Toronto, Jan. 24, 1907.

Prices remain firm in nearly all lines. Business is good and collections are not complained of. Canned goods continue the feature of the market, but there is no change in the situation. The new prices are not exacted, but for a few fruits they are exceeded. For instance, some houses are holding their peaches at $2, and blueberries are also firmly held. The American sugar market is showing a firmer tendency, but no one is prepared to guess in which direction the next move will be. Dried fruits continue firm, but there is some shading of prices for currants. It may, however, be a matter of quality. At any rate there is no indication of an easier tone in the primary market. What news there is of Valencias from abroad is of an advance. Catsups are advanced.

CANNED GOODS—Goods are still obtainable at old prices except a few fruits which are above the canners' list. Some, however, are asking $2 for peaches, and blueberries are scarce. The feeling generally is very firm. Tomatoes are expected to go higher, but momentarily interest is not so keen. Last week Golden Wax and Refugees, 2s, were quoted by an error at 95½ to 90. The list price is 85 to 87½.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pited	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup	2 40	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California		3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole, " "		0 92½
3's, sliced, " "		1 25
3's, whole, " "		1 15
Beans—		
Fancy brands		
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's	0 80	0 83
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 75
" 1-lb. flats		4 00
" ½-lb. flats		2 10
Mackerel	1 00	1 26
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 95
½-lb. " "		1 20
Northern River Sockeyes	1 70	1 65
Cohoes, per doz		1 40
Humpbacks, "		1 00
Sardines, French ¼s		0 14
" ½s		0 25
" Portuguese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼s		0 03½
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic		1 00
" " imported		1 60
Herrings in tomato sauce, domestic		1 00
" " " imported		1 50

MEATS, ETC.

Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 50
" 14s. "		17 50
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	....	3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

SUGAR—Nothing unusual has happened to change the situation within the week, but there is a firmer tone to things. Offerings early in the week were on a basis of 3.51½c., duty paid, New York, for centrifugals 96 degrees. Buyers were not prepared to give more than 3.48½c. The fact, however, that the parity between raw and refined is $1.12, and a year ago was 72½c. makes some dealers think there is room for a further decline. A year ago, too, refined sugar was 4.10c. here and now it is 4.30c. The world's visible supply, however, shows a decrease of 190,000 tons, from 3,910,508 tons to 3,720,413 tons.

At the close of last week Willett & Gray, New York, said: "Cuban sugars are on a very low level as compared with the parity of beet sugars (say .36c. per lb- below). but there is no indication of any improvement with such heavy offerings as naturally come with the crop being made so rapidly and this pressure to sell must continue for some time. Under the low parity with Europe, some sales were admissible to the U.K. for shipment direct of Cuba molasses sugar, basis 88, netting the shippers a full 1-8c. per lb. more than New York value. Generally it is thought that pressure to sell may be removed within another month and prices recover somewhat. European markets have not been influenced by Cuba, the beet quotations at the close being 8s. 9¾d., the same as at the beginning, but standing for several days at 8s. 11¼d. on a strong trade demand, as cabled to us from London. Afterwards Mr. F. O. Licht increased beet crop slightly and a small downward fluctuation followed."

Tars lumps, in 50-lb. boxes		4 95
" in 100-lb. "		4 85
St. Lawrence granulated, barrels		4 30
Redpath's granulated		4 30
Acadia granulated		4 30
Berlin granulated		4 20
Phoenix		4 30
Bright coffee		4 10
Bright yellow		4 15
No. 3 yellow		4 15
No. 2 "		4 00
No. 1 "		3 90

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—Musson & Son received a cable from Colombo Wednesday stating in regard to medium goods that there was no easier tendency in the market. London advices indicate an easier tone for the higher grades. Consumption of tea in England during 1906 was a record. The average per head of population has risen to 6.18 lbs., as against 5.99 in 1905, and 5.99 in 1904. Re-exports of Indian and Ceylon tea were also a record, while the stock of all tea in the country has been reduced to 129,549,000 lbs., against 134,263,000 lbs. Thompson's tea circular, London, says: "The latest mail advices from India make it apparent that the total crop will prove to be heavier than was at one time expected, and considerably in excess of any hitherto secured. As matters stand, this is distinctly a cause for satisfaction to producers, for the increase has been mainly due to improved methods of cultivation, and not to a lower standard of quality, while the abundant supplies of good useful tea have forced consumption in countries, such as Russia, where a firm hold on popular favor was the great desideratum." Contrary to expectations, consumption of tea in ussia has greatly increased. England's tea exports to Russia increased last year eight million pounds and the total consumption increased 15 million pounds.

COFFEE—Conditions are unchanged.

DRIED FRUITS—Prices continue firm in all lines for goods of quality. There is some shading of currants to 7½c. and Valencias are obtainable under 9c.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 24, 1907.

BUTTER—Firm tone in market. Prices have not changed.

CHEESE—Continued inquiry from England, resulting in good sales. Prices very firm.

EGGS — Situation practically unchanged. Prices quoted hold.

PROVISIONS—No change. Abattoir dressed hogs quoted $10.00 to $10.25 per 100 lbs.

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 06	0 06½	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Apricots, per lb				0 25	0 26
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 08	0 08½	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 12½	0 15
" Fancy				....	....
" Extra fancy				....	....
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 11	0 11½
" 16 oz. packets, choice				0 10¾	0 11
" 12 oz. "				0 09	0 09
Dates—					
Hallowees	0 05	....	Fards choicest	....	0 09
Sairs	0 04½	....	" choice	....	0 08½
Domestic evaporated apples				0 09	0 09½

NUTS.—Shelled almonds are higher in Europe and prices here of all lines are firm.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 31	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb		0 20
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 11

SPICES—The situation in regard to spices is not changed and prices are steady.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Prices are unchanged.

	Per lb.	
Rice, stand B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

BEANS—Quotations are unchanged.

Beans, hand picked, per bush		1 65
" prime, No. 1 "	1 40	1 45
" Lima, per lb	0 06½	0 07

SEEDS—Some business is expected after the first of the month, but as yet there is little doing and prices are unchanged.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 00	8 25
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1½c. to 2¼c. a lb.

HIDES, WOOL AND FURS— Supplies are larger and demand is light. Prices are a little lower.

HIDES, WOOL, FURS—The market is steady with a slight decline in country hides to allow for lack of quality.

Hides, inspected, cows and steers, No. 1		0 11½
" " " " No. 2		0 10½
Country hides, flat, per lb., cured	0 03½	0 10
" " " green	0 08½	0 09
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	1 20	1 25
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 05½
Pulled wools, super, per lb		0 25
" extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 50
Mink, dark	5 00	6 00
" pale	2 50	3 50
Fox, red	3 00	3 50
" cross	3 00	7 00
Lynx	5 00	7 00
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25

Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	...	0 50
Marten,	3 50	20 00
Muskrat., fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 16

N. B. MARKETS.

St. John, N.B., Jan. 19.

Business continues rather quiet, but that is expected. In markets there is nothing of particular importance. In staples lines, pork products and dried fruit are high. Flour and sugar tend easy. There are few lines, however, that can be called cheap. Rice for later shipment is now offered at rather lower than present figures. Cream of tartar is rather higher and firmly held. In spices, pepper and ginger firm, Jamaica ginger continues high. Cloves are high. Nutmegs are still cheap. Seeds have attention, from the wholesale grocer, rather earlier than usual. Timothy, particularly Canadian, quite light and firmly held. Red clovers are very high. Mammoths firmly held. Alsikes are not so high nor are they as firmly held as the others.

OIL—In burning oil sales still active. Values unchanged. Lubricating oils, except as regards future business, have little attention. Paint oils, very firmly held. Both linseeds and turpentine rather higher. Cod oil has little attention. The season has been quiet.

SALT—A few small shipments of Liverpool coarse salt are being received via the Winter port steamers. Prices firm at slightly higher figures. Very little Liverpool fine salt received, prices are too near Canadian. Sales quiet.

CANNED GOODS—Vegetables, particularly corn and tomatoes, firmly held. Fair stocks. In fruits, stock light and prices very firmly held. Gallon apples have shown a sharp advance. Meats, unchanged; little sale at this season. Oysters, scarce and high. Lobsters are extreme. Salmon, unchanged. In domestic fish market is quiet.

GREEN FRUIT—A fair business. Best apples bring full figures. Oranges are cheaper, particularly Valencias. Fine Jamaicas offered. In California navels, quite full prices. In lemons, price rather firmer; some direct shipments now here. Malaga grapes still offered.

DRIED FRUIT—Two cars carton prunes were received last week. These package goods are proving very popular. The price is but slightly higher than bulk goods. Raisins firm at the high figures. Bulk raisins of all kinds scarce. Few evaporated peaches or apricots held, prices are high. Dates a fair sale; package goods freely offered. Figs and peels quiet. Evaporated apples high and firmly held. Very few dried apples seen. Onions continue low.

SUGAR—No change since the decline last reported. There is just a fairly active demand.

MOLASSES—Sales for the year have been largely confined to fancy Barbadoes, stock of which is light and firmly held. Choice Barbadoes quite freely offered. Stock of Porto Rico not large.

FISH—Frozen herring scarce and high. Fresh cod and haddock rather lower. Some western salmon and halibut still offered. In dry fish, situation here is rather dull. Smoked herring low. In pickled herring, while outside markets are reported rather firmer, business here very quiet. Finnan haddies rather easier.

FLOUR, MEAL AND SEEDS—Flour unchanged since the decline last reported. Feed continues high. While oatmeal is firmer, price here unchanged. Cornmeal rather easier. Beans are firmer, particularly yellow eyes. In seeds, red clovers and timothy rather higher. Alsike quite freely offered.

NOVA SCOTIA MARKETS

Halifax, Jan. 22, 1907.

The principal changes in the grocery markets since last report are an advance in the price of potatoes, and a drop of ten cents in sugar. The demand for potatoes is very heavy, due principally to the small stocks laid in by the householders, and the jobbers who find their holdings being depleted are putting up the price. The stocks of beans held here are very light and the price is firm. Dealers here still have difficulty in securing sufficient quantities to supply their customers. There is a fairly good demand for canned goods. Jobbers say that tomatoes are scarce and higher prices are looked for. Lemons and oranges are both very low. The consumption of the latter is heavy, due chiefly to the price, which is within reach of all. Jamaicas, repacked, are quoted at five dollars per barrel.

APPLES—There is now a good foreign demand for apples, and those who hold good stock can find ready purchasers at high figures. The Annapolis valley growers were somewhat disappointed at the small returns for early fruit shipped to the British market. The fruit was marketed in poor condition and ripened so quickly that it had to be disposed of at low prices. There are still good stocks held in some sections of the valley, and the owners expect to realize well on them. The steamer Almeriana, which sailed from here last week, took 17,000 barrels. The shipments of apples this season up to the present time total about 170,000 barrels.

FISH—The announcement of Government for fish shipments to the Quebec and Ontario markets is well received here. There are always available here good supplies of fresh fish, and it is expected that by the new arrangements a portion of the weekly heavy shipments of live lobsters to the American markets will now find their way to the big Canadian centres. It will also have a probable tendency toward competition between the Canadian and American markets.

BUTTER AND EGGS—The market shows very little change. The demand for butter is a little easier, but the price is unchanged. The receipts of local made butter are very small, and as the weather conditions are very unfavorable, it is not expected that there will be any improvement for some time. Creamery prints are quoted at 25 cents, and solids ar 27 cents. Dairy rolls are quoted at 24 to 25 cents, and tubs at 22 to 23 cents. There is not much doing in eggs, fresh laid stock being scarce. Case eggs are quoted at 26 to 28 cents. The cheese market is firmer and the demand good.

CANADIAN BACON'S OPPORTUNITY

Shortage of Hogs in Great Britain—Report of Canadian Agent.

Writing of the hog situation in Great Britain, P. B. Ball, C.C.A. at Birmingham, says :—

According to the returns of the Board of Agriculture there is a striking decline in the production of pigs in Great Britain. I have it from an authoritative source that at the annual meeting of a large firm in Birmingham this week handling pork, a loss of £540 was announced on the year's working, due entirely to the high price of hogs which had been dearer than at any period during the last sixteen years. They had killed 870 pigs less than last year, and yet they had cost £7,500 more.

It was pointed out that there were 100,000 pigs less in England, Scotland and Wales than there were twelve months ago, and although Ireland showed an increase of 80,000, there was a shortage of 20,000 in the country.

It was also stated that the company in 1903-4 killed 18,434 pigs, which cost £77,500; in 1904-5, 16,330 pigs costing £74,719, and last year 15,462 pigs costing £81,863.

As Canadian bacon is now so favorably received in this country, there should be an excellent opportunity for increased pig raising and bacon curing in Canada. An even greater shortage is anticipated in the future, and Canadians should make a point of concentrating their energies on the markets of Great Britain.

MONEY IN SPECIALTIES.

"It is a far cry from the grocer fifteen years ago to the one of to-day. The former depended largely on staples for his trade and looked askance at the introduction of each new line. His business consisted principally of selling people what they had to have. The up-to-date grocer, on the other hand, treats staples largely as a secondary consideration. The profit on them has been continually decreasing. He realizes, of course, that he must carry them—even feature them; but he also realizes that his lines of specialties are expected to, and do, pay a profit for themselves and one for the sugar and other things that he has to give away."

This is from an advertising circular and it's good enough to hand around. A little while ago a grocer who had done business for years on a leading street in Toronto opened a branch in a residential section. He was surprised at the number of articles he found frequent call for that he never thought of selling at the old store. They were goods on which there was a large profit, too. The specialties in the foodstuff field to-day are almost countless. The grocer who makes judicious selection of them and pushes trade in those he selects is the man who is going to make money.

James McCormack has returned to Montreal from a few days in local provincial points.

PURE FOOD PROBLEMS UNDER NEW U. S. LAW

(From an address by Dr. H. W. Wiley, Chief of the Bureau of Chemistry.)

The United States' new national Pure Food Law came into effect on Jan. 1. Most of the states have their own food regulations and naturally there is now a good deal of confusion. The national law is based upon the national control of interstate commerce and does not affect food that is consumed within the state in which it is manufactured. The food manufacturers, however, whose trade is confined wholly to the state in which they are situated are an insignificant factor in the food stuff trade of the country.

Dr. H. W. Wiley, chief of the Bureau of Chemistry, Washington, and the leading food expert in the Republic, last week addressed a meeting of the American Chemical Society on the Pure Food Law. He is the chief executive officer for enforcing the new law. He said in part:

"Qustions of very great importance in connection with this work are to be decided by the Secretary of Agriculture in order that the inspection service may become effective. Upon him rests the burden of deciding first of all as to the wholesomeness or unwholesomeness of added substances, his decisions, of course, being always subject to repeal by the courts. It is evident, however, that no action could be taken in any case unless the secretary should come to some decision in that particular case. The decisions which the secretary reaches in these matters will be made public and published as food inspection decisions. Already nine of these decisions have been issued and others will follow from time to time. These decisions state simply the attitude of the secretary in these matters and indicate to the manufacturers and dealers what he regards as infractions of the law, both as to adulteration and misbranding. When these decisions are officially published, if they are neglected by the manufacturer and jobber it is a clear indication that it is not their intention to construe the law as it is construed by the secretary.

"This, then, will bring before the courts a clear case which will be the subject of prosecution and decision. The secretary has made it clear in his utterances that the law is to be executed in a spirit of fairness and toleration. All manufacturers and dealers who are earnestly trying to obey the law will be encouraged in every possible way so that their efforts may be successful.

Methods of Manufacture Must Be Changed.

"It will be necessary, without doubt, that many long established methods of manufacture and preparation be changed, but it is hoped that these changes may be made in such a way as not to interfere in any unnecessary degree with trade.

"Perhaps the most important question which will be decided by the secretary is that of preservatives and colors. In the case of preservatives under the meat law, which is practically the same as the food law, the secretary has already made his decision, and you are familiar therewith. It is to the effect that no preservatives shall be used in meat except the ordinary condimental preservatives, such as salt, sugar, vinegar, wood smoke, condiments, and, pending further investigations, saltpeter. It is a question, however, whether saltpeter is really a preservative. The weight of the testimony which has been secured is to the effect that it is used as a coloring agent, or as a preserver of color, and not as a preservative. It does not seem logical to suppose that the decision under the food law can be radically different from that under the meat law, and therefore it is only reasonable to suppose that the ultimate purpose of the law, as construed by the Secretary of Agriculture, is to exclude from food products the preservatives which are excluded from meat products.

"Among the most important of these is sulphurous acid in the form of fumes of burning sulphur applied during the process of preparation of certain food products. Among these the most important are molasses, evaporated fruits and wines. In the cases of molasses it is a very general custom to sulphur the juices from the canes, and a portion of this sulphur enters the molasses. In the case of evaporated fruits it is quite a general custom to submit the freshly prepared fruits to the fumes of burning sulphur before evaporation. In the case of wines, it is almost the universal custom to burn sulphur in the barrels or casks in which the wine is stored. These processes introduce into the food products greater or less quantities of sulphurous acid, free or combined.

"The investigations of the Department of Agriculture—and these are supported by the investigations of many other experts—show the injurious effects of sulphurous acid upon health. Hence, under the law sulphurous acid may finally be excluded from foods. It is only fair, however, to the trade and to the methods of manufacture, that due time be given to eliminate these injurious bodies, and especially that some toleration of them should be permitted as in the case of wines where the manufacture has been begun three, four or five years before the law was passed.

Elimination of Harmful Preservatives.

"Under the appropriation act the Secretary of Agriculture has authority to prescribe rules and regulations for the use of preservatives, and under this authority he may permit the use of some of these objectionable substances for a time which is deemed necessary to secure their complete elimination. In doing this, however, it is very probable that he will require that the name and the quantity of the preservative employed shall be plainly stated upon each of the labels. This is a concession which the manufacturer ought cheerfully to grant, when he considers that the secretary is dealing so leniently with him in permitting the continued use of a substance which apparently is deleterious to health pending the investigations of methods to eliminate it completely.

"It is not to be inferred from the above outline that the action cited has been actually taken by the secretary. I am only giving my own view of what will probably be recommended to the secretary and which, it is hoped, may receive his favorable consideration."

WHEN CANNERS GET TOGETHER.

Big Convention in Buffalo Feb. 11 to 16 —What Will be on Top.

From Feb. 11 to 16, Buffalo will be the hub of the canning and packing industry of America. It will be the rim, spokes, tire, washer, everything for within those dates will be held the annual convention of the National Canners' Association. The headquarters will be the Iroquois Hotel, and the machinery exhibition will be held in the State Armoury building. With the Pure Food Law just got going this will be a very important meeting for the canned goods trade and the machinery men will be more than ever in evidence. Here's what's going to be doing:

Business—Pure Food Law instructions. Uniform guaranty. Discount 2 per cent. instead of 1½ per cent. Uniform sizes of cans in all sections. Committee to investigate all charges against canned goods. Mutual insurance.

Machinery exhibit—Every mechanical device used. A number of new machines. Supplies of all kinds. A complete cannery in operation. All machinery working.

Entertainments — Lavish entertainments every evening by the various associations, and by different companies and firms.

BURMA RICE CROP PROSPECTS.

Wm. H. Michael, U. S. Consul General at Calcutta, writing in Consular Reports, quotes from the latest summary of the rice crop prospects issued by the director of land records for Burma that the state of the standing crops and the prospects of the harvest are generally favorable. The Burma rice fields embrace nearly 10 per cent. of the total area under rice in British India, and amount to 6,966,215 acres, which is an increase of 252,833 acres over last year. The total number of acres destroyed by floods during September and October was 181,556, and the number left fallow was 543,096 acres. On the whole, the prospects are good for an average yield in Burma.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

WANTED agencies for British Columbia or Pacific coast cities, by live firm. Address Box 431, Victoria.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

CASH CARRIER SYSTEM in first-class order for sale at a bargain; nine stations; will sell separately or complete. Box 130, CANADIAN GROCER, Toronto.

WHEN TORONTO GROCERS ARE AT HOME.

The Toronto Retail Grocers' Association will hold their annual at home, the 28th in direct line of succession, on the evening of Wednesday, Feb. 6, in the beautiful assembly hall of the Temple building. They always have a large attendance and there'll be no variation from that rule this year. R. B. Snow is president, and everyone who knows that gentle jollier know that all arrangements will glide as smoothly as the dance. The tickets are: double $2, lady's 75c., but that doesn't matter. Business has been good and anyway the grocers and their friends couldn't be kept away. There's room for them all; they have a deed of the Temple for that night.

R. J. Macdonald, sales manager for the Quaker Oats Company, Peterboro, was in Montreal last week.

B. Robertson, of Geo. Robertson & Son, Kingston, was in Montreal recently.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

ST. JACOB'S GENERAL STORE FOR SALE

W. and A. SNYDER

offer their General Staple Stock amounting to $7,000. No Millinery, Mantles, Furs, Fancy Goods or Hardware.

Situated in the best section of Waterloo County, and being the only General Store in a village of 500 inhabitants.

This is an opportunity seldom offered.

Turnover last year $23,000, of which seventy-five per cent. was cash.

Best of reasons for selling, and snap to quick buyer, as stock must be sold by February 1st, 1907.

Terms liberal. Premises can be leased.

W. and A. SNYDER, St. Jacob's, Ont.

High-class goods well advertised and neatly displayed command a ready sale

which is only one of the reasons why you should stock

Gold Standard Java and Mocha

"The-Chaffless-Coffee"

Pound Tins, - - 40c.
Two-Pound Tins, - . 75c.

Fresh roasted daily and packed by

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

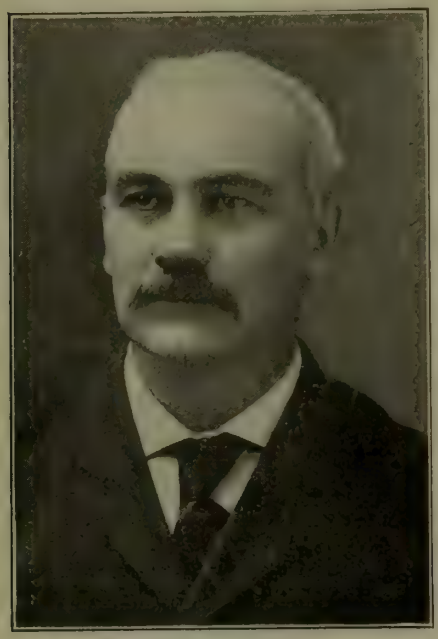
Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BUSINESS MEN IN MUNICIPAL LIFE

No. 9

Joseph T. Joyce, mayor last year of the progressive and up-to-date town of Owen Sound, was born in Churchville, Toronto township, 42 years ago, and started his business life by entering as a lad the general store of Gooderham & Worts, at Meadowville. While in their employ he became thoroughly conversant with the general business in its multitudinous details. From there he went to Brampton, and later to Toronto. His business tact and ability becoming known to the trade, it attracted the attention of Mr. Good, of Chatsworth, who secured the young man, and Mr. Joyce remained in that village for about four years, managing Mr. Good's general store, grain and produce business. He came to Owen Sound in 1896 as a



JOSEPH T. JOYCE
Former Mayor of Owen Sound.

member of the C.P.R. staff, and while in their employ conceived and launched the firm of Joyce, Arms & Price. Withdrawing from that firm shortly afterwards he started business for himself and carried it on with marked success. While conducting this business he was induced by his many friends to enter the lists for municipal honors and was returned at the head of the poll. His first year's record as councillor has to its credit the settlement in a very satisfactory manner of some touchy points in connection with the work of the river harbor and railways committee, of which he was chairman. The second year he was made chairman of the police department, and of the committee for reorganizing the police force. The third year he was made chairman of the finance committee, and the efficient manner in which he discharged his duties brought him prominently before the electors to fill the important office of mayor, to which he was elected by a large majority last year. His munic'pal career has been somewhat unique in this respect, as it is an honor that has seldom fallen to the lot of any man in so short a period of public service.

A few months ago Mr. Joyce retired from business and contemplates re-entering it again in the west. A good test of a business man is his standing with the travelers. If the travelers like him and at the same time admire and respect him—well, he'll wear, that's all. No man in the north country stood better with the travelers than did Mr. Joyce. And it wasn't on account of any capacity for riotous living. That's gone out of fashion among traveling men; and anyway Mr. Joyce is a thorough paced temperance man, and was elected mayor to enforce the local option law. But the merchant who can use the salesman right has gone a long way towards success in business. A little thing came recently under the notice of The Grocer that illustrates Mr. Joyce's relations with his friends of the road. J. W. Charles, of the H. P. Eckardt & Co., received lately from Mr. Joyce a very handsome locket and this note :

"Upon retiring from business and the more strenuous life for a time at least, I feel that I cannot do so without expressing in some slight degree my appreciation of your abilities and many fine qualities as a man, as a business man, and as a personal friend. Our associations have been of the most pleasant and I trust of the profitable and enduring nature.

"I respectfully ask you to accept this charm as a slight token of the esteem in which I regard you and trust that it may remind you of a friendship which is much prized by myself."

This just shows the spirit of the man and it's the kind that's always on the square.

SHORT WEIGHT CHEESE AND THE ENGLISH TRADE.

Willer & Riley, large cheese importers of Manchester, have written to Dominion Dairy Commissioner J. A. Ruddick regarding the shortage of weight in cheese from Canada. They say :

"This year we have had to complain many times to our own people in King Street, Montreal, and to several other shippers from whom we have purchased cheese, with respect to the great difference of average loss between the invoice and the average loss when we receive the goods.

"Of course, the usual custom has been, up to lately, to claim for all over the 1 per cent. difference, but, owing to an arrangement with your government and the shippers in Montreal with regard to the official weigher, we can get no redress whatever now, as they hide behind the excuse that these goods were averaged by the government, and therefore they have nothing further to do with them after you have inspected same.

"Now this is all very well from the shippers' point of view, and we give you a few particulars, which show the great difficulties that we, along with many others on this side, have had to contend with this year.

"On September 7, 1906, we purchased, through our own Montreal house, 498 boxes of Canadian cheese. These were shipped per S.S. Manchester Trader to Manchester, and arrived here on the 20th, and averaged on the 22nd, and we found a difference of 492 pound between the average loss allowed and the actual loss.

"Again on September 27, we purchased 267 boxes, which were shipped per S.S. Manchester Commerce, and which arrived here on October 5, and were averaged on the 6th, showing a total difference of 230 pounds.

"Also on October 27, 285 boxes to Liverpool per S.S. Dominion, which arrived on the 7th instant, and were averaged on the 9th instant, and showed a difference of 228 pounds.

"These are only three instances of many that we could point out, which have actually put on the market value of these goods 9d. per cwt. on the invoiced price. It is a very serious matter to us, and one which should have immediate attention. Of course this year the factory men have been influenced by the high prices ruling all through the season, and it has been a great temptation to them to forward their goods out of the factory in a green state, and some of the cheese we have received have been spoilt, owing to being shipped in such a tender state ; and being placed in the chill rooms on some of the boats, it has completely spoilt their character and taste.

"We believe that owing to the short time the cheese have been allowed to mature on the shelves, and the average being taken so near to the date of the make, has been the cause of this great loss, which, unfortunately, falls on the people on this side. It is important that all the factories should keep their goods at least for ten days before putting them on the market. We know that goods have left the factory boxed and shipped aboard the steamer in four days from the time of being made, which is not conducive to creating a good impression with the consumer of your produce."

GRAIN MEN ELECT OFFICERS.

At the annual meeting of the grain section of the Toronto Board of Trade on Jan. 17, the following were elected officers and members of committees for 1907:

Chairman, C. W. Band; Vice-Chairman, A. V. Pearce; Secretary-Treasurer, F. G. Morley.

Executive—John Carrick, A. Cavanagh, L. H. Clarke, J. L. Fisher, E. Hannah, F. W. Hay, J. L. Love, W. D. Matthews, D. Plewes, D. M. Spink, C. B. Watts.

Complaint committee—C. W. Band. D. O. Ellis, C. Goode, S. McNairn, Hedley Shaw.

Market report committee—C. W. Band, John Carrick, E. J. Hannah, D. Plewes, W. Stark.

Membership committee—D. O. Ellis. J. L. Fisher, George Goldie, C. Goode, J. N. Hay, E. J. Hannah.

Collector—J. L. Fisher.

Elzear Turcotte, one of Quebec's most progressive retailers, spent a few days in Montreal lately. Mr. Turcotte has a fine store, and is always on the lookout for new ideas. His chief object in visiting Montreal was to look around the retail stores of that city in search of possible modern appliance in use, by using which he could improve his own store.

FROM GROCER CORRESPONDENTS

KINGSTON.

Lew Glover, of the Pure Gold Co., is around on his regular trip, and a more esteemed and popular traveler never gripped a grip. He firmly believes there are no goods equal to Pure Gold goods. He says "Jellies come and jellies go, but Pure Gold goes on forever," and he gives your hand a squeeze to emphasize the fact.

The loose-leaf ledger system is being introduced in many stores here, and has many good qualities, one of which is that customers coming in on busy days wanting their accounts can get them in a moment, and it does away with daily posting—once a month does the work, and any accounts paid within the month don't need posting at all.

The permanent advertising in The Canadian Grocer of the four Canadian concerns is to blame for so many merchants writing for particulars.

Wholesalers and manufacturers who want trade should advertise in The Grocer. A traveler will say "Well, good-by; I will see you again in six weeks." Out of sight, out of mind. Not so with The Canadian Grocer. It calls on thousands of retailers every week, and not without getting good large orders, too. If a wholesaler takes his ad. out, the retailers think he has gone out of business.

W. G. Craig, wholesale grocer, and secretary of the Wholesale Grocers' Guild, has again been elected alderman, and that without canvassing. The citizens recognize in him a man of too valuable qualities not to re-elect.

Every traveler claims there is need for a large hotel in Kingston. They say there is the biggest opening for a good hotel here of any place in Canada. Come along, capitalists. There is the prettiest site on the St. Lawrence for you, backed up by the best park in the Dominion. Come quick. $100.000 will do it. Kingston will put up half.

And now the grocers are busy taking stock, and anxious as the little boys on Xmas night to see what there is in it. Some, no doubt, will find they have made mistakes, but this is their chance to find the undiscovered leak.

Mr. Nasmith, the well known baker and confectioner of Toronto, is spending a few days pleasantly with his sister, Mrs. B. W. Robertson, wholesale grocer.

Mr. McLean, traveler for the Geo. Matthews Co., of Peterboro, is making his regular trip and taking large orders, especially for lard. Jim asked him if he took The Grocer. "Do I? Well I guess! We would rather go without lunch than miss The Grocer. It is the sun in the commercial sky that brings warmth and light to the grocers who read it. It gives them ideas of how to build, how to dress windows, where to buy everything, and how to run business and avoid the rocks."

LONDON.

At the Middlesex winter assizes, Jan. 17, Mr. F. L. Ross, of the Hamilton road, grocer, was awarded $350.00 damages against the Pere Marquette Railroad Company for the loss of a horse. The animal was killed at the Horton Street crossing last summer and Mr. Ross sued for $600.00.

W. R. Jex, C.A., for the past three years bookkeeper for Edward Adams & Co., wholesale grocers, left last week to take a similar position with Coates, Burns & Wanless. Mr. Albert Tripp succeeds Mr. Jex in the office of Edward Adams & Co.

Mr. Spencer Wilson last week purchased the grocery business of Mr. Frank H. Farnworth, 768 Dundas St., and has taken possession. Mr. Wilson was employed at Scandrett Bros. for several years and is well known to many Londoners.

ST. CATHARINES.

A lull in trade has developed during the past week, only necessary supplies being purchased. The wholesale grocers however, are kept busy furnishing their retail customers with goods.

The city council held its inaugural meeting on Monday last. Chas. Gibson, grocer, is a new member, this being his first appearance in municipal council affairs.

Mr. John Murphy has been appointed market clerk by the council. Mr. Murphy was formerly in the real estate business.

A LITTLE ESSAY ON NOT STOCKING UP.

(By a wire Grocer of Kingston)

Jim, the wise grocer, truly said: "We retailers carry too much stock, and the loss in waste, shrinkage, swelled heads, and so on, eats up the extra percentage gained in the 5 or 10 per cent. for buying in large lots, and, not only that, but interest charged on overdrafts carrying a line of discounts, etc." Yes, we as retailers must wake up, and stock up with cash instead of goods. For example, a linguist comes along and induces the merchant to take 25, 50 or 100 dollars' stock in a canning factory, for which he is promised an extea discount, and, in time, dividends. Well, the grocer thinks he will—it looks shiny and he does. What is the result? Stocked up with one make, perhaps quality is off, and anyhow the consumers want variety in canned goods just the same as in baking powders. Every customer has his pet label. Then the gem jar man comes along and whispers "Buy now," or you will be assessed a dollar a month if you don't." Then the soap man tells you to look out for an advance, and you load up, and instead of advancing they leave the price as before and take a shaving off the bar or press it a little thinner—like some of the manufacturers did for the trading stamp people. Well, let us soap we may be a little wiser in 1907. And again I say cut off poor-paying, balance-leaving creditors as you would trim your orchard in order to get better fruit—and don't carry so much stock.

NEW RAILWAY GOOD FOR TORONTO.

E. B. Sutton and Mrs. Sutton, of Bala, were in Toronto this week on a buying expedition. Mr. and Mrs. Sutton came by the Canadian Northern and it was their first trip by the new line. Mr. Sutton was outspoken in praise of the servive and he was sure the new line would bring the north country into closer touch with Toronto.

DEATH OF A SHIPPER.

Frank Hughes, for 15 years shipper for Warren Bros. & Co., Toronto, died at his home in that city Wednesday morning. He had been ill two months with kidney disease. He leaves a wife and one child. Mr. Hughes was highly regarded by everyone associated with Warren Bros. & Co.

Any Boy who has cents—2—cents, can turn it into

$—15—$

Two cents invested in a postage stamp or a letter to us will bring you information about how we start you in business so that you can earn money for yourself.

No money required. We furnish the capital. If you wish to begin at once, write us to-day about our publications. ***Extra prize—a watch—extra prize.***

THE MACLEAN PUB. CO., 10 Front St. E., Toronto

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Fearman's English Breakfast Bacon

is the finest Breakfast Bacon on the market. It is cured in a special way, and is made out of specially selected pea-fed hogs. It is handled by the best grocers in Canada. Our sales this week include shipments to Vancouver and Victoria in the west and Halifax and St. John's, Nfld., in the east—from ocean to ocean. Fearman's "Star Brand" English Bacon is unequalled for quality.

F. W. FEARMAN CO.,
HAMILTON LIMITED

CORONA

Kettle Rendered Lard

1 POUND BLOCKS

ALSO IN

PURPLE PAILS

3s, 5s, 10s, 20s

The Best in Canada

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Success An Absolute Certainty

for the man who uses good common sense in the grocery business—**If** he features

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs and Cheese.

with the Ryan guarantee plainly in sight. The people ask for **the Ryan Quality.**

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Since last report there has been no really noticeable change in the cheese situation. Canadian holders are still doing business with buyers on the English market at prices which hold firm. There is now every probability of higher figures than at present rule, and many are looking forward to a certainty of 14c. cheese before the new make appears on the market. The present strong feeling in the market must be attributed to the continued demand for cheese by the consumers in England. Sales to the public of Canadian cheese have been wonderfully well sustained on the other side according to advices received. The people all season bought the Canadian article at good prices, and although it was generally understood in the Old Country that there would be an advance in January, buying did not fall off materially, showing the confidence of the retailers in the continuance of the consumptive demand. Stocks are sinking, owing to the continued sales which are being made. Few care to give an estimate as to what amount of cheese is held in Canada, Montreal particularly, but all admit that the holdings must be very small. It is also the general opinion that if the present demand keeps up stocks will not last more than another three weeks at the most. This would tend to show the smallness of holdings. Canada is a large country and it is quite possible that stocks are larger than generally supposed, but there can be no doubt but that they are smaller than at this period last year by a very large number of boxes.

Early as it is, there is already talk around the cheese trade as to probabilities for the spring. Stocks are not disposed of, and the first of the new make of cheese is certainly a long way off, but most dealers are forming their speculative opinion as to the future. Some will air their views, but others prefer to wait a while in order to see whether their anticipations are likely to be realized before saying anything.

Speaking from present indications, prices at the opening will be high. Without doubt the stocks here will be cleaned up entirely by the spring, and the English market being in a receptive condition, good figures could easily be obtained for the first cheese offered. Conditions may change, however. The amount of Canadian cheese going into consumption may fall off between now and spring, leaving larger stocks of the Canadian article than shippers here anticipate, and as a result sellers may have to dispose of their holdings at the best price obtainable. But there is no reason why present conditions should not prevail, and the trade are in hopes of high opening figures, and the consequent profitable business which will follow.

Butter is a little firmer this week. Prices are quoted around the same level as last week, perhaps a shade higher in some instances. Sales are fairly satisfactory.

Last week only 150 boxes of cheese were received, while the receipts of butter were 1,114 packages. From May 1, 1906, to the end of the week, receipts of cheese amounted to 2,348,727 boxes, and of butter 603,067 packages. It will be seen that the receipts are gradually falling off, week by week.

PROVISION SITUATION.

The Ontario farmer rushed 35,000 hogs or more to market last week, apparently actuated by the idea that the price was at or near the top. He was probably right. This week the packers are paying from 15c. to 35c. lower. When prices were made for this week the figure was $6.50 f.o.b. country points, as compared with $6.65 last week; but Friday's cables showed the English market to be in bad shape, from 4s. to 6s. lower, and the price was moved down to $6.25 to $6.30. Some purchases had, however, been made for delivery this week at the higher figure. Quotations therefore are $6.25 to $6.50.

Packers differ in their views as to the course of the market in the near future. One says emphatically it will be lower next week; another guesses it will be steady or higher.

Deliveries last week were large, some packers say they even refused shipments. A good many of the hogs arriving have been overheld. A prominent packer, commenting on this feature this week, said :—

"This means a poorer quality of bacon, which, when it reaches the English market, will depress prices and hurt the reputation of the Canadian product. That must adversely affect the market and mean later on a lower price for the farmer."

The backward movement of the English market is due to large shipments from Denmark and Ireland. Because of bad weather and the Christmas holidays deliveries have been retarded from both countries and the accumulations are coming forward. The packers here don't like the outlook over there.

The domestic situation in hog products is unchanged, demand having not yet awakened.

Reviewing last week's produce market in the States, the New York Journal of Commerce says,:—

"There has been less activity in the option market for hog products the past week, and prices have been irregular, within a narrow range, apparently supported by packers on weak spots, while they, or some one else, has sold quite freely on strong ones, looking much as if they expected lower prices later on with a better hog supply, which has run during the week ahead of last year for several days at the leading points. There has been no anxiety, however, to sell, but rather cautious scalping of the market by the few traders, outside of packers, who indulged in this pastime; an any short interest, however small, is seized upon by the packers and forced to cover. The general feeling is that the advance has culminated, as prices are so high as to be considered the cause of a moderate falling off in consumption, notwithstanding continued activity in industrial centres, as the leading jobbers of the city admit trade has been very slow for the last month and is somewhat behind a year ago."

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS — Considerable Easter buying is being done by the trade, but outside of this there is little activity in this market. There is the usual consumptive demand for lard.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	5-lb. "	0 12½
"	3-lb. "	0 12½
Lard, compound tierces, per lb		0 08½ 0 09½
" "	tubs	0 09 0 09½
" "	20-lb. pails, wood	1 85 2 00
" "	20-lb. pails, tin	1 25 1 90
" "	cases, 1 lb. tins, 60 lbs. in case	0 09½ 0 10½
" "	5-lb. "	0 09½ 0 10
" "	3 lb. "	0 09½ 0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 15½	0 16½
Hams	0 13	0 15½
Extra plate beef, per bbl	12 50	13 00

BUTTER—Butter is firm at prices quoted. Trade is fair to good.

Choicest creamery, salt, 56 lb. boxes	0 25
" pound prints	0 25½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22
Large rolls	0 21½ 0 22

CHEESE—Continued demand from England has had the effect of keeping up prices. This week holders are asking more for their cheese. The market date. Dates are good value, and are selling as freely as can be expected. Stories of the large stocks in London are not grounded on fact. Nuts are very locally is very firm, and buyers must pay the price or do without the goods.

Ontarios, September make	0 13¾ 0 14
" late make	0 13½ 0 13¾

EGGS—Stocks of storage and pickled eggs are gradually being cleaned up, and as a consequence prices are firm. Quotations this week are higher.

Storage, selects, doz	0 26 0 27
Storage, No. 1, doz	0 23
Pickled, doz	0 22 0 23
New laid, doz	0 30 0 33

HONEY—In honey the situation is unchanged since last report.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 09 0 10

POULTRY—Very little fresh killed stock is arriving on the market. There is considerable trade in storage poultry at prices quoted.

Turkey, per lb	0 13 0 14
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 09 0 10
Ducks, "	0 09 0 10

TORONTO.

PROVISIONS—Business is quiet and prices are unchanged with the excep-

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries

Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

tion of dressed hogs, which are lower.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	....	0 15
Large hams per lb	....	0 13
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	....	0 16
" pea meal	....	0 17
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 00	24 00
Lard, tierces, per lb	....	0 12
" tubs "	....	0 12½
" pails "	....	0 12¾
" compounds, per lb	0 08½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	7 50	8 50
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11	0 12
Hogs, street lots	8 75	9 50
Veal	0 09	0 10½

BUTTER—The market for dairy is a little easier. Stocks are accumulating somewhat. Merchants in the country seem to have been accumulating supplies too. Selling prices here, however, are about the same, but the expectation is that they will be lower.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	....	0 25
Dairy prints, choice	0 23	0 24
" " ordinary	0 20	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS—New laid eggs were selling on the farmers' market here last Saturday at 25c. However, the supplies are not increasing and this week commission men are still getting as high as 30c. If the supply increases at all stored eggs will turn very easy. Last week a couple of shipments of new laid southern eggs were brought in from Chicago and handled at a fair margin for the importers. They are not as large as the domestic product and not quite as good stock as strictly new laid here because of the time taken for transportation. Prices here are practically unchanged except for new laid. Selected kept eggs bring as high as 27c.

Eggs (strictly new laid)	....	0 30
" fresh	0 23	0 24
" pickled	0 21	0 22

CHEESE—The market is firm at unchanged prices.

	per lb.	
Cheese, fine September large	....	0 14
" " twins	....	0 14½
" later makes, large	0 13½	0 14
" " twins	0 13½	0 14

HONEY — Prices are unchanged. White honey is very scarce, but not in very brisk demand. There has been a typographical error in the price of buckwheat honey by the lb. It should be 5c to 6c.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	....	1 50

POULTRY—The market for turkey is a little easier. The stock that did not come forward before Christmas is depressing the market now. The high prices for chickens and ducks limit the demand.

Live Weight.

Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 08	0 09

Dressed weight.

Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 11	0 12
Geese	0 09	0 11
Young turkey	0 13	0 14
Old turkey	0 11	0 12

ST. JOHN, N.B.

PROVISIONS—Pork continues firm with fair demand. In plate beef American prices well above Canadian; sales are light. Pure lard shows little change. There is rather better supply of refined compound, but stocks are still very light. Fresh beef shows no change. Mutton is very firmly held; prices are high. Lamb not so freely offered. Veal has active demand but is still scarce. Pork continues high.

Mess pork, per bbl	$22 00	$23 00
Clear pork, "	22 00	22 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 06	0 07½
Western beef, "	0 08	0 09
Mutton, "	0 07	0 09
Veal, "	0 08	0 09
Lamb, "	0 09	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10½	0 11
" " pails	0 10	0 11½

BUTTER—A quantity of creamery butter brought back from the English market was sold here last week by Montreal firms. Fair prices obtained. Market is now well supplied.

Creamery butter	0 24	0 26
Best dairy butter	0 22	0 24
Good dairy tubs	0 20	0 22

EGGS—While quite full prices rule, market hardly as firm.

Eggs, strictly fresh	0 30	0 35
" fresh	0 23	0 24

CHEESE—Prices are still easy, but outlook is for improved values.

Cheese, per lb	0 13½	0 14

Lunch Tongue

One of the choicest delicacies for the housewife when the "unexpected visitor" comes is

Clark's Lunch Tongue,

prepared under the most careful supervision and ready for use.

Retailers may be assured that every can of these goods is guaranteed in the strongest possible manner, backed up with a record of many years of successful manufacturing.

A GREETING WORTH KEEPING.

A splendid piece of work is the wall hanger recently issued by the Quaker Oats Co. It is an engraving of the well-known Quaker who has so long represented the company and its products. This time he holds in his hand a parchment inscribed with hearty new year's wishes. The picture was first modelled in clay, then photographed and reproduced by the collotype, or similar process, on a fine quality paper, and the result is certainly an attractive advertisement.

The New York office of Lipton Limited is advertising for a Canadian sales manager.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

A NAME THAT MEANS SO MUCH

Reindeer

Condensed Milk of this brand is recognized as the Standard for Richness and Purity.

The Jobber sells it with confidence.
The Dealer buys it with assurance.
The Consumer uses it with satisfaction.

EVERY CAN GUARANTEED

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd.

GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,

WINNIPEG AND CALGARY

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

CEREALS AND CONFECTIONERY

Wheat Advanced Owing to Decreased Receipts—Car Shortage Worse Than Ever in the West—Grain Dealers Complain of Crop Reports.

Wheat has advanced 3c.. in Chicago and 2c. in Winnipeg from the low points of a few weeks ago. The situation continues firm owing to small receipts, and these are due to the car famine in the west. The C.P.R. has stopped all shipments east of Fort William. On Tuesday the receipts of wheat at Fort William and Port Arthur were only 28 cars and there should have been 250 anyway. One northern is now quoted with freight rates to Montreal and west, including milling in transit, at 87½c. The car congestion in the west is worse than ever. Bradstreets report a decrease of 6,487,000 bushels in the world's visible supply of wheat. In the United States last week saw strong grain markets throughout the list, on continued light receipts and offerings, owing in part to wet weather and bad country roads west, with light offerings by farmers and small receipts, while exporters have stood ready to take all the wheat and corn offered at hardening prices, though not bidding up prices in the absence of offerings. Oats have advanced on good buying in the west, by leading operators who apparently improved the depression caused by the last Government report to buy all the cheap oats offered, by both shorts and longs, until the latter had sold out, and the former began to want to cover in view of the decreasing movement. The advance in this grain has been quite sharp, on the covering of shorts and good buying for long account, though cash trade has been light owing to good stocks in second hands.

A deputation of Toronto grain men waited on the Ontario Minister of Agriculture recently to tell him that his crop reports were not accurate enough. They referred to barley particularly but included oats also. They were moved to that because of the light deliveries, which seemed to them to belie the crop reports. Hon. Mr. Monteith told them the crop reports were all right; that farmers were marketing their oats and barley on the hoof and that if they would continue to take the advice of the department there would be even less business for the grain men. He surprised some of the deputation by stating that the Ontario farmers were not now growing a kind of barley that was good for malting.

Short supplies have caused an advance in oats that seems to be justified by the situation.

MONTREAL.

GRAIN—Corn is higher this week, but otherwise there is nothing of interest in the grain situation.

No. 4 barley, store	0 53
Feed barley, store	0 52½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
New No. 3 yellow corn "	0 56
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Business in flour is slightly better this week. Prices are steady.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—Sales are not large at present. The grocery trade is not in

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

Fortune is a Fickle Jade—But
She always sticks to the Grocer who features our Barley.
This is one of the things it will pay you to remember.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS
Bulk Only Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

When yon want
SALT
or any information about it, write
Verret, Stewart & Co., Ltd., Montreal

a position to give much attention to this line at the moment.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated " "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls	4 80
Choice boiling peas	1 00 1 10

FEED — Feed continues strong. Prices of Ontario and Manitoba bran are up this week. The scarcity of bran and shorts has created quite a demand for cornmeal and mixed feeds.

Ontario bran	20 00 21 00
Ontario shorts	21 50 22 50
Manitoba shorts	21 50 22 50
" bran	20 00 21 50
Mouillie, milled	24 00
" straight grained	25 00 28 00
Feed flour	1 30 1 35

HAY — Although prices are not changed, the hay market, both locally and in the Old Country, is weaker this week, owing to increased receipts.

No. 1	14 00 14 50
" 2	13 00 14 00
Clover mixed	12 00 12 50

TORONTO.

GRAIN—Western wheat is higher because stocks east of the lakes are very low and it is practically impossible to get all rail shipments. Oats also are advanced.

(F.o.b. Georgian Bay points.

No. 1 hard		0 83
Manitoba wheat, Northern	No. 1	0 81½
" " "	No. 2	0 79
" " "	No. 3, nominal	0 76½
Red,	per bushel. 78 per cent. points	0 69 0 70
White,	" " "	0 69 0 70
Mixed,	" " "	0 63 0 69
Spring, nominal	" " "	
Goose,	"	0 65
Barley, No. 1,	"	
" No. 2,	"	0 51
" No. 3x,	"	0 48½ 0 49
" No. 3,	"	0 45
Oats, white	"	0 36½ 0 37
" mixed	"	0 35½ 0 36

FLOUR—The market is steady and demand is fair. Millers, however, are beginning to fear that the western wheat shortage may occasion a rise before it is normally due. However, the situation has a week or two in which to right itself.

Manitoba Wheat.

60 per cent. patents	4 40 4 50
85 " "	4 00
Strong bakers	3 80

Winter Wheat.

Straight rollrr	3 50 3 60
Patents	3 70 4 00
Blended	3 70 3 80

CEREALS — Prices are unchanged, but by the end of the week there is likely to be an advance of 30c. in oat products. The price of oats is advanced and some of the millers think an advance of even 50c. is justified.

Rolled wheat in barrels 100 lbs	2 40 2 50
Rolled oats, in wood, per bbl	4 55 4 65
" " in bags, per bag 90 lbs	2 15 2 20
Oatmeal, standard and granulated, per bbl	4 80
" " " in bags 98 lbs	4 55

NEW BUSCUIT FACTORY.

G. N. Pichet, the biscuit manufacturer, Ontario St. E., Montreal, will this spring erect a large new factory on the site of his present building, which has become too small for the business .

Jas. Turner & Co., Hamilton, have disposed of some heavy blocks of canned fruits at full retail list prices to some wholesale houses and canners. They look for higher prices.

There are None Just as Good as

PERFECTION CREAM SODAS

and most of our competitors know it. Lots of Bakers produce good biscuits—biscuits almost as good as

but—just as we have reduced baking to a fine art we have also reduced packing to an exact science.

Perfection Cream Sodas

cannot deteriorate in quality. Their goodness knows no variableness. As delicious the day they are served as the day they leave our bakeries.

Can you afford to slight your biscuit counter?

THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada.

EPPS'S GRACEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Nicholson's Mince Meat

is one of the things which should be on your order list all the time, because the people demand it.

It will pay you to know more about

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

Some of your trade may not use Chocolate—they may have tried the numerous so-called Swiss Milk Chocolates and met with disappointment. Try them with

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Ka-lay)

and see the result.

The delicate Cailler "taste" makes all other Chocolates seem flat and coarse by comparison. That's why CAILLER'S is the leader.

For Particulars, etc., write

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

When a line of goods has satisfied the most critical trade of the country, as has been done for over 25 years by

MOTT'S Chocolate

"Diamond" and "Elite" brands,

it is poor policy to change to other brands. The "changers" always come back to

Mott's

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

"Health" COCOA

Trade Mar

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO, 25 Front St. East, TORONTO

THREE WINNERS

"Swiss Food" — the good old reliable brand — comes first. Cereal lovers declare: "It was good for our fathers, it was good for our mothers, and it's good enough for us.

But **"Beaver Oats"** are just as popular, and still hold the Quality Record. Then, the big premium (766) goes with this brand.

And, as some of you gladly admit, **"McINTOSH'S CROWN BRAND ROLLED OATS"** has been the saving factor in the life of many grocery businesses.

These facts should mean something to you

P. McINTOSH & SON - Toronto, Canada

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD.

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense.

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West' VANCOUVER, B.C.

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

WEBB'S CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000, 00 within a 20-mile radius.

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1. Western Union. Highest References

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life
ASSOCIATION

W. H. BEATTY, President.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Elec tric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

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Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto.
465 Temple Building, Montreal.

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ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

Sixty Years of Popularity

COX'S CELATINE
should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills,
EDINBURGH

TRADE GOOD ON PACIFIC COAST

Record Price for Butter—Dried Fruits High—Last of the Salmon Pack Goes to Australia—Fish Trade With Japan.

Vancouver, Jan. 18, 1907.

Prunes and creamery butter are leaders in market circles at the present time. Butter never went up so high locally before. The price now asked, and obtained readily, for fresh local creamery butter is 40 cents per pound wholesale. The very limited supply is perhaps the chief reason for the price going up, added to the fact that there is always a demand for the local fresh-made article, all the year round, and for quantities more than are ever produced. Price is a secondary consideration with a large section of the demand.

Because California dried fruits are well up out of sight in most lines, prunes are in big demand, and selling so fast that there is every likelihood of their becoming scarce enough to bring up the present quotations on this staple, which now sells at 5½c. to 9c. in wholesale way.

* * *

Shipments of salmon, both salted and canned, are still rather heavy, the last of last season's pack of canned fish going largely to Australia, the SS. Aorangi taking out a large consignment this week. The salted salmon, of the dog-salmon variety, largely, is shipped for the most part to Japan, where there is a big trade in this article, which is not marketable in this country for white trade. The Japs largely put it up themselves here, many of the little brown men being engaged in catching and curing the fish at several points, up the gulf and some points up north. This Winter, or rather for the past few weeks, heavy shipments of salt herring in barrels have also been shipped from Nanaimo, where the herring run is surprisingly large every year. These salted herrings go to Japan by the C.P.R. steamers, being transhipped at this point from local steamers which bring them over from Nanaimo. The Athenian, which sailed this week for the Orient, took out over a hundred tons.

In former years the Japs shipped herring not salted, to Japan, but that was a contravention of the fisheries regulation, which forbid the shipment of fish for fertilizer purposes. Now the fish are salted and are therefore supposed to be used for food.

* * *

The wholesale trade reports business this past week much better than usual for this time of year, and really not much of a let-up for them, though holiday trade is over. The retail merchants of course find some slackening off, but are all well satisfied with the total, as well as with the way collections have been coming in.

* * *

Prices show but little change from recent quotations. In California dried fruits, apricots may as well be called out of the market. The price is 23c. Peaches are 15½c. and scarce. Figs, cooking, are getting scarce, and selling for 6½c. Evaporated apples are quoting here lower than in the east, based on former California quotations. Present selling price is 9½c., but that will be raised soon.

In dairy goods, butter, local creamery, is 40c. wholesale; eastern creamery 29c. to 31c., while dairy is bringing all the way from 20c. to 25c., as to quality. Fresh eggs, are up again, with cold weather, the price being 55c. Case eggs are now 30c. A little Australian creamery came in last steamer, which sells at 32½c.

CANNED GOODS TO COST MORE.

Outlook for the Pack of 1907—Higher Prices for Raw Material.

The canned goods trade in the United States are already selling next season's pack. Consequently the probable cost of materials is already canvassed. The New York Journal of Commerce says:

"According to well posted authorities there is a general disposition to raise quotations on 1907 packing, throughout the list, at least 5c. a dozen over last season's opening prices, and in some instances an advance of 10c. and even of 15c. a dozen is held to be warranted by the conditions confronting packers. Heretofore the items of cans, boxes and raw material have figured in the calculation of packers as the basis of cost, almost exclusively, with the wages of labor, of course, counted in as incidental. But there are many small items of expense which heretofore have been given little consideration, which are now to be more carefully computed in the cost of doing business. The cost of maintenance, repairs, etc., has been figured by the most careful, but the average canner it is held has not attached the importance to these that must hereafter be given them, owing to the advance in the price of all supplies that enter into them. For instance, the cost of lumber needed for repairs and improvements to canneries has in the last few years increased about 50 per cent. and even nails, the consumption of which in the large and even average canneries is an important item, are much higher than they were when the era of general prosperity was younger. It is asserted by careful students of the situation that the packer who does not take all of these things into account when calculating cost, will find his balance on the wrong side of the ledger at the end of the season, and that the fact is becoming generally recognized is indicated by the movement among state packers to get better prices for their 1907 output. Of even greater concern to them is the question of labor. That commodity promises to be scarcer than it has ever been in canning sections, owing to the greater inducements in pay offered in other departments of industry. In New York State the opportunities offered to labor by the barge canal is drawing the supply from other less paying fields, and the canners are feeling or will feel this draft upon their supply of workers as much if not more than other industries that cannot hold out similar inducements in higher pay, without raising market values on their products. Similar conditions confront packers in all parts of the country.

PERSONALS

W. S. Loggie, of Chatham, N.B., was in Montreal recently.

Fred S. Crosby, of the Crosby Molasses Co., St. John, N.B., was in Montreal this week.

T. A. Estabrooks, of Red Rose Tea, St. John, N.B., was a visitor to Montreal this week.

J. C. Gardiner, Sugars, Limited, Montreal, has returned from a business trip to Western Ontario points.

T. Giroux, Montreal representative of the Blue Ribbon Tea Co., was a visitor to the company's head office in Toronto this week.

J. A. Morgan, formerly Toronto city traveler for Borden's Milk, has joined the traveling staff of the Blue Ribbon Tea Co., covering west of Yonge St.

Alex. Forman, manager of the grocery department of Carsleys, Montreal, is working hard these days in preparation for the International Food Fair, to be held in the basement of the large departmental store for one month, commencing February 4.

Mr. Pritchard, of the Canadian Castile Soap Co., Ltd., Berlin, and the veteran soap salesman, Geo. E. Maybee, of the same company, were met by The Grocer in Toronto this week. Business has increased to such an extent that a addition is being made to their plant.

J. C. Gardiner, of Sugars, Limited, Montreal, was in Toronto last week calling upon the grocery jobbing trade. Several new lines of grocers' and confectioners' specialties were successfully introduced by him, besides securing a number of very satisfactory orders for his company's maple syrups and sugars. Mr. Gardiner left for Hamilton, London and other Ontario centres.

GROCERY SHOW IN MONTREAL.

Advisory Committee Representing Various Branches of the Trade.

The provincial committee for Quebec, grocers' section of the Retail Merchants' Association of Canada, has decided to hold an exhibition of groceries in Montreal from April 16th to the 29th, in the Arena.

In order to assure success and make this exhibition profitable to exhibitors, it has been decided that the general policy of the exhibition will be under the direction of an advisory committee of manufacturers, manufacturers' agents, wholesalers and retailers. The gentlemen in that committee are as follows:—A. P. Murray, of the Edwardsburg Starch Co.; Col. Labelle, Ogilvie Flour Mills; Harry Clark, Wm. Clark; Albert Hebert, Hudon, Hebert & Co.; Jos. Ethier, Laporte, Martin & Co.; S. Mathewson, of Mathewson's Sons; Wm. H. Dunn, of Wm. H. Dunn & Co.; M. Laflamme, of Rose & Laflamme; with the following retail grocers:— P. Daoust, Montreal; J. A. Chabot, Quebec; J. G. Chevalier, Joliette; U. Carignan, Trois Rivieres; J. A. Labonte, Montreal; J. A. Maynard, Montreal.

DECEPTION IN OIL AND WINE

U.S. Consul Reports That French Shippers Misbrand and Adulterate—Names Made to Order for Canned Goods Also—Law Permits It.

Bordeaux is the chief port of outlet from France of oil and wine. The American Consul there, D. I. Murphy, has sent to the Department at Washington an interesting report on the misbranding and adulteration of oil and wines. He writes :—

The use of fictitious names, or "contremarques," is common throughout France. The law of June 23, 1857, protects the French manufacturer in their use and authorizes him to employ such trademarks as he pleases, provided he has them duly registered. It is a common thing for manufacturers and exporters to label olive oil of secondary or inferior quality with fictitious names or trademarks, reserving their own proper names for their highest grade of goods. Many large American concerns order oil from the packers here with directions for special labels bearing some particular names or trademarks of their own.

Some Fictitious Names.

While immense quantities of olive oil are shipped to the United States under fictitious names, it must not be presumed that all, or any considerable portion of it, is adulterated. Many of the names herein given are well known to the trade and the public generally, being the trademarks of reputable houses. Some of the fictitious names bear a somewhat suspicious resemblance to the names of well-known houses, and their use may be intended to mislead. Two of them * * * may easily be mistaken for * * *, one of the most reputable concerns in all France. I have the assurances of the packers, however, that these misleading names are insisted upon by customers in the United States.

Canned GoodsAlso Named to Order.

Aside from those dealing largely in oils, many of the packers of canned and preserved goods export oil with trademarks of their own. In addition to these, many of the wine exporting houses supply their trade in the United States with olive oils, each particular concern having its own trademark. As in the case of the shippers of canned and preserved goods, only one or two of them manufacture or refine. They, too, have the large oil packers supply their orders.

What has been said regarding exporters of olive oil using their own proper names only for their goods of first quality holds true of the packers of preserved fruits and vegetables and of the wine merchants. It would require a volume to give the fictitious names used by them, the records of the Tribunal of Commerce showing hundreds and hundreds of registrations, and it would require another volume to contain all the names insisted upon by American dealers.

Misbranding and Adulteration of Wine

That there is adulteration of wine goes without saying, but to state the extent of or point out the parties engaged in it is a difficult proposition. It is known that certain unprincipled dealers or brokers buy up the entire output of some of the vineyards where good wine is produced, and with the addition of alcohol and water multiply the output many times over. On this subject in a recently published statement Mr. Guillaume Chastenet, in the French Assembly, declared the "overproduction of wine from which the wine districts of France are suffering is mostly due to fraud." The growers were suffering because of the fraudulent increase in the wine crop, and the manufacture of artificial wines had developed prodigiously. "To-day," said Mr. Chastenet, "the consumption and production of wines might balance if it were not for the fifteen or twenty millions of hectoliters (396,255,000 gallons to 528,340,000 gallons) of sugar wines, or manufactured wines of all kinds, made with the lees and sulphuric acid." Examination of the matter leads me to believe with Mr. Chastenet that among the growers there is practically no fraud. The trouble is with certain dealers or brokers who practise what is called "mouillage" or adulteration with water and alcohol.

French Minister Takes Action.

Quite recently Mr. Guyot-Dessaigne, Minister of Justice, addressed to all the prosecuting attorneys throughout the different departments of France a circular relative to the safeguarding of the public health. In this circular the Minister declares that "the Government is more than ever determined to repress all fraud, notably that which is too frequently practised in the wine trade." A number of convictions have been secured.

Wine Blending Harmless.

The blending of wines is carried on quite extensively, but this seems to be a natural and harmless proceeding, so long as no adulterants enter into the equation. Large quantities of Algerian wines are imported here, and while some of it is utilized as a blend by a certain few of the merchants, the bulk of it, I find, is shipped through to Paris and other parts of France. Of the amount of Algerian wine imported in 1905, approximately 140,000,000 gallons, only 8 per cent., remained in Bordeaux, according to official figures.

The Classed Wines.

There is undoubtedly considerable false labeling on what are known as the "classed wines." Of the Chateau Margaux wine there are at this time in stock in Bordeaux about 2,000,000 bottles of different years' vintages, but how many bottles so labeled and sent abroad really contain the excellent product of that famous chateau cannot be told.

The renowned Pontet Canet Chateau produces annually about 300,000 bottles, but much more than that amount is put on the market each year.

The Chateau Lafite output is about 200,000 bottles, but much of the wine masquerading under that label is innocent of contact with the well-known vineyard. And the same is true of most all the classed wines.

To prevent this false labeling it can only be suggested that in addition to the name of the producer and the chateau on the label, there should appear also the name of the merchant or importer who handles the product.

Salutary Effect of Pure Food Law.

Having given much time to the study of oils and wines, I am led to believe that olive oils exported to the United States from Bordeaux bearing the names of well-known and old-established firms are really what they purport to be—pure olive oils. And it may also be accepted that wines bearing the names of Bordeaux's high-class merchants are pure and free from adulteration. I have the assurance of men in the trade that they would be glad if the Government of the United States would forbid the use of any names on packages containing other than those food products of the exporters, the multiplicity of fictitious names arising in great measure from the demands of large American buyers.

"MUST" FOR SHIPPERS TO JAMAICA.

(G. Eustace Burke, C.C.A., in "Weekly Report")

It is much to be regretted that Canadian packers and manufacturers are so indifferent to the definite instructions given by indentors, the inevitable result being monetary loss and dissatisfaction one way or the other, and in the case of new goods being introduced, a valuable loss of future output. This market is a conservative one, and the sending of one thing or leaning to one method of pack or grade when another is called for can have but one result ; and that disastrous.

When complaint is made, and loss ensues, a common argument by the shippers in justification of the course they pursued is, "We have shipped thousands of pounds of the like grade of goods similarly packed to South Africa, and have never received complaint or suffered financially thereby." All that I can say is, that if such Dominion producers and manufacturers desire to successfully capture any portion of this island's trade for their products, they must learn to distinctly understand that the requirements of the Jamaica market differ very materially from that of South Africa.

GINGER IN JAPAN.

Alex. Maclean, C.C.A., in Japan, writes of the ginger industry there :

Ginger-root is largely produced in Shizuoka prefecture, and was first exported about twenty years ago. Owing to deterioration of quality, export almost entirely stopped. The quality having improved in recent years by more skilled methods, the export trade has revived, and cultivation is carried on more extensively with prospect of rapid advancement. Last year the total area of land devoted to ginger in the prefecture was about 8,025 acres, which produced 2,833,333 lbs., valued at $95,625. The dried ginger is exported chiefly to the United States, some going to Europe and India. In Japan the demand for ginger is limited, the consumption not exceeding 40,000 lbs. a year for medical purposes, in addition to a small quantity used for seasoning food. The producers in Shizuoka are said to be trying to improve the quality and quantity with the view to displacing West Indian and Cuban ginger on the foreign markets.

W. H. Halford of S. H. Ewing & Sons, Montreal, was in Toronto during the holidays.

This Week's Offerings are

1 Car Chinook and Arch Brands Washington Navels. These are well-known and need no comment.

1 Car St. Nicholas Lemons.

1 Car Kicker Lemons.

1 Car Marmalade Oranges.

2 Cars Valencia Oranges.

Also California Celery, Tomatoes, Sweet Potatoes, Cabbage, Etc.

McWILLIAM Mc. AND E. EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Orange Trade Eases Off a Bit, But Improvement Looked for Shortly—Fish Market Shaping for Lent.

Trade in oranges has been none too active during the past few days, but an improvement is looked for within the next week or so. The weather has been mainly responsible for the slow movement of stock. Montreal reports an advance in banana prices, but in Toronto they are, if anything, lower than last week.

With Lent now less than three weeks off, fish is in good demand, and several new lines are quoted.

The vegetable market shows very little change.

MONTREAL.

GREEN FRUITS—The Jamaica earthquake has affected the fruit trade. Bananas are dearer. This week prices are 25c higher. The earthquake caused a lot of trouble to American importers, and affected the steamship service considerably. Bananas are in good demand. The apple market is rather slow at the moment. Oranges and lemons are selling freely. Valencias are considered very good value at the figures quoted. The market for cranberries in the States is a little off owing to weather conditions. Locally this line is slow. Pineapples are also poor sellers.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	1 75
" jumbos	2 00	2 .5
Cocoanuts, per bag of 100	....	4 25
Pineapples, crate	....	4 00
Kumquats, box	....	0 20
Manderines, box	....	1 00
Tangerines, half box	2 50	3 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 00	4 50
Lemons	2 00	2 50
Pears per half box	....	2 75
Mexican oranges, box	....	2 40
Cal fornia oranges, new navels	3 35	3 50
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	....	8 00
Florida grape fruit, box	....	4 50
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl	....	7 50

VEGETABLES—Demand for vegetables is fair and the actual business transacted is very good. Lettuce, spinach and tomatoes are in good demand at prices quoted. Potatoes are better than they were. In this province there is a scarcity on the markets. The farmers will not sell and dealers here have been bringing stock from New Brunswick. Prices have been pretty low, but it is not thought they will go down any further. Receipts at present are sufficient to take care of the demand. Considerable American cabbage is being brought into Montreal. There is a fairly good demand for this article.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
Florida tomatoes, crate	....	6 00
Turnips, bag	....	0 75
Water cress, large bun hes, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	1 10
California celery, crate	6 50	7 00
Spinach, per bbl	....	4 50
Cucumbers, per doz	....	2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb	....	0 06
" " bbl	....	8 50
Jersey sweet potatoes, basket	....	2 00
Spanish onions, crate	....	3 50
" 56 lb cases	....	0 95
Red onions, bbl	....	3 50
Beets bag	....	0 75
Carrots, bag	0 90	1 00
Green beans "	....	10 50
Mushrooms, lb	....	0 90
Horseradish, ½lb	....	0 15
Rhubarb, doz. bunches	....	1 00
New Orleans shallots, doz	....	0 60

FISH—Fresh haddock are beginning to get scarce. The run for the season is practically over, and supplies are none too large. Smoked haddies will, naturally, be short also in the near future. It is very likely that there will be higher prices in this line. Lake trout, cod fish, frozen herring, lobsters and boneless cod are among the new lines quoted this week. Trade is picking up rapidly as Lent draws nearer. Many grocers are wisely placing their orders early to ensure prompt delivery.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, " "	0 05	0 05½
Steak cod, " "	0 04½	0 05
Mackerel large, " "	....	0 11
Lake trout, " "	0 08½	0 09
Dore, " "	0 07½	0 08
Whitefish, " "	0 07	0 07½
Cod fish, " "	0 03½	0 04
Small sturgeon " "	0 07½	0 08
B. C. salmon " "	0 08½	0 09
Qual'a salmon " "	....	0 08½
Smelts " "	....	0 09
New tomcods, bbl	....	1 90
Frozen herring, large, bbls., 300 fish per 100 fish	....	2 10
" " less than bbls., per 100 fish	....	2 20
" " medium, per 100 fish	1 40	1 50
Smoked and Salted—		
St. John bloaters, "	....	1 20
Haddies, in 15-lb boxes per lb	....	0 07
Kinpered herring, half boxes	1 10	1 20
Smoked herring, per lb.	....	0 11
Yarmouth bloaters box	....	1 20
Skinless cod, 100 lb. cases	....	5 50
Boneless, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb.	....	0 04½
Boneless cod, per lb	0 08	0 09
No. 1 salt eels, "	....	0 08
Dry cod in bundles	....	6 50
Oysters—		
Standards bulk, per imp. gal	....	1 40
Selects, bulk, per gal.	....	1 60
Malpaque shell oysters bbl	....	9 00
Oyster pails, pints, per 100	....	1 00
" " quarts, "	....	1 25
Boiled lobsters, medium, per lb	....	0 15
Live " "	....	0 14
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	....	3 25
No. 1 N.S. herring bbls	....	5 00
" " half bbls	....	3 00
No. 1 Mackerel per pail	....	1 75
No. 1 Lake Trout, 100 lb. kegs	....	5 00
No. 1 Sea trout, bbls	....	10 50
No. 1 Sea trout, half bbl	....	5 75
Labrabor salmon—		
" " in bbls	....	12 00
" " tierces	....	16 00
" " in ½ bbls	....	6 50
Large green cod, bb's., 200 lbs	....	9 50
No. 1 green cod, in bb s. of 200 lbs	6 50	7 50
Small " " "	....	5 75
No. 1 Haddock, bbls. 200 lbs	....	7 00
New turbot, bbls 200 lbs	....	8 00
Pickled sardines " bbl	....	5 50
" " " h'f bbl	....	3 50

TORONTO.

FRUIT—There is a large range of navel oranges this week. Tangerines are higher. Mexicans are quoted at $2.25 to $2.45, but a special shipment is offered at as low as $2. Marmalade oranges are listed this week. Canadian chestnuts are no longer quoted, although they are still selling in some

localities at about 20c per quart, retail. Cranberries are slightly lower.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s	2 65	3 00
" Mexican, 126s 250s	2 25	2 45
" Tangerines, half box		3 00
" Valencias, 420's and 714's	4 50	5 75
" navels, 96's, 250's	2 75	3 50
" marmalade, 160,s 200s, 240s, per box		2 50
Grape fruit, 46's 80's	2 75	3 75
Lemons, Californias, boxes	3 50	4 00
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 25	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Grapes, Almeria, per barrel	6 50	7 00
Cranberries, per barrel	10 00	10 50
" " crate	3 50	3 75

VEGETABLES—California celery is coming in well and is in good demand. Cuban tomatoes, in six-basket crates, are quoted at $6.00. Sweet potatoes are somewhat cheaper, while onions are dearer. Other lines are practically unchanged.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per hamper		2 00
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags		1 25
" Canadian, per bag	1 10	1 25
Cabbage, new Canadian, per bbl	1 25	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 00	1 25
Green onions, per doz		0 20
Radishes, Canadian round, per doz	0 50	0 60
Cucumbers, hot house, per doz		2 50
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz bunches		0 25
Tomatoes, California, per crate		2 75
Peppers, per basket		
Parsley, per doz	0 20	0 25
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz		5 50
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00½
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 50	2 00

FISH—Trade is freshening up with the approach of Lent. Two new lines are added this week, in sea herrings, at $2.50 per hundred, and goldeyes, at 5½c to 6c per pound.

Fresh halibut		0 18
Haddock, fresh caught, per lb		0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal		1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	1 00	1 25
Striped bass, per lb		0 15
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket		1 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb		0 10
Pink Salmon, per lb		0 09
Red " "		0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb		0 10
" extra, per lb		0 15
Lake Superior herrings, per lb		0 02¾
Pike, per lb		0 05½
Yellow pickerel		1 25
Kippered herrings		1 25
Sea herrings, per 100 count		2 50
Goldeyes, per lb	0 05½	0 06

NOTES.

An artistic calendar for the New Year is that which has been issued by the Standard Trading Co., Montreal.

White & Co. are pushing California celery this season. They have had 8 or 10 cars already, and expect to handle 40 cars before the season ends. It is

THE LENTEN SEASON
begins February 13th

FISH FISH FISH

Halifax Frozen Sea Herrings
Manitoba Whitefish
Georgian Bay Trout
British Columbia Salmon and Halibut
"Long Island Native" Oysters
Syda & Cousins' Haddie
"Duff Brand" Labrador Herrings

Frozen, Salted and Pickled Fish in large variety

We are direct receivers on all lines. Place your Fish business with us and make money

WHITE & CO., Limited
TORONTO and HAMILTON

A
Hard, Cold Fact
A dealer never offers a substitute for your benefit, so insist on getting
"St. Nicholas" "Home Guard" } Fancy grade "Kicking" "Puck" } Choice grade
W. B. STRINGER & CO., Sole Agents, TORONTO

LEMONS Fine Goods. 300 size. $2.50 per box.
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
Your consignments of eggs and other produce solicited.

ARRIVALS THIS WEEK
ONE CAR FANCY CALIFORNIA NAVELS
Fine color and excellent quality
ONE CAR VALENCIA ORANGES
Ordinary and large 420s, fine quality and cheap
ONE CAR FANCY BANANAS
Also CALIFORNIA CELERY — OYSTERS — HADDIES, Etc.
HUGH WALKER & SON GUELPH, ONT.

HEAD QUARTERS FOR
Florida and California Green Fruit and Vegetables
We are sole Eastern Canadian Agents for Chase & Company, Florida; Stewart Fruit Company, California; also represent Glover, Hill & Co., Liverpool, for the distribution of Valencia Oranges and other Spanish products.
Prices for carload lots furnished the wholesale trade on application.
We also cater to the retail dealers for small lots of all kinds of Fruit and Early Vegetables in our market—our prices consistent with good quality. Give us your orders.
Long Distance Phone M. 2702 MONTREAL FRUIT EXCHANGE 195 McGILL STREET, MONTREAL

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

a line which shows a nice profit and gives splendid satisfaction to the customer, and the trade are taking hold well.

F. T. James has been confined to his house for the last three weeks through illness. It is expected that he will be about again in another two weeks.

Shaw T. Nishimura, importer of Japan teas, has been supplied with a number of very attractive Japanese made calendars for 1907. Needless to say they are quickly being distributed.

In one of their cars of frozen sea herrings last week, White & Co., Toronto, received a young shark caught off Newfoundland. It is a two-year-old, with two rows of extremely formidable teeth, as sharp as needles and razors combined. The two rows of teeth indicate its age, as the shark acquires an extra row of teeth each year. The fish was on exhibition in front of White & Co.'s warehouse, and attracted considerable attention.

TORONTO RETAIL GROCERS.

Election of Officers and Final Arrangements Made for Annual At-Home.

The Toronto Retail Grocers' Association held its first meeting for 1907 in the Temple Building on Monday evening, Jan. 21. A letter from the secretary, D. G. Beaton, asking to be relieved of his office, was discussed, and finally handed over to the executive committee to be dealt with. Various matters in connection with the annual at home, to to be held in the Temple on February 6, were considered, and reports of committees were heard. Mr. Bell moved that article 7, section 1, of the association by-laws, be amended so that the nomination of officers shall take place in November, and the election in December, which would make it possible for all new officers to take their place at the beginning of the New Year. The motion was seconded by Mr. Thorne, and carried.

Discussion of other articles in the constitution followed, and Mr. Bell then gave notice of motion that a general revision of the by-laws take place.

An appropriation was voted for the decoration committee of the at home, and after the transaction of other business the elections were proceeded with. R. B. Snow was elected by acclamation to the office of president. The other officers chosen were: C. F. Thorne, vice-president; D. McLean, treasurer; Messrs. Coutts, Bell and Johnston, trustees; and an executive committee of J. S. Bond, H. D. Kelly, B. Panter, J. C. Beaumont, T. Clarke and R. H. Stewart, in addition to the president, lpast-president (R. VanLoan), treasurer and secretary.

The installation of officers then took place, and short addresses were given by some of the successful candidates. D. Bell was elected temporarv treasurer for the at home. It was decided not to provide cigars gratuitously for those who did not care to trip the light fantastic. Tickets were then distributed to those present and the meeting adjourned.

White & Barber, of Alton, have sold their general store business to R. L. MacKenzie, from Stouffville.

MERCHANT APPRECIATED.

The prominent members of the Methodist church, Inverary, assembled on Dec. 21st, and presented A. Ritchie and wife with two beautiful upholstered chairs. Mr. Ritchie has sold his general store and moved to 335 Brock St., Kingston, until spring, when he intends going west. Another presentation was made at the I.O.F. lodge, on Dec. 31st, when Mr. Ritchie, financial secretary, was presented with a handsome gold-headed cane. The family has always resided in Inverary, and will be greatly missed there.

F. W. Massington, of Orillia, has sold his grocery business to Johnston Bros., of the same place.

MOST GROCERS KNOW
THAT OUR
Jams and Jellies
ARE TRADE BUILDERS. People who have used our
Pure Apple Juice
WILL HAVE NO OTHER. A postcard will bring you some interesting facts.
The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the lagest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

YOU ARE TAKING CHANCES
unless you are paying strict attention to your jams and jellies counter. SHREWD GROCERS FEATURE
"E.D.S." BRAND Jams and Jellies
because they are the most wholesome, purest and best manufactured in Canada. There can be no room for doubt about the claims I make, because I mail copies of government documents which amply prove my assertions. A moment's reflection will convince you of the necessity of featuring
"E.D.S." Brand Jams and Jellies
Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.
E. D. Smith's Fruit Farms,
Winona, Ont.

W.S. LOGGIE CO., LIMITED
CHATHAM, N.B.
We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING

WAGSTAFFE'S Fine Old English Pure Orange Marmalade

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

Wagstaffe's Fine Old English Pure Orange Marmalade

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

MADE IN HAMILTON, CANADA, BY

WAGSTAFFE, Limited

The Pure Fruit Preservers.

SEA HERRING SEA HERRING SEA HERRING

Large, fat, bright, Newfoundland Herrings, packed in casks and barrels.

We carry a most complete line of Frozen, Smoked and Salt Fish.

Write us for quotations.

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

TRADE MARK REGISTERED

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

FISH for LENT

Some of Our Lines

FRESH FROZEN

Large Sea Herrings
Haddock
Cod
Halibut
Salmon
Smelts
Pike
Pickerel

SMOKED

New Haddies
Kippered Herrings
Yarmouth Bloaters
Smoked Herring

OYSTERS

Standards in Bulk
Selects in Bulk

SALTED

Skinless Cod
Boneless Cod
Labrador Herring
Labrador Salmon
Lake Trout
Sea Trout
Mackerel
Green Cod

ALL OTHER KINDS IN SEASON.

Secure your supplies now. **Prices are right.**

WRITE US FOR QUOTATIONS.

THE LARGEST FISH WAREHOUSE IN CANADA.

P.O. Box 639
Long Distance Phones

LEONARD BROS.

20, 22, 24 and 26 Youville Square - MONTREAL

Also ***ST. JOHN, N.B.***
GRAND RIVER
GASPE

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1-lb. tablets
CHEBUCTO—In 1 and 2 lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers. ***Write or see our nearest Agent—***

Montreal—A. A. Perry, 6 St. Sacrament St.
Toronto—Anderson Powis & Co.
Hamilton—Alfred Powis
London—Wm. G. Coles & Co.
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

NO DOUBT ABOUT IT

There isn't. I have been preaching cigar goodness to you grocers for a considerable time, and I certainly am pleased that a great big majority of you have proven the solidity of my claims. I was positive that my claims were valid; yet the strong endorsements many of you were kind enough to mail me regarding the

The Goodness of Pebble and Pharaoh

PEBBLE AND PHARAOH

The Paying Trade Cigars Build Up

Cigars were pleasing in the extreme. They may not be the best cigars on earth; but—they certainly are the best cigars ever marketed at the price.

The grocers who have not tested the Quality of my Cigars are not giving themselves a square deal.

The Payne Cigars are different and better—the Payne plan of doing business best of all. Do you know it? See issue Jan. 11th.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

THE KING OF ALL TOBACCOS

That verdict has gone forth never to be recalled. The smokers of Canada have discovered a tobacco just strong enough to soothe and satisfy and fragrant enough to please women.

T. & B.

is that tobacco. There isn't a nip in a ton of it. So delightfully fragrant is **T. & B.** that a man can smoke it all over the house with impunity.

Shrewd grocers, realizing these facts, feature **T. & B.** all the time. They have another reason for talking **T. & B.**

THE PROFIT IS RIGHT.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TORONTO RETAILER REPLIES TO H. C. BECKETT

Toronto, Jan. 21, 1907.

Editor Canadian Grocer:

Dear Sir,—In your issue of January 18th you report an address given by Mr. Beckett to the Hamilton Retail Grocers' Association.

Taking for granted the accuracy of the report one is naturally curious to know how the address was received by the audience. The implied insult to the intelligence of those who listened to Mr. Beckett in the words, that "ninety per cent. of the retailers don't know the cost of doing business" would in almost any city, be received by an average audience of modern retail grocers with feelings of resentment—but perhaps not so in Hamilton.

The statement that "the old school definition that profit is the difference between cost and selling price of an article is wrong" makes you wonder what school Mr. Beckett attended if no distinction was made between gross and net profits.

No one can take exception to the charges included in the expense account as itemized by Mr. Beckett—but in the example he gives does he not put the cart before thee horse? Does his hypothesis start from the right point? Expenses can be controlled—they are or can be made a fixed amount—turnover is an uncertain quantity, subject to fluctuations.

To anyone conversant with modern retail methods the question would be—given a capital of $3,000, an anual expense of $2,230, what is the greatest possible turnover and at what percentage of profit can it be made? Entering into the solution of this question are factors such as locality, competition, salesmanship, buying ability, general business acumen—and in deference to The Canadian Grocer—effective advertising.

Suppose that a business can be conducted, and there are such businesses, at an annual expense of $2,230, including all the charges given by Mr. Beckett and the turnover instead of $12,000 is $15,000, then in addition to earning 3 1-2 per cent. interest on capital, $800 per year salary, the proprietor shows a surplus of $770—of course provided the profits are 20 per cent.—not a bad showing.

If Mr. Beckett's contention that not over five per cent. succeed in the grocery business is correct, is there not a possibility that there are other reasons than inability to figure the cost of doing business? Are we to believe that 95 per cent. of the retail grocers of this country are incompetent and ignorant of the first principles of business?

No sir—a simple method of bookkeeping is, it is true, essential in any business—but failure in the retail grocery business can be attributed more to the restrictions put on the business by the wholesale grocers than to ignorance. Mr. Beckett, no doubt, is probably a gentleman of fixed principles—has fixed ideas in regard to the relationship of the wholesale to the retail trade—and with generosity worthy of a better cause, devotes some of his spare time to the education of the benighted retailer, and tells him the whole trouble originates in his, the retailer's, inability to deal with figures.

One of Mr. Beckett's fixed principles is that of fixed prices from wholesale to retail, an idea which he has foisted upon the trade, with what measure of success his brethren of the guild are best able to decide. It is upon this fixed price principle that the man who buys one barrel of sugar pays the same price as the man who buys fifty barrels, one hundred barrels can be bought as low as five thousand. The same rule is applied to tobacco, "association" canned goods, and other staple groceries. Under such conditions brains and capital are very secondary attributes.

Mr. Beckett, in conclusion, places the cost of doing a retail business at 22 per cent. of the total turnover. For the guidance of his Hamilton audience who have perhaps had time to digest all the facts and figures he loaded them up with, and readers of The Canadian Grocer, will he tell us on what margin of profit the wholesale houses sell to hotels and boarding-house keepers, so that we retailers may have a chance to compete?

The curse of business is said by Mr. Beckett to be price-cutting. This, however, is a much mooted question. Judicious and well advertised price-cutting has been responsible for many a merchant's success. The department stores are not in business for their health—

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

1887 ——— 1907

20 years of progress and successful business speak favorably of the popular firm of

JOS. COTE,

The largest Importer and Wholesale Tobacconist of the City of Quebec

Office and Sample Room, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street
PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

but the sprat to catch a whale idea pervades their advertisements. Even staid and conservative wholesale grocers are not above holding out inducements such as free clocks, tea canisters, etc., as an inducement to buyers—a sure but indirect method of cutting prices.

Failure in Canada in the wholesale grocery trade is of rare occurrence, simply because years ago a combination was formed for so-called defensive purposes—one of the cows to be milked has unfortunately been the retailer.

The tide is turning—slowly perhaps, and the retailers are now getting together and may in the future be able to formulate some plan for the protection of that particular cow's udder.

Yours, etc.,

TORONTO RETAILER.

A DEPARTMENT TO DEVELOP.

Grocers Should Study the Possibilities of a Good Tobacco Business.

As with everything else, you must hustle if you are going to sell tobacco You're not likely to make a tobacco department a profit-bringing institution if you do not get right down to hard work and make it pay. Perhaps you have carried a line ever since you began business, and you cannot understand how it is that you have a good profitable trade in all other lines, while your stock of tobacco seems to stick to the shelves. There must be some reason for this, because tobacco is made to sell, not to ornament the store.

If you go right to the bottom of the matter, you will find, nine times out of ten, that you have almost totally neglected the tobacco section of the store. While devoting your time and energy to other branches of the business, you have allowed the tobacco department to run itself as best it might.

This is a mistake. You cannot afford to neglect goods which, when properly handled, will bring you returns larger than are obtainable from many staple grocery lines. Just figure it out. You will find that there is more actual profit and less labor in the selling of a quantity of good cigars than there is in disposing of, say, sugar of equal value.

Knowing this, don't you think you had better sit down and give the tobacco department a little thought? You can make it go if you will. It will require a lot of work and much thought, but it can be made to pay in proportion.

It's worth while starting over again. Obtain a stock of tobacco—cigars, cigaretes and other lines. See that the goods are the best value obtainable for the money. Then get to work. Keep your stock in good condition. Let the people know you have the goods and are after the business. Above all things hustle, and then after a fair trial, do some figuring and see how it pays.

THIS GROCER SAYS "ORGANIZE"

Not to Fix Prices But to Remedy Evils—A Call for Action—Opening for a Grocery Moses.

A leading Hamilton grocer is the author of the following letter to The Grocer, and it's in the right line:

Hamilton, Jan. 21, 1907.

Editor The Canadian Grocer:

Talking about grocers organizing, if they could only be made to realize the many advantages that would accrue to a real live grocers' association, they would wonder why they had been so slow. The average retail man can't see anything in it, but an arranged price for some or all commodities. Now in my opinion that is the poorest inducement of all, and no well managed association would listen to any such a measure. There are a hundred and one evils to combat, some large and some small, but in the main, if corrected, would lead to much more pleasant relations all the way from the producer to the consumer.

The individual grocer who now lays his complaints before the wholesaler or manufacturer is called a crank, but if one hundred cranks made the same complaint and made it as an organized body, they would be very quickly attended to.

Most jobbers are not satisfied with the legitimate trade, but sell to hotels, laundries, restaurants, etc. Wonder how many Hamilton grocers know that the department stores get special prices, rebates and rake-offs that even a few of the jobbers don't know of.

Organization is what we want; not local only, but provincial or, even better, national. Why, the retail merchants of Canada are the highest taxed people in the community—no legislation crops up for their benefit—but just watch the bills brought before both houses for the advantage of the farmer and the labor union men. Now, Mr. Canadian Grocer, allow me to congratulate you for your worthy remarks along this line in last week's issue. There is a move now on by the Retail Merchants' Association to hold a convention in Hamilton in March next. Why can't all the grocers get together and send some of their best men and get this big association going? The time is ripe; we just want a leader. What town will produce this Moses who will get all joined together and lead us up to a higher level? The Hamilton, association has the leading grocers in it—but only has about 75 members out of a possible 250.

Owing to a changing around of the traveling staff of Jas. Turner & Co., Hamilton, H. E. Toms who was looking after the firm's interests in Saskatchewan, is taking up a portion of Alberta on the Canadian Northern Railway.

FOR THE TILLSON TROPHY.

Games to Date in the Wholesale Grocers' Hockey League.

The first game in the Toronto Wholesale Grocers' Hockey League was played Friday night, Jan. 11, at Varsity Rink, when Kinnear & Co. defeated Jas. Lumbers & Co. by the smallest possible score of 2 to 1. The score at half-time was 1 to 0 in favor of Lumber & Co., but T. Kinnear & Co. were in better condition and pulled themselves together in the last half, scoring two goals. The teams were as follows:—

T. Kinnear & Co.—Goal, A. Legge; point, Minett; cover point, B. Brown; rover, R. Hocken; right forward, W. Ford; centre, C. Rennie; left forward, T. H. Kinnear.

Jas. Lumbers & Co.—Goal, Wess Lumbers; point, T. Kerr; cover point, S. Oliver; rover, D. Waites; right forward, R. Marshall; centre F. Lumbers; left forward, W. Corrigan.

Referee—T. C. Webber.

A very exciting and rough game was played Monday night, Jan. 14, at Varsity Rink, when Jas. Lumbers & Co. defeated the Brokers, last year's champions, by a score of 3 to 1; at half time the score being 3 to 0 in favor of Lumbers, but in the second half they were unable to add to this score, the Brokers having the best of the play during the second half. Lumbers' have a very strong defence in Wess Lumbers, Tom Kerr and Capt. Stewart Oliver. Had it not been for the phenomenal work of Wess Lumbers in goal the Brokers would have had many more goals to their credit as they had at least 20 shots on the goal nets. The Brokers had the same team as last year with the exception of their old captain, S. Bank's and Fred Donaldson, who made up the defence. Their forward line was the same as last year but could not get their combination going. They were, A. R. Millman, W. W. May, T. C. Webber and H. Thompson.

The teams lined up as follows:—

Jas Lumbers & Co.—Goal, Wess Lumbers; point, Tom Kerr; cover point, S. Oliver; rover, D. Waites; right forward, R. Marshall; centre, F. Lumbers; left forward, W. Corrigan.

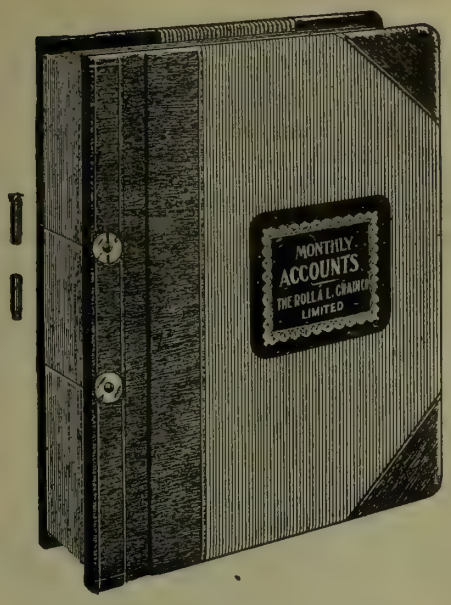
Brokers—Goal, H. Ferguson; point, Percy Millman; cover point, Geo. Hortop; rover, T. C. Webber; right forward, W. W. May; centre, A. R. Millman; left forward, H. Thompson.

Referee—C. Rennie.

Goal empires—Walter Lumbers, M. Warwick.

Wouldn't you, Mr. Store-keeper, be worth more if you could do 100 per cent more work?

That means that you can do ten hours work in five, because you can enter up your accounts and make up your customer's bill with one writing. You can do your work better, more quickly, and more accurately by the use of



The Crain Continuous Systems

than by the old out-of-date methods. Then, again, the Crain binders are more durable, and better than any other, and do not have metal parts protruding to scratch your desks. They will hold one or a thousand sheets, as you wish.

Drop us a card about any system you are interested in.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : *18 Toronto Street*
Montreal Office : *Alliance Bldg., 107 St. James St.*
Winnipeg Office : *11 Nanton Blk., Main St.*

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit Jams

Pure Fruit Marmalade

10c. ***5c.***

Handle Them?

Hogen-Mogen ***Royal Sport***

You're losing money every day your tobacco department lacks these lines. If you don't see why, let us tell you.

The SHERBROOKE CIGAR CO.

SHERBROOKE, QUE.

The Cost of Installing Business Systems.

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

The cost of installing Business Systems is in proportion to the size of the business.

A small business requires a more or less simple system of accounting—the expense is almost nothing compared to a big business whose arrangements are more complex.

* * * * * *

Our Monthly Account System is especially adapted to the retail business.

Our Monthly Account System does it all in one operation—makes the entries in your books and prepares your bills at the same time.

Our Monthly Account System stops the work from piling up at the end of the month and enables you to have each customer's bill ready at a moment's notice.

* * * * * *

Let us tell you how Business Systems can be adapted to your business.

It costs you one cent to know.

A post card will bring you the information.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited
BERLIN, ONTARIO

Representatives:
Manitoba: Stuart, Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

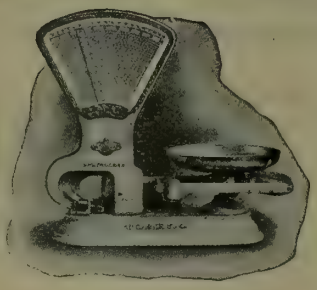
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

voreover, regular subscribers are allowed to adertise without charge in the paper. See the rules.

THE MAN

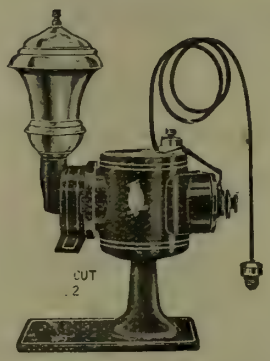
who saves time is the man who corners the cash in almost every case.

Duplex Counter Check Books

have been installed by thousands of grocers who recommend them as time-savers. A post-card will bring you all particulars.

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

WARMINTON'S

BUNG FASTENERS
CLUTCH NAILS
PAIL HOOKS

are labor savers in the shipping room. Strap your boxes and stop allowances for goods being lost or stolen in transit.

J. N. WARMINTON

43 Scott St., Toronto **207 St. James St., Montreal**

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

LOOK OUT

for quality and full quantity in soaps you buy.

SOAP and its PRICE

All soap-making materials have been for some time and are now very high in price : Tallow, Cotton Seed Oil, Cocoanut Oil, and many other articles.

Good quality Soap cannot be made except at a serious loss if sold at the price which has been ruling and unchanged for a good many years.

"SURPRISE" Soap has been advanced in price to meet conditions as they are and have been for some months past. High-grade quality soap, such as "SURPRISE," must be made of high-grade materials.

There are a great many adulterations for soap. Low-grade soap can be made and sold without a loss at the high-grade soap price if buyers can be found. A cut-weight soap, two or three ounces less than the usual weight of cake or bar, can be sold at the full-weight price with a profit, but "SURPRISE" Soap, the same quality for over twenty years, and the size and weight of cake not changed, can only be made and sold at an advance in price to meet the cost of production.

This is the "SURPRISE" Soap point of view. We insist on quality for "SURPRISE" Soap. It pays to give what is paid for. Your customers when they buy "SURPRISE" know they are getting real "SURPRISE" : Not changed in quality or quantity.

We think it pays to tell the truth ; to be honest with customer and consumer. Don't you

"SURPRISE" will cost you $4.20 per box, freight paid in 5-box lots.

THE ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

"SURPRISE" is owned by an independent company. It does not belong to the English or Canadian Soap Trust.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 24, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 09 0 10

Black Lead.

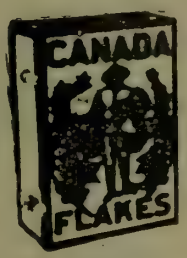
Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's $2 85

Canada Flakes "Household" 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for cocoa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	[illegible]
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

	Per doz.
1 lb tins, ½ doz. to case	$ .90
1 " " 4 " "	2.40
½ " " 2 " "	4.75
¼ " " 1 " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 28c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 30c	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 30c.	
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 28c.	
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins, 26c.	
6-lb. bxs. 12 bxs., in case, ½-lb. tins, 25c.	
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs., 25c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs., 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.	
6-lb. " 12 " " ½-lb. " 22c.	
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.
XXXX chocolate powder.	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	[illegible]
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered,
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

GUARANTEE

We guarantee the SUN PASTE Stove Polish to the trade. We print our guarantee and put it in every case of SUN PASTE. We are very anxious that none but perfect goods shall be sold under our well known and long established trade mark. We will fully and cheerfully protect our guarantee in every way if any of these goods are found defective.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

INCREASE YOUR SALES

By Selling Those Goods With Integrity and Reputation Behind the Label.

BORDEN'S PRODUCTS

STAND

Supreme for Purity, Richness, Flavor

EAGLE BRAND CONDENSED MILK

PEERLESS BRAND EVAPORATED CREAM (Unsweetened)

Borden's Condensed Milk Co.

Est. 1857 "LEADERS OF QUALITY" New York

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending and selection of the bean, combined with the use of the best and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" 1 "		4 50
"	20 "	" ½ "		4 75
"	20 "	" 1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
Pails	2 03
20-lb. tin pails	1 93
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham ¼-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
4-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD.

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 80
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	19 00
Straw hat polish "	10 20

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

LIKE A SYMPHONY

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Purity and excellence.
All the latent virtues brought out.
Every individual quality developed and perfected.
The full powers of the berry harmonized by unerring scientific treatment.
These constitute the leading characteristics of

WOOD'S COFFEES

They possess a distinctive charm ; for in them full strength is harmonized with the most delicious aroma and taste.

CANADIAN FACTORY and SALESROOM :
No. 428 St. Paul Street - - MONTREAL.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 8-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 06½

OCEAN MILLS.

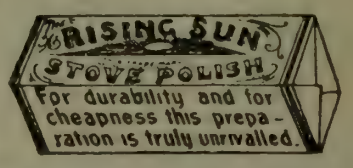
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

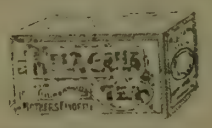
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 50 1-lb.		$0 35
" " 80 ½-lb.	}	0 35
" " 20 1-lb.		
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, ½-lb	0 19	0 25
Green Label, ¼s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$ ....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 8s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	3 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD pure distilled, highest quality	$0 32
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

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Montreal and Toronto

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:

ROSE & LAFLAMME

Montreal and Toronto

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Our Matches

do the right thing at the right time and in the right way.

Write for our price list.

A post card will bring reply.

The Improved Match Co., *Limited*

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MONTREAL.

Factory:
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P. Q.

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Prompt shipment.

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Sold to the Public in Packets only.
"I can conscientiously state that Cox's Gelatine is a pure and unadulterated article of excellent quality."—A. B. GRIFFITHS, Ph.D., F.R.S.Edin.
"Highly refined, and Pure."—Lancet
Each Genuine Packet bears the MAKERS' SIGNATURE
J & G, Cox
Gelatine Works, Gorgie Mills, Edinburgh.
COX'S REFINED SPARKLING GELATINE

Cox's Powdered Gelatine
Cox's Shredded Gelatine

Halifax ***St. John, N.B.*** ***Montreal*** ***Toronto*** ***Winnipeg*** ***Vancouver***

C. E. Colson & Son, Agents

Standard Fish Specialties

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee the brands below mentioned to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

"THISTLE"
Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the **CHEAPEST** but always **BEST**

"TYNE"
Herring in Tomato

The Choicest of **SCOTCH** that are packed.

This year's pack is specially fine.

NO OLD STOCK.

Codfish Cheese

In 1-lb. tins. Each tin contains the equivalent of 2 lbs. of the finest **Newfoundland** Codfish, packed while hard and fresh, and is without an equal.

One trial will convince you.

Order now for Lent

The BEST houses sell these.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

ACT QUICK
We offer 1,200 cases
BURLINGTON TOMATOES
Subject to being unsold
Quality first-class, $1.05 f.o.b. factory, less 1½ per cent. cash discount. Free storage and insurance - opening navigation.
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

Anderson, Powis & Co.
Grocery Brokers
and Direct Importers
Highest References
15 WELLINGTON STREET, EAST
TORONTO
Sun Fire Building

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4).

You have likely heard of

"SKIPPER" Sardines

If you haven't, you should.

They are the finest Smoked Norwegian Sardine on the market.
We can offer Special Prices on this brand.

A "PERFECTION" Computing CHEESE CUTTER

is a necessary adjunct to every well-conducted grocery store.

THEY ARE HANDSOME---Quite equal to any piece of store fixture you may have.

THEY ARE MONEY-SAVERS, which means **PROFIT-EARNERS**

WRITE FOR PARTICULARS.

Now is the time to sell Syrup——

You'll sell more of it if you handle our

"GOLD MEDAL" Brand

The finest brand of Pure Corn Syrup on the market

Put up in 2, 5, 10 and 20-lb. Tins---All Popular Sellers.

"FLOWER POT" Coffee

is a blend of fine Coffees, with just enough fine English Chicory to make it a favorite with the average consumer.

Put up in Handsome Tins that will sell at sight.

5 c/s lots freight paid.

MAIL ORDERS SHIPPED PROMPTLY

The EBY, BLAIN CO., Limited

Wholesale Grocers

TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.
BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.

CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.

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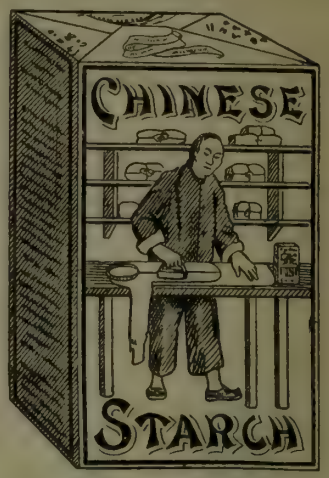
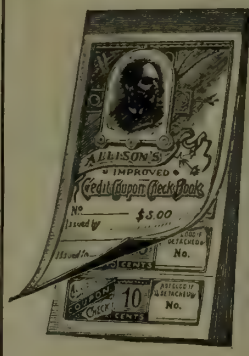


We want you to write for sample package—Our prices show you a larger proft than any other Starch.

TO ALL USERS OF

CHINESE STARCH
OCEAN MILLS, MONTREAL



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

JOB IN TEAS

Some few lots we had in reserve. They are worth your consideration.

161	Hf-c. good Japan Tea, great bargain, at - -	**15**c.
265	" Japan Tea, good leaf, bright, strong liquor, at -	**16½**c.
204	" Japan Tea, fine leaf, fine liquor, at - - -	**17½**c.
1300	" Condor Japan Teas - - -	**18** to **42½**c.

No change in our quotations

Nothing like the above on the market at the price.

Ask for samples and you'll buy

We have the best assorted and probably the largest stock of teas in Canada.

SEE OUR SAMPLES—IT PAYS!

OUR BRANDS OF COFFEES

attract the attention of buyers by the perfection of their blends as well as by their unchallenged value and superiority. They possess strength and aroma, please the consumer and are proftable to the retailer. **Our Coffees are roasted by the most improved gas machine.**

OUR BRANDS	**Plantation**	**Old Crow**	**Condor**	**EMD**
Whole or Pure Ground	**18½**c. per lb.	**25**c. per lb.	**30**c. per lb.	**35**c. per lb.

MADAM HUOT'S COFFEE ***The Gem of all Coffees***

1-lb. tins, **32**c. 2-lb. tins, **62**c. per tin.

A fancy tin free and freight paid on all trial orders of 50 lbs. and over.

THE E. D. MARCEAU CO. LTD., Montreal

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada:

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as the mere cost of growing it; and buying fruit at this price naturally we can afford to use more of it.

2. Our plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

4. Having the turnover, we are able to purchase our packages at the very lowest price.

5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will also see that it will be to your advantage, and that of your customers, to place your Jam business with us.

We quote Standard Brand Jam
In 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited
MONTREAL

Hamilton, January 3rd, 1907

Dear Sir:—One of our wholesale customers called us up on the 'phone the other day, and mentioned that one of his country customers had sent some Poultry for our Aylmer factory in his care, and that the price was to be 10c. per lb. "I had no idea," said he, "that your "people pay such high prices for your Poultry. Some "retailers and consumers seem to have the impression "that all Canned Poultry is made up of all kinds of scrap "meat, and if they were acquainted with the facts **that you "pay such high prices for your Poultry, and insist on the very best quality,** "it would increase the consumption very much." We assured our esteemed customer that our **Canned Poultry** was **absolutely guaranteed** to be **exactly what it is represented to be,** and that taking into consideration the trouble in cleaning Poultry, waste of bone, etc., our Canned Poultry is very much better and cheaper than Poultry in its fresh state.

Aylmer Poultry is especially recommended for invalids, as owing to being thoroughly sterilized there is no danger of any bacterial trouble of any kind, as with Poultry not canned. **Aylmer Chicken Soup is recommended by physicians from coast to coast. Every retail grocer** in the country **should keep these high-grade products in stock,** and **should lose no opportunity to place their merits before his customers.**

Yours faithfully,

CANADIAN CANNERS,
LIMITED

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread" Molasses

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
JOSEPH CARMAN, - - -	*WINNIPEG*

Valencia Raisins

Next Time You
Order, Ask for

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agents:
Rose & Laflamme
Montreal and Toronto

Are you open for a profitable deal?
If so, we would like you to buy

PATERSON'S
Worcestershire
SAUCE

You can make money with it. It gives you more profit for less labor than any other similar article.

ROSE & LAFLAMME
Agents, Montreal

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious ***"O.K."*** Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: ***London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.***

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

FISH

Pure Cod, Flitched and Boneless Fish. Order now for your Lent trade.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

SEND US YOUR ORDER

for

LARGE VALENCIA RAISINS in bags at 7 1-2 cts.

WE ARE OVERSTOCKED

in Easter Brand Prunes. Get our prices.

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

THE FOLLOWING ARE THE PERCENTAGES OF INCREASES OF "SALADA"

Tea since we first placed it before the public fifteen years ago. What can speak more strongly for its quality?

We had 123 per cent increase in 1893 over 1892
We had 145 per cent increase in 1894 over 1893
We had 115 per cent increase in 1895 over 1894
We had 85 per cent increase in 1896 over 1895
We had 86 per cent increase in 1897 over 1896
We had 39 per cent increase in 1898 over 1897
We had 34 per cent increase in 1899 over 1898
We had 18 per cent increase in 1900 over 1899
We had 15 per cent increase in 1901 over 1900
We had 11 per cent increase in 1902 over 1901
We had 25½ per cent increase in 1903 over 1902
We had 12 per cent increase in 1904 over 1903
We had 18 per cent increase in 1905 over 1904
We had 23 per cent increase in 1906 over 1905

Our 23 per cent increase in 1906 over 1905 amounted to more pounds of "SALADA" Tea than our total output was in the years 1892, 1893, 1894, 1895 and 1896 combined.

For the first four weeks of this year we have an increase of 16 per cent over the corresponding period of last year.

THE "SALADA" TEA CO.,

STOVE POLISH

The best Stove Polish that you can handle is

JAMES' DOME BLACK LEAD

Sales during the past year almost double.

PAYS WELL WORKS WELL SELLS WELL

W. G. A. LAMBE & CO., Canadian Agents.

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

N CHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG

YOU ARE IN BUSINESS
FOR PROFIT
THEREFORE—THE GOODS YOU HANDLE ***MUST*** BE SELLERS.

"MELAGAMA"

CUSTOMERS

will stay with you. For prices on this popular tea see back of this issue. Write us for quotations on bulk teas.
We carry a full line and will be pleased to forward you samples. They will please you.

MINTO BROS., Packers, Importers and Blenders, TORONTO

EVERY WOMAN

among your customers can furnish a satisfying breakfast if she buys Coffees such as CHASE & SANBORN'S High Grades

Chase & Sanborn,

The Importers, Montreal

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

——BUY——

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

CEYLON TEAS—

We have some Choice Bulk Teas to retail at 25c., 40c., 50c.
Write for Samples and Prices

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Wholesalers. Grocers.

Consignments of

WALNUTS
ALMONDS
FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit Jams

Pure Fruit Marmalade

JOHN TAYLOR & COMPANY
TORONTO

—JUST OUT NEW—

TAYLOR'S BEST BORAX SOAP

SOFTENS WATER

WASHES EASIER

NO PRIZES! NO PREMIUMS!

BUT BETTER QUALITY IN SOAP

ORDER AT ONCE—WELL ADVERTISED—ORDERS FILLED IN ROTATION—STANDARD QUALITY

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

Clip Out

Henry Bolton's series of letters that appeared in The Canadian Grocer issues of

Nov. 9th, 23rd
Dec. 7th, 21st, 1906
Jan. 4th, 18th, 1907.

Paste them in a book as a sales sermon for your particular case—wise words from one who knows.

Frank Magor & Co.

MONTREAL

Canadian Agents for Southwell's Jams and Marmalades.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

DID YOU EVER WEIGH

the matter in your own mind and consider what a difference it would make in your annual profits if you were able to secure orders from your customers for ALL their requirements in your line. For instance, are there not some who persist in going to the OTHER store for their COFFEE? They have the impression, rightly or wrongly, that the other grocer suits their taste in Coffee better than you can do, the NET RESULT being that the other fellow gets the profit—Coffee is a profitable line, too.

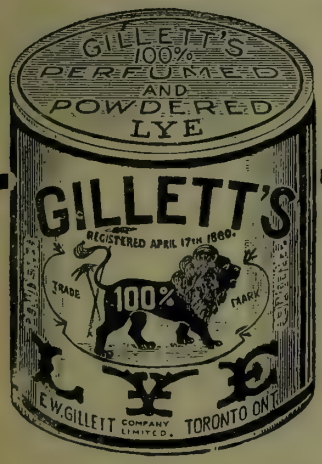
TRY GREIG'S WHITE SWAN BLEND

and see what a difference it will make in your trade. It is the kind of Coffee that people come back for. Only the other day a lady bought a pound tin of it in a store, not 100 miles from Toronto, the second day afterwards she returned for four pounds more "for fear it should all be gone." That's the kind of Coffee it is. Try a sample lot and see how your sales will grow.

The 1-lb. tins are handsomely embossed and decorated, and just as high grade as the Coffee itself.

THE ROBERT GREIG CO., LIMITED - TORONTO

GREIG'S **White Swan** BRAND



GILLETT'S LYE
The Good Cleaner.

GILLETT'S LYE

is a good cleaner, it cleans thoroughly, whether the dirt is visible or invisible.

Grocers can recommend Gillett's Lye, it's a trade bringer to your store.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT.

Gillett's Chemical Works, Established 1852

The relish of the epicure—the relish of the common people—

Sterling
Brand
Pickles

Grocers can know they recommend to customers the best when they recommend these famous pickles.

Made in Canada by

The T. A. LYTLE CO.
Limited
TORONTO, - CANADA

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. PATERSON & SONS,
Coffee Specialists, Glasgow

Agents—
ROSE & LAFLAMME
Montreal.

ALIBERT

Hustling Grocers

Find that there is good profit in handling a line of sardines that sell.

Sell Alibert Sardines

during Lent and you will sell the best brand on the market. Right away is the time to order. Supplies are not large.

Your jobber, or direct from

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

SARDINES

Any Boy who has cents—2—cents, can turn it into

$-15-$

Two cents invested in a postage stamp or a letter to us will bring you information about how we start you in business so that you can earn money for yourself.

No money required. We furnish the capital. If you wish to begin at once, write us to-day about our publications. ***Extra prize—a watch—extra prize.***

THE MACLEAN PUB. CO., 10 Front St. E., Toronto

TEAS

Tartan BRAND

SIGN OF PURITY

As usual, our Tea Sale a huge success. A few more good lines for the good people. Write for samples of the line you are low in. We will do the rest.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

TREES
SHRUBS
VINES
ROSES

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them

Brown Bros. Company, Limited

NURSERYMEN

Brown's Nurseries P.O. - - - Ontario

Have You Got a Clock Yet?

One of those handsome Old Mission Cathedral, 8-day, gong styles?

Our travellers will tell you how to seoure one — and you will make a double profit.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

For absolutely the only genuine and only inimitable Tea, you must turn to the

Teas of Japan

Japan Teas are the most delicious, delicate and healthful Teas on earth.

STOCK FOODS

We offer, subject to being unsold:

Myers' Horse and Cattle Spice, cases 24/3-lb. packages, at	*$ 6.75*
Myers' Horse and Cattle Spice, bales 25/5-lb. bags, at -	*9.38*
Myers' Royal Poultry Spice, cases 144/½-lb. cartons, at -	*10.80*
Myers' Royal Poultry Spice, cases 36/26-oz. cartons, at -	*6.75*
Myers' Royal Hog Powder, 24 packages, at - - - -	*2.00*

Less 25 per cent. Trade Discount

F.O.B. Hamilton, Net, 30 days **Free advertising matter**

James Turner & Co., Limited - - Hamilton

There's Money In A Cough

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

Mathieu's Syrup

of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell and good profit. People who cough **will have it.** They know of its fine curative properties. It is well known and pretty extensively advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.

Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores

COFFEES

RIOS and SANTOS

Fine Roasting Selections

NOW IN STORE

WARREN BROS. & CO. LIMITED

Wholesale Grocers

Toronto

NATIONAL ORDER RETAIL GROCERS

Address of President John A. Greene, before the Grocers of the United States, gathered at Dallas, Texas.

The National Association of Retail Grocers of the United States held their 10th annual convention at Dallas, Texas, last week. The attendance of grocers and their friends was over 2,000. President Greene in an address that struck the grocers "where they live," dwelt at length on the premium evil, declaring that if association members would evolve a programme, and stick to it for three months, at the end of that time such a thing as a premium would be unknown in the legitimate grocery trade. He paid his respects to the mail-order houses and their efforts to secure the passage of a parcels post law, advocated mutual insurance and an amendment to the bankruptcy law, and placed himself on record as favoring a policy of absolute independence.

What he meant by "absolute independence" may be seen from the report of Secretary Gray, in which he said: "An impression is abroad that this has been a year of independence, and it is true that for the first time the treasury box has not been passed to the manufacturers. Still, of the $5,960 received, over half, or $3,318, was contributed by manufacturers, collected under the old system by former Secretary Mason. The receipts from the per capita tax were $1,742, and various grocers' associations yielding to the request of President Greene, granted contributions of $897. This left a deficit, however, which the funds collected under the old plan made good. No further donations have been solicited."

Mr. Gray suggested that if 10 cents had been ordinarily sufficient as a per capita tax, a per capita of 25 cents would leave the society with riches.

The National includes 1,400 local associations.

President Greene said in part:

"There is coming into our association the very best element in the grocery trade. When I say the very best element, I mean men of large capital interest; men whose position carries with it influence and dignity. These men, I say, are coming to the support of the association and taking the greatest interest in its affairs.

"During the past year it has been my privilege to come in contact with many of the manufacturers of the United States, as well as the jobbers, and when I received an invitation from the president of the National Association of Wholesale Grocers to attend their national convention in Buffalo the early part of June, the question came to me, not as to whether I should go there and have a good time, but as to what I should say so as to place the retail interest as represented by myself to the very best advantage before the jobbers and the many manufacturers of the country who were present at the convention, and I had faith and pride enough in our organization and its membership to say before that great body of men that you were equal to any body of business men on the face of the globe.

Co-operation With Jobbing Interest.

"We realize every day the necessity of co-operating with the jobbing interest as well as keeping in the closest touch with the manufacturers of the United States. By so doing, we strengthen our position, and working in co-operation can accomplish much for the benefit of both. Co-operation should be our watchword.

"It may mean a willingness on the part of both to give up a little of what he is pleased to call his right; it may mean that each must recognize the existence of the other, a willingness on the part of both in buying and selling to remain within his own sphere of action.

"We ourselves must do our part in this co-operation to the extent that they may feel that this co-operation is justifiable and of benefit to all concerned. Every retail dealer should co-operate with his neighbor; every wholesale dealer should see it to his advantage to co-operate with the retail interest.

"How much can be done jointly by the wholesaler and retailer to combat the evils that confront us, we little realize, but I am sure that a co-operation of these interests will form a protection and benefit to all concerned.

"The tendency of the times is toward concentration. It is but recently that one of the large mail order houses declared its stock to be forty millions of capital and threw it onto the market for public purchase. That means that small investors throughout the different parts of the country, believing the concern to be a money making affair, are apt to buy its stock, thereby becoming patrons of the concern; and not only is that true, but they use their influence in behalf of the establishment in which they seem to have a moneyed interest.

Legislative Work.

"The National Association of Retail Grocers has done everything in its power to meet conditions as they arise. Much effort was put forth during the Congress to pass the Dixon bill, also to have an amendment to the Bankruptcy Act, to defeat the efforts of the Postal Progress League in their efforts to pass a parcels post bill, and to assist in passing the Pure Food bill.

Department Store Buying.

"I believe that the time has come when the state organization should take up for the locals any difference that might appear between any other concerns that we are doing business with, and the local association affected; that if this cannot be adjusted by them that the National Association should be brought into play; that such a thing as the large department houses buying from firms whom we are trading with at a figure less than the entire trade can buy for, thereby being in a position to retail at practically our cost, should not be tolerated. Such conditions, I say, should be an impossibility, and, if persisted in, the state and nation should be in a position to treat with the manufacturers who are guilty of any such practice, and be able to bring our influence to bear in such a manner as to make such conditions impossible.

"Did you ever stop to think that with all the great business boom, when the manufacturer has received his profit, and the laboring man has steadily had his wages increased, and the prices of commodities have risen in value, that the grocer is plodding along in the same old rut, on the same old percentage basis, and in many cases no percentage at all.

"Every retail merchant would like to see such progress made in the betterment of conditions which affect his business as will permit him to increase his income to the same extent that the organization of labor and capital have increased theirs.

Legislative Influence.

"But this can be done when you are thoroughly organized, and no sooner. Yet, the grocer, through his organization, has forged his way into the front ranks of the business men of to-day; he is respected, looked up to, honored among his fellows; he exerts a great influence through his contact with the great mass of people.

"I have advised the use of this influence in the selection of the men who should represent us in the Congress just elected. There is none of us but that realize the fact that it is easier to accomplish results through pledges made before election than by all of our combined efforts during the session of either State Legislature or National Congress.

"It is time that we look to our own interests. To know that the man who represents us does not cater to the element that is antagonistic to the interests of the business men.

"Many complaints have come to us from the retailers in all sections of the country, some complaining of short count pickles, short weight cheese and a great many complaints of a similar nature."

The Pure Food Law—Exact Weights.

After outlining the work of the association in an unavailing effort to get Congress to place a clause in the pure food law compelling the marking the exact net weight on each package, Mr. Greene said:

"The law does not represent all this association contended for, but it is a long step in advance, and you are to be congratulated on having secured legislation which will cure a large part of the

evils which have gradually arisen in the retail trade. After accomplishing so much for ourselves in this bill, I would respectfully recommend that a resolution be adopted and sent to the pure food commissioners assuring them of our support to the fullest extent of seeing that the provisions of the law are enforced, and I would respectfully recommend that everything be done in our power to enforce the law, rather than to undertake to add or amend in any possible manner.

The Premium Evil.

"Could the officers have the support of the entire trade for three months in the opposition to premiums, the evil would be entirely stamped out. I would respectfully call your attention to an answer to a letter received no later than November 16 which contains the following words :

" 'We had therefore commenced packing in a large size family package this brand without chinaware or premium plan of any description. It is our desire to build up a business with this package on the basis of its high quality, and the strong advertising back of it ; thought it could be done. Having a large force of salesmen, we succeeded in putting this package into a large percentage of the country retail stores, but we utterly failed in making the goods sell. In view of the retail grocers' frequently expressed objection of premium goods, we felt justified in asking the help of the retail grocers in making this package without premium a success. Notwithstanding all these efforts, the package in its original form, as stated to you in the conversation referred to, was a failure, simply because the class of consumers we endeavored to reach demanded chinaware with their rolled oats. The experiment cost this company many thousands of dollars. In the light of this experience, the only thing left for us to do, being determined that our package should sell, was to offer it to the consumer in exactly the manner he desired it. As manufacturers, we must offer our wares in the form in which they will appeal to the consumer the strongest. We, therefore, have commenced packing high-grade chinaware in this five-pound package. This means two things. First, that we have complied with your request and have packed and placed our goods on the market without premiums and they have failed to sell. We know they will sell with premiums, consequently, although against your wishes, we feel compelled to go back to our old method of doing business.'

"I have not mentioned the firm name of the package referred to, because I do not think it right to single out any one firm when all others are doing the same thing. I sincerely hope that some way will be presented and the matter thoroughly discussed as to how to proceed effectively. I would say if there is any other side to the question, if there is any one who believes it is a good thing to give premiums with their goods or to handle goods with premiums in, let them bring forth some resolution or make some statement which will throw some other light on the subject.

The Dixon Bill.

"In our efforts to pass the Dixon bill we were not as successful as we had hoped to be, but as soon as we began to agitate the passage of the bill an order was sent out from the authorities saying that the employes should make arrangements for settling their accounts, and we received information, through the Washington association, that one employe had been discharged for nonpayment of his bills. So that you see while not passing the bill, we brought to the attention of the authorities the fact that many of their employes were defrauding their creditors, and brought forth the order that would not have been brought forth had we not taken the steps we did.

Bankruptcy—Amendment or Repeal.

During the last session of Congress there was introduced a bill making it impossible for any one to take advantage of the Bankruptcy Act unless they owed more than $300. While this was not at all satisfactory, yet we felt that it was a great step in the right direction, and immediately began to use our influence and efforts toward the passage of the bill, but while we were assisted by many outside of our own organization, we were unable to remove the bill from the committee.

"We do not wish to injure or interfere with the law as it extends to any business or affair other than our own, but we do not propose to sit idly by and see thousands take advantage of the law to defeat the retail dealer. This law never was enacted for this purpose ; its intent was the very reverse of the use being made of it by people who were seeking to rid themselves of debts incurred for the necessaries of life. This bill was passed to protect an honest merchant. That its intent has been abused there is no question. If this bill can be amended and passed so as to provide for a $500 clause, then I say let us use our influence in the passage of the amendment ; but if we can get no redress in any other way than by total repeal of the law, then I say repeal the law.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

National Grange and Parcels Post.

"It will be remembered that at their convention at Atlantic City last year, the National Grange voted $10,000 to advocate and assist in the passage of the Parcels Post Bill. There seems to be but one object in view, and that is the defeat of the express companies, forgetting that the entire retail interest of the United States are placed in the greatest jeopardy—forgetting, or not realizing, that the enormous amount of money drained from the community in which the members of the Grange live, is so much of the life and wealth of that community put into the large trade centres and the coffers of the mail order houses.

"The attack on the express companies is nothing more than a cover for their nefarious designs, thinking that by throwing mud or odium at these companies the real facts would not come to the surface. It is a mystery why a great body of intelligent men and women should not see the true inwardness and iniquity of this measure. It is the duty of the National Association of Retail Grocers to find some means of drawing to the attention of the people the injustice and unfair situation the passing of such a bill would cause. A combination of the retail interests must be brought about in anticipation of this great movement.

Organization.

"Our organization has added greatly to its numbers. Every state has had an increased attendance at their conventions, and the reports have been of the most encouraging nature.

"The future of the association is full of promise, and it will be but a short time before we shall be what our name implies—a great national association of retailers.

"There is a tendency everywhere in all lines of the retail trade to organize. Personal contact by merchants with men who understand thoroughly the needs of organization is what is needed.

New World of Business.

"We are slowly drifting into a new world of business, new methods and ways, and a system of education is necessary to enlighten and educate the retail dealer up to those new methods.

"The success of our association is everywhere apparent, and in the next few years we shall see every town and state in our country organized.

"The passing of the Pure Food Bill with the guaranty clause was a great accomplishment for the retail grocers of the United States. The defeat of the Parcels Post was no less.

"We are no longer a small fraction in organization work, but we are a fast growing and influential body, and it neeeds a firm hand, a conservative mind and withal a great kindness of disposition so that we shall be flexible to all kinds of conditions.

"Don't let us underestimate our own importance, nor any acts of ours interfere with the humanizing influence which our association has sown broadcast through the country.

"Don't let us fritter away our opportunities. Let us give to our officers every assurance of our confidence and the support that will accomplish results. Let us bring our hearts into the sunshine, see nothing but the best intent in everybody, then will our organization be ideal and a source of great good.

"Let us renew our vows to our association and to those who have entrusted their affairs in our hands ; unfurl our banner to the breeze with our fundamental principles on its folds, honesty of purpose, integrity in business, and financial independence. Let us concentrate our energies to fight for that which we think right, and victory will crown our efforts."

F. W. Hudson, president of the Canada Brokerage Co., Toronto, is very ill at his home with pneumonia.

MEN AND METHODS IN THE GROCERY TRADE

Special Staff Correspondence of The Canadian Grocer.

A member of The Grocer staff took a couple of days off last week and went visiting. His first objective point was Burlington, but the railway and radial schedule conspired to land him in Hamilton with an hour or two to spare.

W. J. O'Brien has a most attractive store on James street north, and it was the first place to attract The Grocer's attention. It is neat inside and out, and the stock showed careful selection. Altogether, its appearance was most inviting. Mr. O'Brien knew The Grocer well—in fact he believed he ranked among the "oldest subscribers," as he had taken the paper since its first year. Punctuated by the entry of customers, Mr. O'Brien's conversation was an interesting one. He did not believe that December of 1906 was up to the average for Hamilton in the way of trade, but he considered January highly satisfactory. The Grocer was shown a display of Jacob's biscuits in the window, and samples were tested to prove their worth. "This is my third shipment direct from Dublin," said Mr. O'Brien, "all as the result of an advertisement of Jacob's in The Grocer. I find that they sell well, and the demand is growing." Biscuits sell at remarkably low prices in the Old Country, and the prices here are sometimes double what they would be for the corresponding goods in England, but Mr. O'Brien has found that the Briton who takes up his residence in Canada will pay the prices asked, even if they do seem exorbitant to him, just to have what he used to get at home. It is among these people that the imported biscuit has most sale. Mr. O'Brien has found one easy-selling biscuit in the "Alphabet" assortment that came along with the sample case. While the customer places his order for various goods, or talks on general topics, Mr. O'Brien carelessly picks out various biscuit-letters from the little glass box before him on the counter, and gradually assembles them to spell the customer's name, or something else of common interest. The visitor is attracted, and in nearly every case a sale results. Mr. O'Brien says the imported "animal" and "alphabet" biscuits show a much smaller percentage broken in shipment, in spite of the long voyage, than those made on this side of the water.

He went on to say how important he thought it was for every grocer to read the advertisements in the trade paper. "Customers have fancies now and then, and they like to see changes or additions to the stock. The advertisements give the storekeeper ideas." The market quotations, he had found, were not always the closest obtainable, but they gave the general trend of prices, and he told how in his first year as a subscriber to the paper he had saved enough on one deal, by showing "what The Grocer quoted," to pay for his subscription for the rest of his life.

Bain & Adams' window showed to splendid advantage, in its magnificent trim of green and blue grapes—imitation, but so close to nature that you could believe yourself in the vineyard.

The big store of John O. Carpenter, opposite the city hall, looked more than usually enticing, but the customers were lined up two deep inside the store and The Grocer man deferred his visit with J.O.C. until he goes that way again.

Burlington claimed some time from The Grocer. A village of a few hundreds, with half-a-dozen grocery stores, and every one of them doing well, deserves attention. Burlington has a large Summer population, and the business brought in by it is sufficient to make up for a dullness of considerable length during the Winter months, but in reality, although trade does fall off with the close of the Summer season, all the merchants state that there is no really dull period in the Burlington year. The village is only seven or eight miles from Hamilton, and the Radial Railway makes the city easily accessible, so that, as C. N. Murphy, whose store is near the tracks, remarked, it is necessary to sell at Hamilton prices or lose the trade. A large number of Burlington men have business in Hamilton every day, and although not actually disloyal to Burlington, they are easily tempted to buy in the city. Mr. Murphy pays special attention to the tobacco and pipe trade, while in the Summer he adds a confectionery department to his grocery business and dispenses cooling draughts to the thirsty Summer visitor.

J. Galloway & Son have a large general store nearly opposite the Gazette office. They know The Grocer, and gave its representative a pleasant reception, but had little to say for publication.

A neat store on the corner, near Galloway's, is conducted by Mr. Hubbert, formerly in business on James St., Hamilton. Mr. Hubbert is strongly opposed to migration from the country or small town into the larger cities. His move in the opposite direction has satisfied him in every way. His expenses are small, and his trade is growing; he had a successful year during 1906, and looks forward to better things still.

W. Kerns & Co. have the largest store in Burlington, and it is a credit to the town. Mr. Kerns was enthusiastic about this year's January trade, and stated that collections during the month had been exceptionally good. The flour and feed business had greatly increased. He believes that this is due in large measure to the fact that he now buys direct from Manitoba millers. Mr. Kerns also put in a claim to be ranked among the oldest Canadian Grocer subscribers. He knows the president of the MacLean Company personally, and is much interested in the new venture, The Financial Post. The visitor was particularly struck with the attention paid to customers by the staff of the Kerns store. It is the kind that makes you want to call again.

The Grocer was sorry to note that W. Little, of J. E. Lawrence's store, on the lake front, was suffering from a bad attack of la grippe. In spite of his cold, Mr. Little proved an interesting conversationalist. He thought the window-dressing department was an especially good feature of the paper.

Taylor Brothers have a good-looking store, on the lake front, where they have been located nearly a year, having opened in March last. An authority in the town says they are hustlers.

The electric railway timetable made it impossible for The Grocer representative to stop at Bronte. Accordingly he went through to Oakville, and it did not take long for him to learn that there is "something doing" there. The business section of the town will gain a splendid addition when the new store of Jas. L. Hewson reaches completion. Mr. Hewson was interviewed in the midst of building confusion, as he spends considerable time overseeing operations, in order that the results may be completely satisfactory. Mr. Hewson's old store would do credit to any business community, but the new building will totally eclipse it. He expects to be in the new premises by the middle of February, and asked The Grocer to call when everything is complete. The store front is particularly attractive. It is the work of the Luxfer Prism Co., Toronto, and will give the window-dresser the best possible chance to display his skill. A pressed metal ceiling and up-to-date fixtures and equipment will make the interior all that could be desired.

W. Joyce, general merchant, and T. Harker, grocer, reported a satisfactory Christmas trade. The Joyce store is a large one, and has a good situation, being nearly opposite the postoffice. Mr. Harker has occupied for the past year or so the store formerly conducted by Coote & Tuck.

The late W. B. Smith, of the Davidson & Hay Company, Toronto, received unstinted, heartfelt praise from Mr. and Mrs. Gates, of G. Gates' grocery store. Both had known him for many years in his capacity of traveler for the firm mentioned, and had come to look upon him as a real friend. On the very morning that the announcement of his death appeared in the papers, they received a card from Mr. Smith, stating that he would call upon them that afternoon. Mr. and Mrs. Gates were not the only ones who referred to the sad suddenness of Mr. Smith's death, but their conversation testified in a marked degree to the esteem in which he was held by the trade as a whole. Mrs. Gates stated that although in no especial hurry to dispose of the business, both she and her husband feel that they have reached an age when they have earned the right to a rest, and should a favorable opportunity occur, they will in all probability retire from active business life. For the past few months Mr. Gates has been far from well, and his ill-health makes the work of conducting the store very hard on Mrs. Gates.

The Grocer met George Moulton on the street, and was introduced by another citizen of the town. Mr. Moulton is master of one of the larger steamers in the Toronto Ferry Co.'s fleet. He is engaged in this capacity during the Summer months, when the grocery business is carried on by Mrs. Moulton, but in the Winter Mr. Moulton directs his energies along business channels, and apparently makes an equally good helmsman.

The Freeston store, near the old music hall, has a most attractive appearance,

and Staley's grocery and confectionery shop also has an inviting look about it.

John Wales' is one of the older firms in Oakville, and does a large business in the flour and feed line.

Dave Lebar is one of the few storekeepers who have ventured to establish themselves on the west side of the 16-Mile creek. He is a new man in the trade, and is certainly progressive.

Henry Wilson has one of the largest and oldest-established stores in the town, and is also one of the oldest subscribers to The Canadian Grocer. Like a good many others, Mr. Wilson is a firm supporter of anything produced by the MacLean Publishing Co., but, unlike most of them, he believes in passing on his knowledge of a good thing when he strikes it. He has been especially interested in The Busy Man's Magazine, and as a result has added several subscribers to its list. He brought it to the attention of the Library Board who immediately added it to their list of periodicals. The Financial Post is another paper which has attracted Mr. Wilson's attention. In the disastrous fire which visited Oakville four or five years ago, the Wilson store was totally destroyed, so that the present building is practically new. Mr. Wilson reports a splendid Christmas trade, and an extraordinarily good January business. He had noticed that certain quotations in The Grocer were not always what they should be, but could quite understand how difficult it would be to have them perfect in all lines, all over the various provinces, and realized that in some cases actual opposition had to be overcome in order to obtain quotations at all. He regretted that the Oakville grocers were not organized, that they might do their share in fighting the various combines which are making the retailers' life more miserable every day. Mr. Wilson has been suffering from a prolonged attack of rheumatism, but The Grocer was pleased to hear that he felt considerably better now than he did at this time last year.

In Port Credit, the general store of Hamilton Brothers is by far the largest establishment, and its equipment is in keeping with it. Among other things, there is a Dayton computing scale, and a Bowser oil and gasoline tank. Mr. Hamilton says they would not be without anything that saves time and labor, and they find they have struck two good allies in the articles mentioned. The Hamilton brothers subscribe for three MacLean papers: Hardware and Metal, The Dry Goods Review, and The Canadian Grocer. They report an excellent Christmas trade, and have found January, 1907, better than the same month last year. The Toronto & York Radial Railway now runs from the city to Port Credit, and The Grocer was interested to learn the effect of this upon trade in the town. Mr. Hamilton believes that not only will there be no desertion of home market for those of the city, through frequent railway service, but that the population of the town, especially in the way of Summer visitors, will actually increase. During the past Summer, even the daily visitors from Toronto increased receipts to an appreciable extent.

C. Robinson was quite satisfied with the Christmas trade, although the larger part of his business is in flour and feed, which is not greatly affected by the season.

FROM GROCER CORRESPONDENTS

CALGARY.

Mr. Murdoch, who has been traveling the west for Chase & Sanborn coffee, along with his brother, has taken over the grocery carried on by Brown & Knight. Mr. Brown is now a partner in the firm of Donnelly, Watson & Brown, who have bought the business of Dingle & Stewart, wholesale commission agents. Mr. Knight is representing Plunket & Savage, wholesale fruit merchants.

The Imperial Cash Grocery Co. have opened a store in the Imperial Block. Messrs. Wilson and Holmes are proprietors.

Mr. Garrett has opened a store in the opera block, Centre street. Mr. Hull has had stores fitted up in this block and rooms above.

Calgary bank clearings for week ending 17th inst., were $1,209,737.

KINGSTON.

In the death of Alexander Gunn, ex-M.P., and post master of Kingston, a deep feeling of regret is felt in the breasts of all Kingstonians, especially merchants, and outside of Kingston as well. A general favorite, he had a kind and encouraging word to all, children in particular. As a wholesale grocer his genial manner and good advice always drew men to him. It was a pleasure and profit to meet him. He was not the kind that would try to palm off inferior goods on you. You could depend on his word. All who can say "I am that kind of a man" hold up their right hand. Well, never mind, we won't count this time. Alexander Gunn was a Scotchman by birth. He became a partner with the late John Carruthers in 1854. Mr. Carruthers retiring in 1872, a new company was formed, under the name of A. Gunn & Co., consisting of A. Gunn, Samuel Harper and W. G. Craig, which continued till 1905. He had the honor of defeating the late lamented Sir John A. Macdonald.

The Kingston Locomotive Works, at present employing between 600 and 700 men, are to be enlarged, and will take in the old-established and well-known wholesale grocery warehouse of W. G. Craig & Co.

The Board of Trade are taking up the summer hotel problem, and it is to be hoped the bubble won't burst this time.

The Kingston Dairy School is in full blast, and with 50 students from all parts of the world makes a busy scene and is well worth a visit. The first impression one feels on entering is the great cleanliness everywhere. The students and instructors wear spotless white caps and coats, and it certainly gives one a relish for cheese and butter to see how cleanly and carefully it is handled. Prof. Mitchell, as head, is a busy man, and with Prof. Publow, in the cheese department, and Mr. Stonehouse, of Port Perry, looking after the butter, you can rest assured of good results. The Victoria Creamery, of Lindsay, is sending all its cream down to be made into butter, as the dairy cannot get sufficient from local sources to meet its demands.

The Government Dairy School at Kingston is a fine brick building, and its large lawn, with choice tufts of shrubbery here and there make it a pleasant spot to look at in summer time.

The storm of a week ago played havoc along our water front. Cakes of ice are piled up for miles along the shore, in places as high at 30 feet. Our Board of Works were down feasting their eyes on iced cakes and jam, and the engineer is preparing plans and estimates for reconstruction.

Jim the Grocer thinks the Government should hold a thorough examination of canned goods. Some of the overripe tomatoes put up by some canners are not fit for human food. The death rate in Canada will certainly be increased if something is not done. The cheap lead-lacquered tin is responsible for a lot of the trouble. Nearly every can of corn or tomatoes you open, you find the bright tin off. Where does it go? Why, into the fruit or vegetable, then into the consumer. Retailers cannot be too careful in choosing canned goods, but if it is true that labels are put on indiscriminately, what are we going to do?

Owing to the severe weather of the past few weeks, our local markets have been very small and prices consequently high. The local potato supply in stores is practically exhausted, and unless moderate weather comes people will have to use up some of the stale Saratago chips on the grocery shelves. Butter is worth 25 to 30 cents a lb.; eggs, 28 to 40 cents a dozen.

Nature sometimes shows little mercy, and Jack Frost got to work at the water pipes in Phil Haffner's grocery and cracked, ripped and tore them to pieces and spoiled a cellar full of potatoes and apples and good things to eat. We feel sorry, for Phil is a good fellow.

B. Derbyshire, one of Odessa's leading general storekeepers, has bought the handsome residence of the late Lawyer Mudie here, and will move in shortly and take a well earned rest. No one is more deserving of rest and recreation than the storekeeper who works and worries from morning till night in feeding the hungry public.

ST. CATHARINES.

G. & J. McLean have made improvements to their building on James St., and now carry a large assortment of first-class groceries. These enterprising brothers, since taking over the business conducted by their mother for many

years, have greatly enlarged their scope and increased their patronage.

John J. Timmons is succeeding remarkably well in his new venture as a retail grocer.

Mr. Buchanan has transferred his baking and confectionery business from Geneva street to James street, where he has enlarged premises, with greater facilities for his works, and a modern showroom.

Large gangs of men are at work cutting ice, which is now seven inches thick, and with teams are storing their supplies for the coming season. Brewers and hotel proprietors who have ice houses, are laying in their own supply.

Edward D. Voisard, a former wholesale grocer, but later manager of the Sterling Bank in St. Catharines, has retired from that position and is living retired.

Frederick Howse, for a number of years past a buyer for the Simcoe Canning Company in this city, who was recently appointed a sessional writer for the Ontario Legislature in Toronto, has entered on his new duties.

John Austin has opened a general meat market in the Bunting block, on King street.

There is no marked change in market quotations.

NEW FOUNDLAND.

It is w ith sincere regret that we chronicle the death of Josiah Manuel, of Exploits, who died in St. Johns at the home of his daughter, Mrs. J. C. Crosbie. Mr. Manuel was a typical Newfoundlander whose home was always open to his friends. He was one of the best-posted men on the colony's business to be found, and was the friend of rich and poor. Mr. Manuel was a man whose word was as good as his note 365 days in the year. His genial countenance will be missed. He leaves a widow, two sons and two daughters. The Grocer extends heartfelt sympathy to the family.

R. D. MacRae was in the city for a few days recently. Mr. MacRae was one of the largest shippers of the staple from Labrador this year.

Your correspondent is in receipt of a very neat calendar from the Magic baking powder commissioner, T. T. Cartwright. May his shadow never grow less !

Old Home tea has made a hit here. It is a very popular tea.

Boyd & Simms, of St. Anthony, have dissolved partnership. Mr. Boyd will continue the business.

Several of our outport merchants will leave for Nova Scotia and Gloucester in search of schooners to prosecute the fishery this year.

Sydney Blandford has been appointed agent for Newfoundland for the Arcadia Fire Insurance Company.

C. F. Taylor, who was on a short trip to New York, returned by the express.

W. E. Bearns, of Haymarket Square, reports business as exceptionally good, his Christmas trade being very large. Mr. Bearns carries a large stock of all kinds of groceries.

W. Duff, the manager of the Atlantic Fish Cos., Limited, who has been at Bay of Islands for the herring fishery, says his company will buy all the herring offered, which looks as though the colony could get along without the Americans. Mr. Duff returns to headquarters at Lunenburg in a few days well satisfied with the year's business. Mr. Duff is a son of the president of the Wm. Duff Sons, Limited, Carbonear, one of our most successful outport houses.

A. W. Lake, of Fortune, arrived in the city for a few days. He reports a good year.

J. J. St. John, the popular Duckworth St. merchant, has been under the weather but is reported much better.

R. Wright & Son are pushing the sale of Marcella coffee, which is meeting with good demand.

Hearn & Co. have just received the first shipment of new raisins, which they are offering to the trade.

Job Bros. & Co, are offering quite a number of schooners for sale.

T. & M. Winter report the demand for 5-Roses flour as larger than ever.

E. J. Horwood has received a large shipment of poultry, which he is offering at attractive prices. Mr. Horwood does a large business and is very popular.

Hon. G. Knowling is offering special inducements on tea and coffee.

Frank McNamara has a large shipment of all kinds of cattle, feed, oats, etc., just arrived.

Thos. Smyth Co., Ltd., are offering a large quantity of fruit, tobaccos, cigars, biscuits etc. This company handles large quantities of Lang's biscuits.

T. & M. Winter have just received another large shipment of Royal yeast cakes and Magic baking powder. They report their sales for Gillett's goods as far in excess of any previous year.

Geo. Neal, the wholesale grocervman, has some fine prices on poultry. He says business was never better. –

NOVA SCOTIA.

Yarmouth shippers of lobsters have had a busy season. Every steamer for Boston takes 200 to 300 crates of lobsters. The prices in Boston make it a very profitable business. The lobster canning trade has also had a successful season.

Wm. Law & Co. are doing a large business these days, their traveler, Mr. Wyman, covering the South Shore every three weeks.

Dickie & McGrath, of Tusket, are cleaning up their last year's busines. They report a good year for lumber, and are making larger calculation for 1907.

Parker, Eakins & Co. have received a shipment of molasses in small barrels which are very popular sellers.

A recent visitor to the city was T. T. Cartwright, special Royal yeast cake ambassador. This was Mr. Cartwright's first visit in five years. His many friends in the grocery and other trades were pleased to see him and no doubt his order book showed that the trade had not forgotten him.

A. W. Banks, the popular representative of Emerson & Fisher, wholesale hardware dealers, has been doing the shore. His many friends—and they are legion—will be sorry to hear that he had to return home to St. John, being considerably under the weather. Everyone wishes him a speedy recovery.

W. Ross, representing a Quebec dry goods house, is making his annual January trip around the South Shore. He reports business good.

Tom Elliss, representing E. J. Spinney, hardware, Yarmouth, is doing the shore. Tom's trade is steadily increasing.

Some fine improvements have been made of late to stores around the shore. We note particularly those of W. McMillan, Lockport, and A. Cox, Shelbourne. These stores it would be hard to beat anywhere. Both do a large business.

The King Hotel, Lunenburg, is one of the best equipped hotels in the Maritime Provinces and is very popular with "the boys." Jim King knows how to run a hotel.

The Halifax and South Shore Railroad, part of the Mackenzie & Mann system, is a great boon to the merchants and travelers on the South Shore. Its trains are run on time, and with first-class accommodation. They have built very comfortable stations all along the line, which are kept warm and clean.

One of the most attractive stores around the south shore of Nova Scotia is that of H. C. Barnaby & Son, Bridgewater. The goods are displayed with judgment and taste.

CHATHAM.

An esteemed citizen, a successful business man and a veteran Oddfellow passed away on Monday, January 28th, in the person of Richard Wing. Deceased was born in Hertfordshire, England, over 75 years ago, and came to America in 1855, removing from Detroit to Chatham 42 years ago. For most of that time he conducted a bakery in the city ; for the first 12 years in partnership with his son, William, now of Detroit, and latterly alone. He was for 35 years a member of the I.O.O.F., occupying the post of noble grand in 1866, and receiving some 10 years ago, the veteran's jewel for 25 years' membership. He is survived by a widow and six children. Edwin E. Wing, baker, of this city, is a son, while the wife of Fred W. Ward, the popular clerk in H. A. Andrews' grocery, is a daughter. The funeral took place on Thursday afternoon at 2.30 from the late residence, Centre street, to Maple Leaf cemetery, Rev. W. L. Rutledge, of Park street Methodist church, officiating.

The Kent Canning Co. will shortly establish a branch factory in Amherstburg. Hugh Malcolmson, president of the company, states that this will not in the least interfere with the local concern, the branch being merely necessitated by the extension of the business.

On Feb. 1st Harry A. Andrew, formerly of Gordon's dry goods establishment, assumed charge of Heyward's grocery, latterly conducted by Mr. Geo. S. Heyward, whose father, the late Andrew Heyward, formerly of Morpeth, founded the business many years ago. The deal was put through in December last. Mr. Heyward becomes local representative of the Queen City Oil Co.

Jos. A. Wilson, the Queen street grocer, has been reappointed by the Whitney Government to the West Kent License Board.

A well-attended meeting of the Chatham Fruit Growers' Association was held in Harrison hall on the 23rd, a number of matters of interest being discussed. The company reported a successful year. The old officers were unanimously re-elected.

NEW BRUNSWICK MERCHANTS AGAINST C.O.D. PARCEL POST

News of the Grocery Trade in the Province by the Sea—Markets Quiet—Prosperous Times—Death of a Promising Young Wholesaler.

St. John, N.B., Jan. 26, 1907.

Probably the cold weather, which was succeeded by heavy snow storms, accounts in a measure for the dull markets of the past week. Sales have been slow and prices generally steady. Eggs continue scarce and are quoted at from 22 to 30 cents. Butter is firm, 21 to 26 cents being asked. The majority of the wholesalers and reatilers have finished stock-taking and are well pleased with the showing of the past year. Steady markets and good trade conditions all over the Maritime Provinces make last year's business almost a record-breaker, and the present year is expected to be an even better one

* * *

It is only necessary to visit the various wholesale houses here and note their prosperous appearance, the increased number of employes, better equipped warehouses, etc, to realize that this is indeed St. John's growing time, and what applies to this city is applicable to the whole province. From all quarters comes the same favorable report.

* * *

There is considerable opposition here to the proposal of introducing the c.o.d. system in the post-office department. The country stores especially look with distinct disfavor on the contemplated action of the postal authorities. At a recent meeting of the Board of Trade the matter was considered. The proposition to introduce a cheaper parcels post was favorably commented upon. Several of the members expressed themselves as being of the opinion that the prevailing postage rates on percels were excessive and that a lowering of the same would be advantageous to all. The second part of the contemplated bill was almost as unanimously opposed. It was thought that the retailer was at the present time at a sufficiently great disadvantage in competing with mail order concerns without the post-office aiding by a c.o.d. system. The matter was finally postponed for future consideration.

* * *

A very interesting case that has been attracting considerable attention from grocers in this section of the Dominion, and will no doubt be of interest to dealers everywhere was heard in the exchequer court here last week. What is perhaps the most interesting feature of the case is the fact that the dealer who claims he was forced to pay a higher duty than should have been charged could only get redress through the exchequer court, the cost of the suit amounting to about three times the amount sued for. According to the law the plaintiff has to pay his own costs thus paying out about $4,000 to recover $1,308.

The case is that of L. G. Crosby vs. the King. It commenced before Mr. Justice Burbidge on the 16th and continued three days.

Hon. Wm. Pugsley and A. I. Trueman, K.C., represented the plaintiff, and E. H. McAlpine represented the Crown.

I. W. Taussig, of the Taussig Company, New York, the real plaintiff in the suit, was present with his solicitor, Leo Levy, of New York.

In May, 1904, L. G. Crosby imported from Taussig & Company, 116 casks of molasses. He represented at the customs that the molasses was in the original packages in which it had been shipped from the port of production in Porto Rico, and that it had not been mixed during transportation, and the authorities accordingly entered the molasses as liable to a duty of one and three-quarter cents a gallon. They subsequemntly claimed, however, that the molasses had not been received here in the same packages in which it had been originally shipped, and that it had been mixed during transportation. Mr. Crosby was, therefore, required to pay the higher customs rate of three quarters of a cent. a pound, which increased the duty by $1,308. The action of the customs officials was sustained by the minister of customs, but Mr. Crosby, not being satisfied, the minister referred the matter to the exchequer court. A number of witneses were examined on both sides. The plaintiff claimed that the goods were not tampered with in transportation. Among the Crown witnesses was Mr. V. Paddock, analyst, who testified to having found a large percentgge of sulphur in the molasses. In summing up the evidence the judge intimated that the claimants had shown that the molasses had not been mixed, and most of the argument was therefore directed toward the question as to whether in New York the molasses had been placed in other packages than those in which it had been originally shipped from Fajardo. Judgment was reserved.

* * *

A large concourse of friends followed the remains of Harry H. Fairweather to their last resting place last week. Very general regret was expressed when the announcement of the death of this well-known groceryman was made on Friday. He passed away on Thursday evening at his home, King St. east, about 10 o'clock. He was in his thirty-eight year. He was a son of the late C. H. Fairweather, one of the founders of the firm of Hall & Fairweather. He had been connected with the firm of Hall & Fairweather for twenty-one years. For over two years he represented the firm on the road, traveling in both Nova Scotia and New Brunswick. Since the organization of the firm into a joint stock ocmpany the deceased had held the position of vice-president. A few years ago he contracted tuberculosis and for the past eighteen months had been in declining health. He sought improvement at various health resorts and last winter paid a visit to the West Indies. He was, however, unable this winter to leave his home. Mr. Fairweather possessed in a marked degree the faculty of making and holding friendships and in his work on the road as the representative of his firm was one of the most popular men traveling out of St. John. He was bright and cheerful in his disposition and won the esteem of all who knew him. He was a member of the Masonic fraternity. He is survived by his mother, two sisters, Miss Fairweather residing at home, and Mrs. Alfred Morrisey, also of this city, and one brother, Frank R., of Tilley & Fairweather.

* * *

C. B. Duffy, of Tipperary (Ireland), formerly manager of the Finn Valley Agricultural and Dairy Company, was in the city a few days ago on his way to New York to visit relatives.

Mr. Duffy has been in Canada for nearly a year, making a study of dairying, with a view to bettering his own standing as an agriculturist. He is a graduate of the Royal College of Science, Dublin, and his faith in Irish institutions is great.

Mr. Duffy said that the weak point in our creamery system was that there was no provision to prevent farmers sending contaminated milk to be made into butter. He said this was a matter requiring legislation, as well as education. Asked about Ireland, Mr. Duffy said that conditions there had wonderfully improved within the past ten years. The land policy instituted by the Government had worked out well. In dairying great progress had been made. Irish butter now rivalled the famous Danish product.

* * *

The community was shocked on Tuesday to hear of the tragic death of Roy A. Nobles, a former representative of the McCormick Biscuit Manufacturing Company. He had been employed as a checker in connection with the winter port business and was burned to death in an oil shed on the docks. It is believed that he went into the shed and fell asleep after lighting a pipe and in some manner set fire to the building, which burned like a torch and prohibited all attempt at rescue. He was in his twenty-first year and had a large circle of friends. His father, D. W. Nobles, mother, a sister and brother survive.

* * *

At a meeting of the executive of the exhibition association last week it was decided to hold an exhibition in St. John during the week of September 7 to 14. Fredericton will have an exhibition the week of September 14 to 21.

* * *

W. Frank Hatheway has been confined to his home for the past two weeks with an attack of la grippe, but is recovering.

SOAP-MAKING AND THE SITUATION IN CANADA

The soap situation in Canada is one of the things the grocer should keep his eye on. Pretty nearly everything that enters into the manufacture of soap has greatly advanced in price. Tallow is up 50 per cent. within the year. Rosin is higher. Soda is up. The wood for boxes has gone away up, and the price of labor has advanced perhaps more than anything else. Under these conditions it was only to be expected that the price of soap would advance or else that the manufacturer would take other means of protecting his profits. There are two other means, reducing the size of the bar, as the English soap trust did, or reducing the quality of the soap.

The weight of a bar of soap is easily determined and every grocer should know what he is selling a customer. Indeed, it would not be a bad idea if the manufacturers were required to state plainly on a bar or its wrapper the net weight of soap. Like bread, it would weigh less as the moisture in it evaporated, but the green weight could be stated.

The quality is a matter for chemical analysis.

To-day few industries are more thoroughly scientific than soap-making. The soap industry as we know it to-day is a development of comparatively recent date. Twenty-five years ago the ashman with his high-boxed wagon traveled the rural roads and gathered the wood ashes, saved against his coming. For these he would barter a few bars of very brown, resinous soap of his own boiling. Modern soap-making is based on the work of two French chemists, Leblanc, who made soda from salt, and more especially Chevreul, who worked out the chemistry of fats. That was about the beginning of the last century.

Soap is a salt made by the action of an alkali upon the acid in fats. This action is termed saponification. Alkalies will act similarily upon the component acids of resin. The chemical operation involved in the cleansing action of soap is not yet very well understood, but the results are supposed to be obtained by the emulsifying action upon the greasy matters which always accompany dirt in clothes.

Soap is referred to in the Bible, and Aristophanes, a Greek writer, who lived about 434 B.C., mentions it. A soap-boiler's plant was found in the ruins of Pompeii. But the art seems to have made little advance until the chemical discoveries mentioned were made. There are a lot of substances used as fillers to cheapen commoner soaps. Water is one of them. A well-made sample of laundry soap will average about 20 per cent. water, but in low-grade soaps the water may reach even 35 per cent. of the whole.

Resin is used as a filler also, but a certain amount of it is necessary. The best laundry soap is made from tallow, and it requires resin to make it stand up and give it washing quality.

Makers of high grade soaps cannot afford to endanger the reputation of years by lowering their quality and so the price has advanced of Surpeise, Eclipse, and the laundry soap of the Crown Mfg. Co., of Winnipeg. The English soap trust was a sixty-million-dollar affair and started in to corner the market for raw material and that's what commenced the advance. There are still some manufacturers in Canada who have not advanced prices. It will be interesting to see how they will meet the situation.

MONTREAL BOARD OF TRADE.

George Caverhill, of Caverhill & Learmont, was unanimously elected president of the Montreal Board of

GEO. CAVERHILL

Trade at the annual meeting held Tuesday afternoon. Other officers are: 1st vice-president, Thos. J. Drummond; 2nd vice-president, Farquhar Robertson; treasurer, C. B. Esdaile. Members of council: A. A. Ayer, J. R. Binning, Geo. L. Cains, W. W. Craig, J. S. N. Dougall, Geo. A. Kohl, J. P. Mullarkey, J. L. McCulloch, Edgar McDougall, Alex. McLaurin, Alex. Orsali, and J. A. Richardson. Members of Board of Arbitration: Jas. Carruthers, Sir George Drummond, Geo. E. Drummond, W. I. Gear, E. B. Greenshields, A. J. Hodgson, F. H. Mathewson, R. W. MacDougall, Alex. McFee, John McKergow, Alex. Ramsay and Jas. Thom.

BOAR'S HEAD ADVANCED.

Boar's Head compound lard has been advanced ⅛c. Prices now are: Tierces, 9¾c.; half barrels, 10c.; tubs, 10c.; 20-pound pails, $2.05; 20-pound tin pails, $1.95; cases of 3's, 10¾c.; cases of 5's, 10⅝c.; cases of 10's, 10½c.

SEEDED PRUNES.

There's something new in prunes. It is a seeded prune, and the MacLaren Imperial Cheese Co. are putting it on the market in Canada for Guggenhime & Co., who have purchased the sole rights of the machine that does the trick. The seeded prunes are put up in pound cartons, and a pound of them is equal to a pound and a third of ordinary prunes. It is claimed that the seeded prune is going to revolutionize the business, because it will make the fruit much more available for pies, puddings, etc. They will retail at about two pounds for a quarter.

SENATOR DANIEL GILLMOR.

Montreal Coffee Man in the Red Chamber—Thorough Business Man.

Senator Daniel Gillmor is one of the latest appointments to the Senate of

SENATOR DANIEL GILLMOR

Canadian Manager of Chase & Sanborn, Coffee Importers, Montreal.

Canada. That the new senator is a man who will satisfactorily and honorably fill the place, nobody who knows Daniel Gillmor will doubt. He is a business man of experience, one who has met and dealt with people in all parts of the country. He makes friends everywhere he goes—and keeps them, which every politician cannot always manage.

Although his business claims a great deal of his attention, in fact the greater part of it, for he is Canadian manager for Chase & Sanborn, the coffee importers and roasters, and has numerous other interests, yet he finds some time to devote to political matters. Politics run in the Gillmor family, for his father was a senator before him. In 1904 Mr. Gillmor opposed Mr. Ganong, M.P., in the race to represent Charlotte county. He was beaten, but made a great fight, considering the short time, three weeks, at his disposal before the elections came off.

Mr. Gillmor is a native of St. George, County Charlotte, where he first saw the light in 1849. There he received his education and entered the business field. He became a partner in the firm of O'Brien & Gillmor. It is some twenty years since he first came to Montreal, and during that period he has had a wide experience with men and things, experience which he will find of the greatest value to him in his new post.

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LIST OF NEW ADVERTISEMENTS.

Anderson, Powis & Co., Toronto.
Bearns, John, Limited, Winnipeg.
Bovril Limited, Montreal.
Brown Bros. Company, P.O., Brown's Nurseries, Ont.
Common Sense Mfg. Co., Toronto.
Empire Salt Co., Sarnia, Ont.
Lefort Importing Co., Montreal.
Redlands Golden Orange Association, Redlands, Cal.
Taylor, John, & Co., Toronto.

A WINNIPEG TRIUMPH.

Winnipeg retailers have an organization that does things; they are not content with holding meetings and making speeches which result in no definite action. They are organized because they believe that things can be accomplished by united effort which would be impossible without it; and they have proved the reasonableness of their belief.

Reference has been made before in these columns to the fact that Winnipeg retailers—and particularly grocers and butchers—have been put to great expense to have their garbage removed. Garbage is removed by the city from all private residences, but the dealers were forced to remove it themselves. They were held up by the scavengers and several stores were paying $4 to $5 per week for service that was very unsatisfactory. This grievance was taken up by the retail associations in the city and some time ago Secretary Coulson and a large deputation of dealers waited on the Winnipeg city council and asked that the city remove all garbage from stores and apartment blocks free of charge. The request was taken into serious consideration, and now the announcement is made that the city will remove garbage free of charge for three months. If the cost should be found to be too great to charge against the regular business tax a small special tax may be charged. In any event the city will assume the full responsibility for the removal of garbage and this was the main contention. Dealers were unable to get satisfactory scavenger service and were liable to fines in consequence. All this has been changed by united effort. The moral is obvious.

COMPULSORY INSPECTION NECESSARY.

Connected with the closing session of the Eastern Ontario Dairymen's convention, held recently in Ottawa, there arose a small incident which, happily, was settled in a right and satisfactory manner. A few of the cheese men present made a protest against the compulsory inspection of factories. Just why they found it necessary to do so is not at first sight apparent. It is against the interests of factorymen to oppose anything which ensures the maintenance of high quality in all cheese of Canadian manufacture. Systematic inspection of factories by competent Government inspectors is one of the surest means of keeping up the high standard of Canadian cheese. Let the cheese go out of the country in poor, and possibly unsanitary, condition, owing to lack of cleanliness in the factories, and in a very short time Canada's growing trade in dairy products will come to a standstill. One black-eye such as this would undo the work of years. The majority of the delegates present at the convention favored compulsory inspection; favored it and showed in a practical manner that they did so. They passed a resolution calling upon the Provincial Government to approve of a complete system of factory inspection. By all means let us have compulsory inspection!

WESTERN RETAIL CONVENTION.

Western retailers, whether members of the Retail Merchants' Association of Western Canada or not, should make a point of attending the annual meeting to be held in the board room of the association in Winnipeg on February 14th. Business of importance will come up for discussion and it is desirable that a representative gathering of western retailers should be present.

GROCERY TRADE NEEDS A LEADER

A grocer is a grocer pretty much over North America and trade conditions are not much affected by the international boundary line. In the States, however, there is a powerful organization, the International Association of Retail Grocers, composed of state organizations, which in turn are made up of hundreds of local associations. The tenth annual meeting was held last week in Dallas, Texas.

In Canada there is here and there a local organization. But to what purpose.? A speaker at Dallas said the locals were like the letters of the alphabet. Singly they were of little moment but together they were the greatest force in civilization.

Some grocers in Canada are alive to the importance of organization. They will read with interest President Greene's address showing the year's activities. The association took an active part in the pure food law campaign; it has fought the mail order houses' parcels post schemes; it has agitated for a better bankruptcy law, and it has dealt with many internal trade questions.

Why hasn't Canada such an organization.? Because the grocers here are not ambitious enough. The need to-day is for a grocer with broad conceptions of the duties and functions of the grocery trade and with energy to take the lead for a national organization.

SIC 'EM.

"The trouble with some business men," remarked a manufacturer who is well known for his enterprise and business enthusiasm, "is that they are lacking in the quality of energy. A man cannot do anything in business unless he has got some energy about him, and the more he has the better. There are some dogs that will bark at a tramp but the moment the tramp makes a movement towards them they will turn tail and get around the corner of a house. Take a fox terrier, on the other hand, and sic him on, and he gets right down to business and sails right in. When I hear business men talking in gloomy tones and displaying apathy, I just say, "Sic 'em. Sail in and tackle your difficulties."

P. C. LARKIN FOR SENATOR.

The Globe's Ottawa despatches of Tuesday contain the interesting information that P. C. Larkin of Salada tea fame is mentioned among others for the vacancy in the Senate, occasioned by the death of Senator Dobson. As an aggressive and successful business man Mr. Larkin would be a notable addition to the august body in the Red Chamber.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Teas—Very firm.

Evaporated apples—Strong.

Montreal, Jan. 31, 1907.

Business during the week was not so good as it has been of late. Orders are very fair in size, but are not numerous. Grocers are apparently well supplied for the present. Probably most of the larger Montreal jobbers are just as glad that this is the case for they are now in the depths of stock-taking. The grocery market, taken as a whole, is practically without feature. In canned goods there is little that is new. Teas are exceedingly firm, and it is not now possible to buy at anything but good, round figures. Sugar is steady at prices quoted. There is not, from present indications, likely to be any change in prices. When figures do move, however, it is likely that they will go upwards. Currants are advancing slowly but surely. Reported as arriving in the city this week are a few lots of seeded raisins. Nuts are without change. Evaporated apples are still quoted around the same figure, but an advance is likely to occur any day. Beans are still firm at quoted prices.

Collections are said by some houses to be satisfactory, but other jobbers say they have the greatest difficulty in collecting their outstanding accounts at the moment.

SUGAR—That sugar has about reached bottom is the general opinion expressed in the trade. It is not thought that prices will go any lower. From present indications the market will likely hold steady for some little time, but, of course, there is no telling what may happen to change the course of events.

Granulated, bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 60
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

SYRUPS AND MOLASSES — Trade is normal. Syrups are moving out as usual. Molasses is quiet except for a slight consumptive demand.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—Continued firmness characterizes the tea market. The manner in which the situation holds continually strong is surprising. All teas, practically, are stiff as to price, and it is difficult, if not impossible, to obtain goods unless good, high prices are paid. Ceylon greens are high. They are now three and four cents higher than they were eight or nine months ago. Japans are also exceedingly firm.

Japans—Fine	0 23	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The coffee market is quiet rather than otherwise. Sales are not large, but for that matter big business is not expected at this time of year.

Jamaica	0 10½ 0 10
Java	0 18 0 30
Mocha	0 19½ 0 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

FOREIGN DRIED FRUITS—Trading is rather quiet, but there is always something of interest going on in this market. Spot stocks of currants are still very limited, both locally and in New York. Liverpool prices have been adhanced 1s. owing to the fact that the 10 per cent. reserve stock in Greece is now being drawn upon. Some arrivals of raisins are reported this week. Stocks, however, are not large. Valencias are now about cleaned up. Inquiries for seeded have been numerous and some sales are said to have been made at good figures. In California, according to one authority, there are at present not more than 150 cars of raisins and 500 cars of prunes. Filberts are a little lower, but otherwise nuts are without change.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09½ 0 10
Layers, "	0 09½ 0 10
Dates—	
Hallowees, per lb	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 17
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb pkgs	0 11
" " choice seeded, 1-lb. pkgs	0 10½
" " 3 crown	0 09
" " 4 crown	0 10 0 11

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 08
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08½
" " in 1-lb cartons	0 08½	0 09
Finest Vostizzas "		0 09
Amalias "	0 07½	0 07¾
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 12
" " 1-lb carton	0 11½	0 13
Eleme Table Figs		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown		0 07½
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb	0 15	0 20
" stuffed figs, " " box	0 25	0 30

SPICES—Manufacturers are busy and the jobbing trade is doing something in general lines. Prices are steady.

	Per lb.	
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 65

EVAPORATED APPLES — A firm market rules. Prices are fluttering and there is an upward tendency to the market. Figures quoted by wholesale houses have not changed materially during the week, 10c. being the price asked by most houses yet. Some demand 10½c—and get it, too.

PEELS—Higher prices are expected. Quotations have been withdrawn by English houses.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 12
Orange peel, per lb	0 12

BEANS—Beans are stronger this week than they were at the time of last report. Prices rule firm.

Choice prime beans	1 40 1 50

RICE AND TAPIOCA—Rice is featureless. Tapioca is selling fairly well in small lots at 7½c. One dealer reports a satisfactory sale of a carload in a wholesale way this week.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07½

MAPLE PRODUCTS — Business is satisfactory and prices are steadily maintained.

Maple syrup, bulk, per lb	0 08 0 09
Pure Townships sugar, per lb	0 11 0 12
Pure Beauce County, per lb	0 11 0 12

RAW FURS—Prices, quoted remain unchanged.

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	3 00 5 00
Mink, dark	2 25 5 00
Fox, red	1 75 7 00
Lynx	4 50 5 50
Weasels	0 10 3 0
Skunk	0 60

CANNED GOODS

Montreal—Considering the season, business in canned goods may be considered satisfactory. Grocers are in most sections well supplied, but occasional orders are received for certain lines in need of replenishing. There is some talk to the effect that the consumption of Canadian and American canned salmon has fallen off in England to a great extent since the Chicago disclosures and the general upheaval which followed. This news is late in arriving at this side, to say the least.

Toronto—Some jobbers here report an unusual demand for canned goods,

both salmon and vegetables. The consumption of salmon it is thought, is still being increased by the distaste for canned meats following the Chicago revelations. The high price of fresh meats and pork products is another factor. Some jobbers think they see an increased consumption of peas due to the low price as compared with corn or tomatoes. The firm feeling in regard to tomatoes continues and some jobbers are demanding the recent advance for them, although most lines are still selling at old prices. Some fruits are getting scarce and holders are inclined to advance prices. Blueberries are quoted as high as 95 to $1, though they are still obtainable at old prices. There was a sale of a carload of gals. for Winnipeg at $4,25 f.o.b. Toronto. Peaches also are being held by some for higher prices, $2 for 2's yellow, $3 for 2½'s yellow and $3.10 for 3's yellow. Strawberries are said to be changing hands amongst jobbers at $2.50.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 31, 1907.

BUTTER—Steady demand locally at unchanged prices.

CHEESE—Situation without change.

EGGS—Very firm market.

PROVISIONS—No change since report. Abattoir dressed hogs quoted $10.00 to $10.25.

Fish		
Lobster, talls	3 50	3 75
" 1-lb. flats	3 85	4 00
" ½-lb. flats	2 00	2 25
Mackerel	1 00	1 15
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 40
Humpbacks, "	....	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	....	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 50

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	....	3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS—

Most markets steady.

Sugar—Uncertain.

Good demand for canned goods.

Trade generally quiet.

Toronto, Jan. 31, 1907.

The new year seemed to start off with a rush, but things have settled down and the usual report this week is that trade is quiet. But collections continue satisfactory. Some jobbers here say the demand for canned goods is unusual at this season. The firm feeling continues, especially in regard to tomatoes and there is a tendency to insist on $1.17½ as the bottom price. Sugar is quiet and the situation does not show a strong leaning either way. Considerable shipments of prunes are arriving here now and prices are on a basis lower than fruit bought now could be sold at. Sultana raisins in Turkey are three times the price they were for the crop before the present one and the price continues to advance. The seed business has not yet waked up, but something is expected to be doing shortly. Hides are lower, tallow is higher, and most furs are moving upward.

SUGAR—The market is quiet and there is some difference of opinion here as to the probable course of the market. Some jobbers would not be surprised at a slight decline, but representatives of the sugar interests assert that at present prices the refiners are losing money. To substantiate that it is said the refiners had declined unusually large orders for refined at present quotations.

The market in raws continues about steady, Cubans being still considerably below the parity of European beet. This is probably due to the rapidity with which the Cuban crop is being harvested. At the end of last week 172 centrals were grinding, against 169 the week before, and 120 last year. Receipts at six shipping ports for the week were 56,000 tons, against 45,000 tons the week before, and 23,000 tons the corresponding week last year. Stock in is-

land was 102,000 tons, against 31,000 tons last year, but considerably more than this stock is already contracted for shipment, so that no actual unsold stock has yet accumulated in the island. The present basis for raws at New York is 2⅛c. c. and f., for Cuban centrifugals, 96 degrees test. Refiners are still willing to pay that, but sellers are asking 1-32 more.

Paris lumps, in 50-lb. boxes	....	4 95
" in 100-lb. "	....	4 85
St. Lawrence granulated, barrels	....	4 30
Redpath's granulated	....	4 30
Acadia granulated	....	4 30
Berlin granulated	....	4 20
Phoenix	....	4 30
Bright coffee	....	4 10
Bright yellow	....	4 15
No. 3 yellow	....	4 15
No. 2 "	....	4 00
No. 1 "	....	3 90

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES— Prices are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.	....	0 0[illegible]
" -bbls "	....	0 03
" kegs "	....	0 03½
" 3 gal. pails, each	....	1 40
" 2 gal. " "	....	1 00
" 2-lb. tins (in 2 doz. case) per case	....	1 15
" 5-lb. " (in 1 ") "	....	2 40
" 10-lb. " (in ½ ") "	....	2 35
" 20-lb. " (in ¼ ") "	....	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 [illegible]35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—London mail advices of Jan. 18 say: The market has proved unequal to the heavy strain placed upon it during the last fortnight, and has shown a distinctly weaker tendency, especially during the last few days, all grades being very irregular with frequently lower quotations. The exports of Indian and Ceylon tea from Great Britain during last year were 41,877,150 pounds, against 27,945,783 pounds in 1905. It is most gratifying to see that some of the largest foreign markets are drawing such heavy supplies from London, the chief increase being in Russia.

Locally tea is in good demand and trade is active.

COFFEE—The market is quiet. Brazil crop receipts have fallen off and are only half what they were a few weeks ago. Locally, prices are unchanged.

DRIED FRUITS—Considerable shipments of prunes are now arriving on this market and prices are corrected to a slightly lower basis for this fruit. These prices are firm because the orders cannot now be duplicated at the coast. Higher prices are looked for. Other lines of dried fruit are firm. There has been another advance in Sultanas on the primary market. A mail advice to P. L. Mason & Co. states that absurdly high prices are asked for mere sweepings. The prices are now three times what they were in September, 1905.

Prunes Santa Clara—	Per lb.			Per lb.	
100-120s	....	0 04½			
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	....	0 07
80-90s "	0 06	0 06¼	50-60s "	....	0 07½
70-80s "	0 06½	0 07	40-50s 25-lb "	....	0 09
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Apricots, per lb				0 25	0 26
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 [illegible]8	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 08	0 08½	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			

Uncleaned, ½c less.

Raisins—					
Sultana				0 12½	0 15
" Fancy				....	....
" Extra fancy				....	....
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 11	0 11½
" 16 oz packets, choice				0 10½	0 11
" 12 oz. " "				0 09	0 09
Dates—					
Hallowees	0 05	....	Fards choicest	....	0 09
Sairs	0 04¾	....	" choice	....	0 08½
Domestic evaporated apples				0 09	0 09½

NUTS—Prices are unchanged.

Almonds, Tarragona, per lb	....	0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 3[illegible]	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	....	0 11
Pecans, per lb	....	0 17
Brazils, per lb	....	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 09½
Japanese Jumbo's	....	0 09½
Virginia "	....	0 11

SPICES—Prices are steady.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03[illegible]
Rangoon	0 03½	0 03[illegible]
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

BEANS—The market is easy.

Beans, hand picked, per bush	....	1 50
" prime, No. 1 "	1 40	1 45
" Lima, per lb	0 06½	0 07

SEEDS—Business is expected to revive after the 1st of February. The only change is a slight advance in fancy red clover.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 25	8 50
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright timothy	2 00	2 35

Lots containing seeds bring from 1½c to 2¼c. a lb.

HIDES, WOOL AND FURS — Hides are lower, lamb skins higher, and tallow is slightly advanced. Furs also continue to advance.

Hides, inspected, cows and steers, No. 1	....	0 11
" " " No. 2	....	0 10
Country hides, flat, per lb., cured	....	0 0[illegible]
" " green	....	0 08½
Calf skins, No. 1, city	....	0 12
" " No. 1, country	....	0 11
Lamb skins	1 25	1 35
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 05¾
Pulled wools, super, per lb	....	0 25
" extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	3 00	10 00
Lynx	5 00	8 00
Bear, black	....	1 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1	....	1 50
Marten,	3 50	20 00
Muskrat., fall	....	0 17
" winter	....	0 23
" western	0 12	0 17

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 24, 1907.)

In spite of the cold weather and snow blockades the railways are still accepting freight from the wholesale houses for all western points. Deliveries are, of course, very uncertain and complaints are numerous from all parts of the country of the difficulty in getting supplies. The unfavorable weather is retarding both wholesale and retail trade, and it is sincerely to be hoped that present conditions will not long obtain. Commercial travelers are still at various western points and business is suffering not a little from the present tie-up of the transportation systems.

Evaporated apples have been advanced sharply to 10½c. per lb., an advance which was not unexpected owing to the scarcity and high prices of all foreign dried fruits.

"Golden West" soap has been advanced 5c. per case by the manufacturers.

CANNED GOODS—Owing to the scarcity and high prices of all dried fruits there is an unusually heavy demand for all lines of canned fruits. Canned pork and beans are quoted at lower prices, which will be noted below.

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
gallons, per doz	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 73
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 20
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 60
2's, grated, " "	....	4 40
Raspberries—		
red (new) "	3 78	3 73
black (new) "	3 78	3 73
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case	....	2 10
gallons, " "	....	2 15

Goodwillie's Goods.

Strawberries, per case	....	3 10
Red raspberries, per case	....	2 60
Red cherries, "	....	2 60
Red currants "	....	2 60
Black currants "	....	2 60
Lawtonberries "	....	2 60

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's "	2 13	2 08

Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

SUGAR—No change in price since the decline early in January. We quote :

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 55
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 40

SYRUPS AND MOLLASES — Corn syrups continue in exceptionally brisk demand. Quotations are :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

FOREIGN DRIED FRUITS— Stocks of several lines of California dried fruits are running low and difficulty will be experienced in obtaining new supplies. At present high prices consumption has been greatly lessened, the demand having been diverted to corn syrups, evaporated apples and canned fruits. Prices continue unchanged.

EVAPORATED APPLES—The price has been advanced sharply to 10½c. per lb. in 50-lb. boxes, and 10¾c. in 25-lb. boxes.

CANDIED PEELS—Prices have been advanced to following figures :

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Owing to the difficulty in obtaining supplies of Ontario honey, some of the local houses have bought in California, and despite a duty of 3c. per lb., are laying down their goods in Winnipeg at competing prices. Quotations are :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ⅔ doz. "	10 00
" " 60-lb. " per lb.	0 14

RICE, TAPIOCA AND SAGO—Since the recent reduction in Japan rice prices are quoted as follows :

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

H. P. Eckardt, Toronto, has gone with his family to Egypt, and expects to be gone three months.

SALT AGREEMENT ENDED.

Manufacturers Withdraw From Dominion Agency and Each Sells His Own.

Two years ago the salt manufacturers of Ontario agreed to place their product in the hands of a selling agency and the Dominion Salt Agency, London, was created for that purpose. The agreement ended yesterday at midnight and to-day every salt manufacturer is disposing of his own product. This means also that the salt agreement with the Grocers' Guild is at an end. The product thus controlled represented 90 per cent. of the salt output in Canada.

For three years prior to the agreement just ended the salt trade was in the hands of the Canadian Salt Co., of Windsor, and R. & J. Ransford, Clinton. During 1902, 3 and 4, these two firms by arrangement took the entire output of the other producers. The production began to increase and the new arrangement was made.

The Toronto Salt Works have been the Toronto representatives of the Dominion Salt Agency and they will continue to handle the output of the Canadian Salt Co., Windsor, and perhaps of another large producer.

Just why the selling agreement has been terminated has not been made clear. It is claimed that prices have not been enhanced by it and that competition will not cause any decline in the price of table salt, though from to-day some lines of common salt may be a little lower. Price lists are not yet available. The cost of raw materials has advanced greatly so that the profit on salt is claimed to be already pretty fine.

The Dominion Salt Agency comprised R. & J. Ransford, Clinton; the Canadian Salt Co., Windsor; and the Empire Salt Co., Sarnia. The agency purchased and sold the salt made by the Saginaw Lumber & Salt Co., of Sandwich, the Sarnia Bay Lumber & Salt Co., Limited, of Sarnia, the Western Canada Flour Mills, Limited, of Goderich, and the Ontario People's Salt Co., Limited, of Kincardine.

Some American and English salt is brought into Canada, but the American duty is high enough to prevent Canadian producers doing any business south of the border. The Canadian duty is 5c. and 6½c. per cwt. and the American 8c. and 12c. Twenty years ago large quantities of Canadian salt were sold in Chicago for packing purposes.

NOVA SCOTIA NEWS.

Halifax, January 29, 1907.

Michael Dwyer, of the firm of John Tobin & Co., wholesale grocers, gave a brief review of the past year's business of the wholesale grocery trade in this province, at the recent annual meeting of the Halifax Board of Trade. Mr. Dwyer, who is chairman of the board's wholesale grocery committee, said : "Business generally is on a most satisfactory basis, in fact it was the best for years. The volume of trading was larger, the collections good, bad debts fewer, and the markets generally favorable. During the year many opportunities offered for making money in the staple products handled by the trade."

The markets at the present time are in a healthy condition and the volume of business passing is quite large for the season of the year. The price list is practically stationary in all lines. There is a fairly good demand for canned goods, both in the city and at outside points. There is an abundant supply of case eggs on the market, but the sales are now very slow, and the price prevents free trading. For good stock 27 cents is quoted, but other stocks can be bought from 24 to 25 cents. The receipts of butter are small and the weather conditions are against any prospective increase.

The Canadian Government's contribution for the Kingston earthquake sufferers and the sailing of the steamer Beta from Halifax with supplies, was a good thing for the wholesale grocers and the commission men of Halifax, as will be seen by the following supplies which were purchased here and shipped on the steamer : 500 barrels flour, 200 barrels corn meal, 100 barrels white beans, 100 bags split peas, 100 bags rice, 200 barrels No. 1 Family Pilot, 50 barrels mess pork, 50 barrels family beef, 200 cases corned beef, 100 cases condensed milk, 50 cases preserved salmon, 50 cases lard, 50 tubs butter, 25 cases cheese, (small size), 200 barrels potatoes (Cornwallis), 200 tierces codfish, 200 barrels herring. The value of the shipment was about $16,000.

CHAMBER OF COMMERCE MEETING.

C. A. Chouillou has been re-elected president of the French Chamber of Commerce, Montreal, at the annual meeting held in the Board of Trade. Other officers elected were : Vice-president, G. des Etangs ; secretary, A. F. Revol ; treasurer, J. Salone. The council was re-elected by acclamation. In his address the president called attention to the prosperity of Canada, and to the good work being done by the Chamber. Trade relations between Canada and France are rapidly developing. It is hoped that in the near future a new commercial treaty may be made with France whereby trade between the two countries will be increased.

THE LATE SENATOR DOBSON.

The late Senator Dobson, whose death occurred last week, was for many years a leading grocer and liquor dealer in Lindsay. He was an Irishman and lived for a time in the States before coming to Canada. He was of a very genial temperament and everywhere popular.

FOR SALE

GROCERY AND BAKERY BUSINESS

The best stand in the best town in New Ontario, turnover over forty thousand annually, business capable of expansion. Apply Box 132 CANADIAN GROCER.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

CEYLON BLACK TEAS

SPECIAL INDUCEMENT TO PROMPT BUYERS

The market has advanced considerably on medium grades. We have made heavy purchases when the market was low, and are in a position to offer bargains which will prove interesting.

50 Chests 95 lbs. Pekoe, "WILMOT," 13 1-2c. lb.
16 Chests 83 lbs. Orange Pekoe, "KARACHATEME," 17c. lb.
13 Chests 83 " " "HATHMATE," 18c. lb.
16 Chests 90 " " "DEHIOWITA," 19c. per lb.

Three per cent thirty days, if you are in the market.

THEY ARE WINNERS **ASK FOR SAMPLE**

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

2, 4, 6 and 8 DeBresoles St. - - Montreal

There's Starch and Starch

And—if you think about the matter for a couple of seconds you'll arrive at the conclusion that most particular women insist on

IVORINE

because they have proven it a thoroughly genuine article—the starch par excellence.

Are you Featuring "IVORINE"?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

If You Desire all The Good Things of Current Literature Between Two Covers You'll be Interested in What is Said Below.

As the number of magazines increases the **more** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for** individual magazines.

As the number of magazines increase the **less** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for**

The Busy Man's Magazine

This magazine is an epitome of the world's best thought **to-day.** It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to The Canadian Grocer can get The Busy Man's Magazine for **one year.**

You would have to pay $150.00 to get **The Busy Man's** (the contents) **Magazine** in the ordinary way.

Get in your subscription in good time.

The MacLean Publishing Co., Limited
TORONTO, CANADA

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

WANTED agencies for British Columbia or Pacific coast cities, by live firm. Address Box 431, Victoria. [6]

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

FOR sale or to let—Grocery store in good country town, turnover $16,000 per annum. Good reasons for selling. Address S. F., Box 9, Milton, Ont. [8]

GROCERY and Confectionery Businesa, turnover twenty thousand dollars per annum; selling owing to ill-health—must be sold at once. Address Eli Gillings, Ridgetown, Ont. [6]

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

Spare Time Work for Boys

We will provide not only the work, but the capital as well, to start any bright capable boy making money after school hours and on Saturdays.

We want several new boys in your district to act for

OUR PUBLICATIONS.

We will send the first supply of 5 copies free, to be sold. After that a special price. The work is easy; no money required to start. Write and we will send you supply at once and full instructions.

The MacLean Pub. Company

10 Front St. E., TORONTO, ONT.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

ENGLAND.

SALESMAN 30 years of age, 9 years' road experience in England, Canada and the United States, now representing prominent Canadian house, is open to negotiate with firm requiring representation in England, either on salary or commission basis. Thorough knowledge of the English Grocery and Provision trades. Nothing but high-grade proposition entertained. Apply Box 131, Canadian Grocer, Toronto.

BUSINESS CHANCE.

A BRIGHT hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

High-class goods well advertised and neatly displayed command a ready sale

which is only one of the reasons why you should stock

Gold Standard Java and Mocha

"The-Chaffless-Coffee"

Pound Tins, - - 40c.
Two-Pound Tins, - 75c.

Fresh roasted daily and packed by

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

You Are Interested

in any proposition which will bring you in a substantial profit. For that reason we can interest you right away. You are going to have a splendid opportunity to buy goods you need most urgently at prices which cannot be equalled in this country. Values are the best imaginable.

In Teas

How are stocks? Prices are away up and likely to remain there. We bought heavily when prices were low; that's our policy—we can give our customers the benefit of our buying in this way—and consequently can offer you now exceptional values in Japan Gunpowders, Ceylon Greens, Ceylon Orange Pekoes, Formosa Oolongs, Foo Choo Scented Teas, Assam Bengal English Breakfast Teas, and some very special bargains in Congous. Full information on request.

In Our Assortment of Canned Goods

You will find every popular brand. A full range of tomatoes, corn, peas, strawberries, peaches; in fact every line nameable is carried in our warehouses.

Better order at once. You know that prices are advancing, and before you have another such opportunity they are likely to be prohibitive.

You Would Be Surprised

did you know what a really splendid stock of dried fruits we have. Raisins, Valencias, Sultanas, Malagas, the best in every instance; Currants, the finest values obtainable; Evaporated Apples, choice stock at reasonable figures; Peels—orange, lemon and citron, fresh goods. Also a complete range of Nuts at attractive prices which cannot fail to arouse your buying interest. Prunes—California (size 40/50 to 90/100) and Oregon in 25-lb. and 10-lb boxes, 5-lb., 3-lb. and 1-lb. packages.

Wonder why we make all these splendid offers? We're Stock-Taking. If you are a wideawake grocer this information will be worth money to you.

Laporte, Martin & Cie, Ltee,

"The Grocers' Wholesalers"

MONTREAL

Canned Fruits

are selling well now and will sell better as the season advances. Look over these prices, and if you can use any, send us an order.

Apples, gallons	**$2.35**	**Rhubarb, Preserved, 2s**	**$1.00**
Blueberries, 2s	**1.00**	**" gallons**	**2.50**
" Preserved, 2s	**1.10**	**Strawberries, Is**	**1.20**
Peaches, yellow, 2s	**1.90**	**Pineapples, Singapore, sliced, 1½s**	**1.40**
Pears, gallons	**3.40**	**" " whole, 1½s**	**1.40**
Egg Plums, 2s	**1.10**	**" " grated, 2s**	**1.40**
Plums, gallons	**3.25**	**" Bahama, sliced, 2s**	**1.80**

Salmon

Here's another line that should command the attention of buyers, because we can assure you that good Salmon at this price will not be plentiful two months hence.

Choice quality pink Salmon, talls, $1.00

When ordering Salt remember that **Diamond Crystal** is the brand of the Salt that's all Salt.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

From the way in which the British Importer is waking up to the True Situation of the market, it is not at all unlikely that we shall see - - - - -

70/- Cheese

IN THE NEAR FUTURE.

The above appeared in the *Trade Bulletin*, of Montreal, last week, and has, no doubt, been inspired by the recent advance in the English markets. 70 shillings means 16c. per pound. We would advise buying what you may want now, and shall be glad to book your orders for large or twins, colored or white.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA
Kettle Rendered Lard

1 POUND BLOCKS

ALSO IN

PURPLE PAILS

3s, 5s, 10s, 20s

The Best in Canada

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Who Are Your Friends?

The grocer whose customers are his best friends has been featuring

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs and Cheese.

with the Ryan guarantee well to the front. Does this mean anything to you ?

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Cheese still holds firm. Last week, as during the past month, the market was in a very healthy condition. Montreal houses have been in receipt of cables and correspondence from English firms from Monday to Saturday. The market was a little stronger the first part of the week, though not much, than it was from Wednesday to Saturday. Possible buyers on the other side have not been quoted a figure any lower than has been ruling for the past while, but on the other hand it is difficult at the moment to obtain higher prices. English houses understand that Canadians will ask and hold out for high prices, but they are not anxious to buy as long as they have stocks to last for the time being. Proving this, their cables held around the one price for a considerable time. They fully realize on the other side, however, that no easy feeling is the feature of the market in Canada.

Houses in Montreal have been doing some trading among themselves, but have not succeeded in obtaining anything above 13c. Several good sized lots changed hands at this figure. There are many who are anxious that the price should not be higher than it is now. The evil of selling ahead is making itself felt. Some have booked orders at prices for which they could never possibly buy at this date, and if they are to fill their contracts they must do so at a loss. To these, talk of a fourteen cent market gives a feeling which can be imagined.

Stocks are becoming lighter with every week. Shipments of actual sales to the Old Country have been maintained in a remarkable manner and the result is that stocks held in Canada are going down by leaps and bounds. While there has been more or less talk of holdings running out before the end of the season, actual figures would tend to show that the amounts at present held by different houses if totalled would figure out at nearly 100,000 boxes. In many quarters stocks have been estimated at as low as 75,000 boxes, but the former figures are more nearly correct. It is interesting to note that shipments from December 3, 1906, to January 26, 1907, inclusive, were less than during the corresponding period in 1905-06 by over 100,000 boxes. To be accurate, the shipments this year were 143,022 boxes, against 244,448 boxes last season. Shipments via New York, a large percentage of which cheese is Canadian, have also fallen behind. Figures for this season are 11,934 boxes, and for 1905-06 15,351 boxes.

Everything considered, no one can doubt the fact that the cheese situation as it is to-day is a very healthy one, and the majority of produce men are quite satisfied with the manner in which things are going.

Butter this week is steady. The market has apparently recovered from the slight weakness which was experienced recently and is now in good condition. It is difficult to obtain prices even a shade higher than those ruling, but the figure which is accepted as the ruling price to-day is obtainable easily enough. The fact that stocks are not really heavy is sufficient guarantee in itself that the market is not likely to break very much. Large rolls are more plentiful this week and sales are reported good locally. Considerable creamery is held and is regarded as good property.

Week by week receipts of butter and cheese are dwindling until they are becoming insignificant. Only 22 boxes of cheese arrived week ending January 26, and 628 packages of butter. Total receipts of cheese from May 1 last to date are 2,348,749 boxes, and of butter 603,695 packages.

PROVISION SITUATION.

Despite a very unsatisfactory season for Canadian bacon in England the price of hogs is not getting down very fast, and George Puddy, of Puddy Bros. Toronto, on Tuesday expressed the view that on account of the high price in the States the price here would not go below 6c. "Next week," he ventures, "the price might be 10c. higher or 10c. lower." Last week the price was unsteady and ranged between $6.35 and $6.65, though $6.35 was the nominal price. This week it is steady at $6.35 except in Eastern Ontario, where western and Montreal interests overlap; there the price is $6.50 and farmers would not hesitate to acclaim that competition is the life of trade.

This week deliveries promise fair. Last week in Ontario they were 32,000, which is said to have been 5,000 more than the week before.

The situation in England is "rotten," to use the expression of a large packer. No one seems prepared with a reason why. "The market has got on its back and won't get off." Canadian bacon is bringing less money than any other bacon in the world and there really isn't any explanation. "Prices went down last October and the packers haven't yet been able to get them up. Canadian hogs are to-day the cheapest in the world yet one packer averred yesterday that the Canadians were losing 2c. a pound on bacon marketed in Great Britain." That would be 8s. a cwt. The spread between Danish and Canadian is now 5s. or 6s. a cwt. Sometimes the prices are even and the Canadian has been known to be ahead. Danish and Irish deliveries in Great Britain at present are moderate. Logically the market should be in favor of Canadian but the facts are against us.

The inexplicable vagaries of the English market are partly accounted for by the fact that especially in London which is the important market for Canadian bacon, it is a habit of the retail trade to advance or lower the price 1d. if any change is to be made at all. That is 8s. or 9s. a cwt, and offers considerable latitude for vagaries.

In the United States last week the market for hog products did not vary materially until near the close, when it advanced quite sharply on buying of ribs and lard by the Cudahy Packing Company, while receipts of hogs were liberal early in the week but fell off the latter half, causing an advance in raw material. The packers seemed to be still on the bull side of the market and supported it, early week, on the weak spots and bulled it later on the strong. Stocks, so far this month, however, have increased for meats and pork, though they have fallen off for lard, which is attributed to the operations of the pure food law which compels the disuse of all adulterations in packages branded as pure.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Compound lard has been advanced since last report. The situation at present is a healthy one. Orders are numerous, if not large. Considerable Easter trade is being done.

Lard, pure tierces		0 11
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 12¾
"	" 5-lb. "	0 12¾
"	" 3-lb. "	0 12¾
Lard, compound tierces, per lb.		0 09 0 09½
" "	tubs	0 09½ 0 10
" "	20-lb. pails, wood	1 90 2 05
" "	20-lb. pails, tin	1 30 1 95
" "	cases, 10-lb. tins, 60 lbs. in case	0 09½ 0 10¾
" "	" 5-lb. "	0 09¾ 0 10½
" "	" 3 lb. "	0 09¾ 0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15½ 0 16½
Hams		0 13 0 15½
Extra plate beef, per bbl		12 50 13 00

BUTTER—Dairy in tubs is a new line of butter quoted this week, the price asked being anywhere between 19c. and 20c. Receipts are heavy enough, but demand is such as to easily take care of all arrivals.

Choicest creamery, salt, 56 lb. boxes	0 25
" " pound prints	0 25½
Medium creamery	0 23 0 24
Western dairy	0 19 0 21
Large rolls	0 21½ 0 22
Dairy tubs	0 19 0 20

CHEESE—The cheese market is in an exceedingly healthy condition. Things are booming. Good steady demand comes from the Old Country, and holders on this side are very strong in their ideas. They are inclined to wait for higher prices, and from indications now apparent they are likely to obtain a higher figure if they hold their stock a sufficient length of time.

Ontarios, September make	0 13¾ 0 14
" late make	0 13¼ 0 13½

EGGS—It will be noted that prices are a little easier this week. Fresh eggs are quoted one cent lower. Receipts have been continually heavy for the season, and as a result there has been a decline. Storage eggs are gradually being cleaned up.

Storage, selects, doz	0 27
Storage, No. 1, doz	0 23
Pickled, doz	0 21 0 22
New laid, doz	0 30 0 32

HONEY—More honey than usual is being used owing to the fact that cheese

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries

Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

and butter are high in price. Quotations hold steady.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

POULTRY—Fresh killed stock is easily disposed of at good prices, but the frozen goods are not in demand. Prices hold steady all round.

Turkey, per lb	0 13	0 14
Chickens and fowls, per lb	0 08	0 09
Geese, per lb	0 09	0 10
Ducks, "	0 09	0 10

TORONTO.

PROVISIONS—Trade is inactive and prices are unchanged except that lamb is firmer and dressed pork is a quarter lower.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	....	0 15
Large hams per lb	0 13	0 14
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	....	0 16
" pea meal	....	0 17
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 00	24 00
Lard, tierces, per lb	....	0 12
" tubs "	....	0 12½
" pails "	....	0 12½
" compounds, per lb	0 08½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	7 50	8 50
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 12½
Hogs, street lots	8 75	9 25
Veal	0 09	0 10½

BUTTER—The situation and prices are unchanged except in regard to second choice dairy. Receipts of this line are heavy and commission men find it hard to dispose of. It is accumulating here. Merchants outside have been holding in the hope of better prices and it is coming forward now considerably faster than the market can absorb it. Creamery solids shipped to England, returned to Canada, and made over into prints have been sold on this market at a price that paid the English importer 2c. to 3c. a pound better than if he had sold it on the English market. It brought nearly the highest creamery price.

	Per lb.	
Creamery prints	0 26	0 27
" solids, fresh	....	0 25
Dairy prints, choice	0 23	0 24
" " ordinary	0 20	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS—The market seems to have passed the critical point. New laid are lower and not in very great demand, and storage eggs slightly higher. This means that storage stocks are so curtailed as to be well in hand.

Eggs (strictly new laid)	0 28	0 30
" fresh	0 24	0 25
" pickled	....	0 22

CHEESE—The market is firm at unchanged prices.

	per lb.
Cheese, fine September large	0 14
" " twins	0 14½
" later makes, large	0 13½ 0 14
" " twins	0 13½ 0 14

HONEY—Prices are firm and stocks are limited.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz	....	1 50

POULTRY—The market is very unsatisfactory. Commission men say they never saw so much poultry coming forward at this season and so little demand. Before Christmas the farmers held off to wait for higher prices, and the opportunity seems to have passed. The Hebrew demand for live hens and the Chinese demand for live ducks is holding up the prices at these points, otherwise the market is lower.

Live Weight.

Old fowl	0 08	0 10
Ducks	0 12	0 13
Young chickens	0 08	0 09

Dressed weight.

Old fowl	0 07	0 09
Ducks	0 11	0 12
Young chickens	0 10	0 11
Geese	0 09	0 10
Turkeys	0 11	0 12½

WINNIPEG MARKETS.

Owing to the general tie-up of the railways and the continued cold weather produce of all kinds is held fiemly at prices quoted. Orders from the retail trade are being filled almost entirely from storage stock and fresh supplies from country points are not to be obtained in any but the smallest quantities.

BUTTER—In brisk demand. Supplies on hand are not very heavy and prices are firmly held at present high level. We quote :

Creamery prints, per lb	....	0 30
" solids, fresh, per lb	....	0 29
Dairy prints, choice, "	....	0 25
" ordinary, "	0 21	0 23
Bakers' butter	0 18	0 19

CHEESE—Prices continue as follows :

Cheese large, per lb	....	0 15
" twins, per lb	....	0 14½
" Manitoba, small (about 20 lbs.)	....	0 14

EGGS—Fresh and new laid eggs are very scarce. Prices to the retail trade continue as follows :

New laid per doz	0 30	0 35
Selects, per doz	0 26	0 27
Fresh, "	0 23	0 24

LARD—As noted last week, the tierce basis is now 12½c. We quote :

Tierce basis, per lb.	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 01
20-lb tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb " " "	0 00½
3-lb. " " "	0 01
20-lb net white wood pails, per lb.	0 00½

Mr. Bay Hill, the energetic secretary of the Hamilton Association, is still working hard to show the grocers why it would benefit them to be organized.

W. H. Millman & Sons' advertisement offering Burlington tomatoes at a given price will prove interesting to the wholesale trade and to retailers also. It may be a sidelight on the tomato situation.

Lunch Tongue

One of the choicest delicacies for the housewife when the "unexpected visitor" comes is

Clark's Lunch Tongue,

prepared under the most careful supervision and ready for use.

Retailers may be assured that every can of these goods is guaranteed in the strongest possible manner, backed up with a record of many years of successful manufacturing.

CIRACE JACQUOT
CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

CIRACE JACQUOT

the best known on earth.

Write or Phone for Quotations

LEFORT IMPORTING CO.
LIMITED

No. 56 St. Francois Xavier St.

MONTREAL

Telephone Main 76

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO:,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

REINDEER
CONDENSED
MILK SUGAR
COFFEE

Combined Ready to Use

Something Everybody Enjoys

A cup of excellent Coffee is prepared by simply adding boiling water.

HOW IS YOUR STOCK?

The demand is brisk.

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE
Manitoba Canning Co. Ltd.
GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,
WINNIPEG AND CALGARY

CEREALS AND CONFECTIONERY

Wheat is Further Advanced—Business East of the Lakes Greatly Curtailed for Want of Supplies—C.P.R. Short of En gines Instead of Cars.

While the Chicago bulls are killing next year's winter wheat crop in the South Western States, there is a real scarcity of Western wheat in Canada east of the great lakes. The Canadian Pacific will not promise shipment out of Fort William under two months. Practically everything stored east of the lakes is sold and awaiting shipment, much of it on order a month ago. G. R. Crowe, Winnipeg, president of the Northern Elevator Co., in a recent interview in a Winnipeg paper, stated that what the C.P.R. wanted was not cars but motive power. Information in Ontario bears out that statement. The company has just placed an order for a hundred locomotives but it's a year late. An eastern grain merchant has bought by all-rail since the close of navigation 14 cars of western grain. Last year in the same time he bought 130 and this year he could have sold many more could be have secured delivery.

Last week the visible supply of wheat in North America decreased 729,000 bushels from 45,360,000 bushels to 44,631,000 bushels against an increase a year ago of 42,000 bushels. The total on Jan. 28 was 5 million bushels less than a year ago.

Flour is still unchanged in price for the domestic trade, though the export basis is advanced a few cents. Trade generally is good and steady.

MONTREAL.

GRAIN—Oats are very strong. An advance is noticeable. Corn has not advanced since last report, but the market is firm. There is no demand for peas, prices for which are purely nominal.

No. 4 barley, store	0 53
Feed barley, store	0 52½
No. 2 white oats "	0 43
No. 3 white oats "	0 42

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

GROCERS WANTED—Who Want More Business
Your business will be steadily progressive if you place our Barley on your order sheet NOW—and keep it there.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

1845-1906
COX'S
INSTANT POWDERED GELATINE
An old friend in a new guise.
Saves time and trouble Recipes in every package
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

CORONET ROLLED OATS
Bulk Only Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

WINDSOR SALT
Verret, Stewart & Co., Ltd., Montreal
Agents Eastern Ontario and Province of Quebec

No. 4 white oats "		0 41
New No. 3 yellow corn "		0 56
No. 2 peas, basis 78 per cent. points		0 80

FLOUR—Good business is being done in some sections, but reports from other quarters inducate but a fair trade. Prices remain without a change.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—A decline has taken place in rolled oats. $2.15 to $2.20 is asked for 90-pound bags to-day.

Fine oatmeal, bags		2 40
Standard oatmeal, bags		2 40
Granulated " "		2 40
Gold dust cornmeal 98 lb bags		1:75
Rolled oats, 90-lb. bags	2 15	2 20
" 80-lb. bags	1 90	1 95
" bbls	4 60	4 70
Choice boiling peas	1 00	1 10

FEED—A continued strong demand for feed is the only noticeable feature. Cars are more scarce than they have been for the past three months. The transportation problem is one which is becoming very serious for the trade.

Ontario bran	20 00	21 00
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	20 00	21 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

HAY—There is a very noticeable weakness in the hay situation both here and in England. Prices locally are down 50 cents.

No. 1	13 50	14 00
" 2	12 50	13 00
Clover mixed	11 50	12 00

TORONTO.

GRAIN—Wheat is higher again this week, Manitoba 1c to 2c and Ontario a cent. Oats, also, are up another cent. Western wheat business east of the lakes is almost at a standstill for want of supplies, though there is still some Western wheat at Buffalo that would be available here at a cent higher than quotations if the millers had to have it. Ontario grain is not moving rapidly, deliveries being light.

(F.o.b. Georgian Bay points.

No. 1 hard		0 84½
Manitoba wheat, Northern No. 1		0 83½
" " " No. 2		0 81½
" " " No. 3, nominal		0 76½
Red, " per bushel. 78 per cent. points	0 70	0 71
White, " " " "	0 70	0 71
Mixed, " " " "		0 70
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "		0 51
" No. 3x, "	0 48½	0 49
" No. 3, "		0 46
Oats, white "	0 37½	0 38
" mixed "	0 36½	0 37

FLOUR—Despite the considerable advance in the price of wheat domestic flour is still unchanged. Business is steady and there is a good export demand on a slightly higher basis, $2.65 to $2.67.

Manitoba Wheat.

60 per cent. patents	4 00	4 50
85 " "		4 00
Strong bakers		3 80

Winter Wheat

Straight roller	3 50	3 60
Patents	3 70	4 00
Blended	3 70	3 80

CEREALS—Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 55	4 65
" " in bags, per bag 90 lbs	2 15	2 20
Oatmeal, standard and granulated, per bbl		4 80
" " " in bags 98 lbs	2 40	2 60

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

IT DOES PAY

to handle the best on the market —when it comes to biscuits.

Perfection Cream Sodas

are baked just as well as biscuits can be baked. No better biscuits can be manufactured—or we would be doing the baking of them.

But the important point is this:

retain their original goodness.

Perfection Cream Sodas are the product of scientific baking conducted with scrupulous cleanliness. Those best of all soda biscuits are then placed in air-tight tins after being wrapped in moisture and dust-proof packing.

We would like to tell you more about *Perfection Cream Sodas*

THE Mooney Biscuit & Candy Company, LIMITED.

Stratford, - Canada

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST., MONTREAL

The Shrewd Grocer

pays a good deal of attention to the tastes of the people. Most people want

Nicholson's Mince Meat

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

Some of your trade may not use Chocolate—they may have tried the numerous so-called Swiss Milk Chocolates and met with disappointment. Try them with

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

and see the result.

The delicate Cailler "taste" makes all other Chocolates seem flat and coarse by comparison. That's why CAILLER'S is the leader.

For Particulars, etc., write

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

When the customer asks for

"Diamond"
brand
Chocolate

why does the grocer turn to

MOTT'S?

We'll tell you—because Mott's "Diamond" Chocolate is the recognised **"Best"**—

Don't forget **"Elite" brand**—

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - - MONTREAL, CAN.

Success Comes Easier

to the grocer who features McIntosh's far-famed cereals than one would readily think.

This is **a cereal age.** People insist on cereals—good dependable cereals—cereals with lots of life and good red blood in every grain, and of course they insist on McIntosh's famous brands.

Swiss Food Beaver Oats

(On the market 20 years) **(The big premium—766)**

McIntosh's Crown Brand Rolled Oats

(are just as good as good oats can be).

P. McINTOSH & SON
TORONTO

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

The Baker's Delight

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profit in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office :
Long Distance Phone Main 6060

Phone in your Orders at our expense.

Stop and Think

Flour sells more than flour in a grocery store—if it's good flour; it spoils the sale of more than flour, if it's poor flour. The housewife *will* have good flour and she will buy her groceries at the same store.

That's one reason why it will pay you to stock and recommend

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

"LUCERNA"

BRAND

22 Tons of Swiss Milk Chocolate

direct from

Switzerland to Winnipeg

OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.
No other House has Anything Like it.
It's a Delicious Sweetmeat.

OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE NOT ALREADY REPRESENTED

JOHN BEARNS, LIMITED

11 Bank of Hamilton Chambers

WINNIPEG - MANITOBA

WILLIAM DOBIE, NEW PRESIDENT OF E. W. GILLETT CO., LTD.

Wm. Dobie, president E. W. Gillett Co., Ltd., is a Canadian, having been born at Woodlands, Ont., on the St. Lawrence river, about 20 miles west of Cornwall, where the whole family, including three sisters and two brothers were born. When a young man he left for the United States, and in 1879 became connected with the business of the late E. W. Gillett, Chicago. His work on the road was of a character to warrant his employer placing him in charge of an office, established upon Mr. Dobie's advice, in St. Louis, Mo. There he remained two years, building up a very large and satisfactory business.

The climate of St. Louis is proverbially trying and Mr. Dobie returned to Canada. In March, 1886, nearly 21 years ago, he started in a very small way to manufacture for E. W. Gillett Co., Chicago, at 32 and 34 Front St. west, Toronto, occupying three small floors. The busines under his sole management kept expanding, and floor after floor of the building was taken in—Previous to opening up the Canadian branch, in 1886, Mr. Dobie had called upon the wholesale trade in Canada, all shipments of orders being made from the Chicago factories.

WM. DOBIE, TORONTO.

In the great Toronto fire of 1904 the Front street factories were consumed, and the present handsome premises on King and Duncan streets purchased.. In 1892 the business of E. W. Gillett was incorporated, and this work reflects great credit upon Mr. Dobie's business tact, as this company is unique in the Industrials as having as its shareholders wholesale and retail grocers throughout the entire Dominion of Canada and Newfoundland. The late E. W. Gillett was the first president of the incorporated company and Mr. Dobie, general manager and treasurer. On Mr. Gillett's death, three years ago, his son, Chas. W. Gillett, was made president. It was the wish of the directors, as well as Chas. W. Gillett, at that time that Mr. Dobie should take the presidency. This honor was, however, declined, but at the recent annual meeting Mr. Dobie was unanimously elected for the post.

To-day Gillett's goods are the best advertised grocery specialties before the trade. Gillett's lye, Magic baking powder, and Royal yeast are as well known throughout Canada as No. 1 hard wheat or Niagara. This result has been attained by carefully directed high-class publicity. No wonder Mr. Dobie is a strong believer in advertising. He knows how and has made a success of it. It is very satisfactory to recall that the first Gillett advertisement in this country was in The Canadian Grocer, and only the other day Mr. Dobie wrote :

"Speaking generally in regard to business of this company may say it could not be in a more satisfactory or flourishing condition. The year just about ended, from present indications, will be by far the best in the history of this business in Canada. All Canadians have a great deal to be thankful for and we, like all others, are hoping that the good times will continue for many years yet. To make a real success, all business concerns connected in any way with the grocery line should by all means advertise in The Canadian Grocer."

Mr. Dobie has a remarkable faculty for detail and a capacity for work that is amazing. These qualities, coupled with his keen business acumen and large grasp of affairs based upon thorough experience and sound judgment have placed him among the leaders of Canadian industry.

RULES LEADING TO SUCCESS.

Take as much interest in your employer's business as if it were your own.

Do your work well to-day—you won't have to do any of it over again to-morrow.

Do not expect to get all you can and give nothing. Do a little more work than is demanded.

Do not let your thoughts be always wool-gathering if you expect to earn an increase of salary.

Be prompt. Show that you have an interest in your work above the desire for an extra half hour in bed in the morning. You can't come down half an hour late every morning and impress your employer with the idea that you are a wide-awake, active man or woman with an interest in your work.

Be cheerful and willing. A sullen countenance is not pleasant to look upon by either an employer or a customer. Remember, your pulling power with a customer is one of your assets. The reserve will be your loss. Be courteous. Do not thrust your troubles and inharmony upon those around you. It is a poor investment.

H. L. Heath, of Huntsville, is selling out his stock and is going out of business in Huntsville. He thinks of going west.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

FIRST-PRIZE CHRISTMAS WINDOW

Display by Dixi H. Ross & Co. Victoria, B.C.—It Shows How the Grocery Trade in the West is Doing Things.

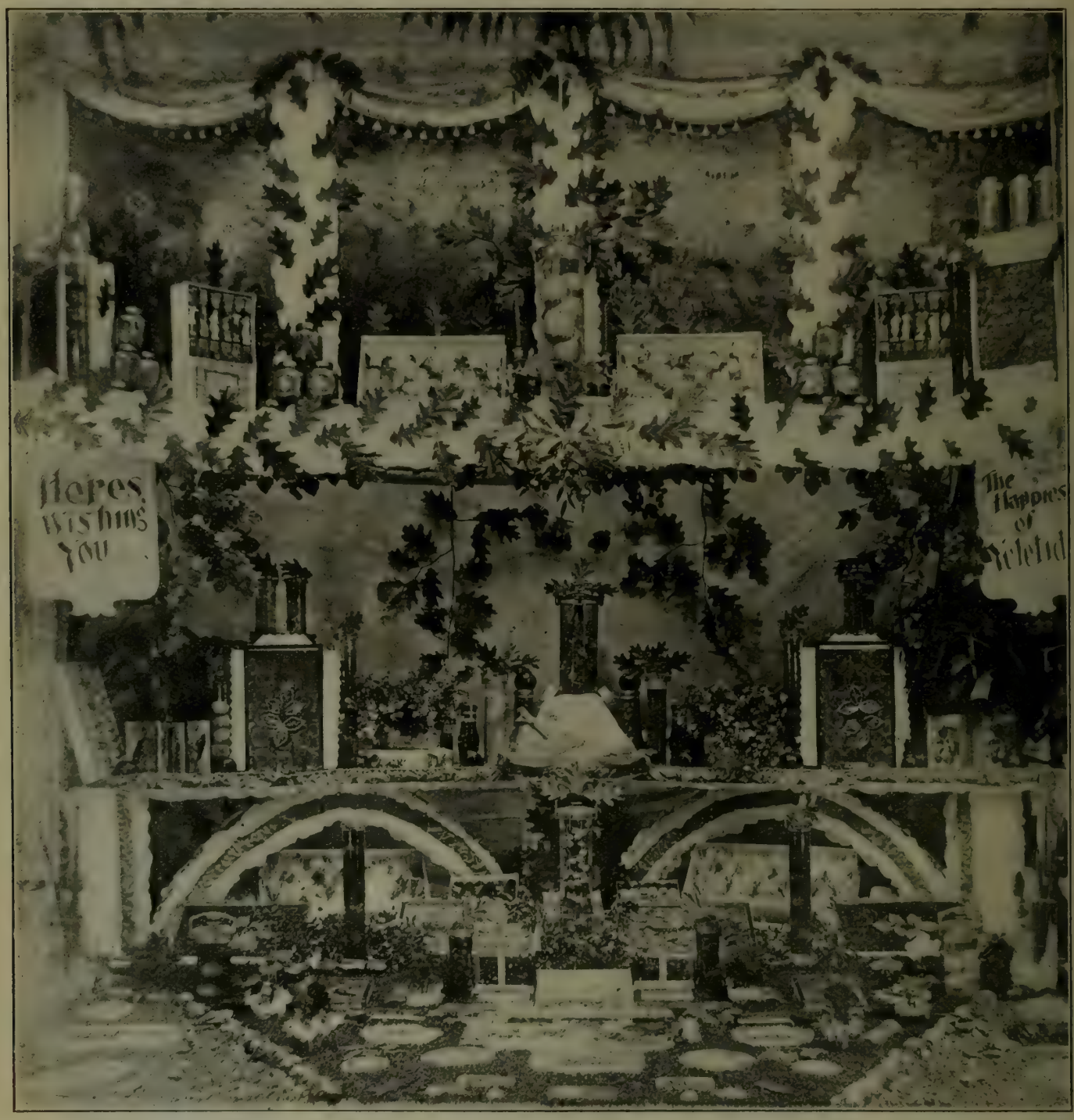
This is the first-prize window in The Grocer's December or Christmas window-dressing competition. It hails from "the coast," its home being Victoria, and it was trimmed for Dixi H. Ross & Co. by H. O. Kirkham, one of the eighteen clerks employed by the firm. The Victoria papers took notice of it, as well they might, and visitors from the east in Victoria at the time were loud in their praises of it.

The centre of the ground floor display is formed of the best quality currants, inlaid with boxes of crystallized fruits, ginger, stuffed dates, Jordan almonds, Smyrna figs, bottles of cherries and extracts and other good things, with a centrepiece of finest Malaga clusters. On either side of the currants, divided by rows of orange, lemon and citron peel, are golden Sultanas, and set in these are boxes of glace cherries, crystallized angelica, plum puddings and fruit cakes in tins, and numerous other little boxes of Christmas dainties.

Farther back will be noticed large bottles of fruit in their natural condition. The centre bottle is "Royal Anne" cherries, the others are plums, pears, peaches, Logan berries, apples grapes, and currants of all kinds.

The floor of the back part of the window is covered with large cranberries, and in these are set boxes of prunes, peaches, pears, nectarines, apricots, and figs, also fancy boxes of bonbon crackers, Christmas candles, etc.

The articles are not set straight, but diagonally, across the window, with a pillar at each end and one in the centre (which does not show very well in the photo). Then on these pillars above the arches, is a shelf, also diagonally set, with a centrepiece on which is seen the 29-pound turkey. On either side of the turkey were placed bottles of corn on



A PACIFIC COAST WINNER.

the cob, green peas, cranberries, etc. The rest of the shelf is filled with flowers and Christmas delicacies, making a very effective back for the window.

The arches and all the woodwork were trimmed with white puff-bunting, with strips of delicate green.

Natural plants and strings of smilax in the window produced a remarkably pretty effect and gave color to the window.

The upper part of the window was also something original. A shelf was constructed, circular at the ends and V-shaped in the centre, and on this shelf goods were placed. The frosted glass at the back was draped with white puffed bunting and autumn leaves, then under this shelf hung clusters of grapes and grape vines, and a bunch of mistletoe in the centre, also the cards with Yuletide greetings. The side shelves and mirrors do not show very well in photo.

AUSTRALIAN BUTTER IN CANADA

Single Shipment of 56,000 lbs. Relieves the Situation West of Winnipeg—Canners and Merchants Against Dating Salmon.

Vancouver, B.C., Jan. 26, 1907.

Provisions of the Pure Food Bill, now before the Dominion House, which, if enacted, would compel the dating of all salmon cans, are strenuously objected to by the salmon canning industry here, and the wholesale grocers of B.C. have joined in pressing the objections upon the attention of the Government. If possible, the bill will be defeated unless amended by striking out the objectionable clause, for the canners claim that grave injustice would be done the industry if enacted in its present form and enforced.

The Wholesale Grocers' Exchange, of B.C., passed a resolution favoring those portions of the bill which provided for rigid inspection of canned salmon, but opposing the proposal to have all cans dated. The resolution, which was forwarded to Ottawa, sets the seal of approval on the inspection of canned salmon, "believing that the guarantee thereby given to the public as to the sanitary and healthful conditions under which the article is packed will tend to increase the demand."

"But," the resolution proceeds, "we earnestly and emphatically protest against any regulation enforcing the marking of cans of salmon with the date of filling, as it would serve no useful purpose in respect to quality, and would completely paralyze sales of salmon held over from year to year. The brokers and wholesale houses of Great Britain who handle the bulk of the B.C. salmon pack, would decline to handle the tins so marked and the result would be most disastrous to the canners."

* * *

British Columbia has a great deal yet to accomplish before that satisfactory stage of development has been reached when the province is producing all, or nearly all the butter, etc., which home consumption demands. But when the prairie provinces of Canada have to import their fresh butter, or any butter, as a matter of fact, it is subject for surprised comment.

A representative for an Australian shipping house states that he has taken orders all the way to Winnipeg for supplies of fresh Australian creamery butter. These will be filled from the stock which arrived by the steamer Moana yesterday. She brought in 1,000 packages of 56 pounds each. Much of this is for consumption in B.C., but, as stated, a portion of it will be distributed to various prairie cities back as far as Winnipeg.

The SS. Moana brought, beside the 1,000 boxes of butter, 4,000 cases of frozen mutton consigned to local wholesale butchers, 875 tons of raw sugar from Fiji for the local refinery, 30 cases of pineapples, and sundry other produce.

* * *

Being the Antipodes, as near as may be, of our Dominion, the Australian commonwealth is now at the season of greatest production of such lines as butter, and in position to ship large quantities and of excellent quality. As a matter of fact the quality is superb, even if the price is high to make up. Apropos of the quality of the butter, and of the fact that much butter is sold as "Australian" which is faked, with false labels, a very good story is told by a wholesale man who handles large quantities of this article, when the season for importing it is on. Australian butter is made in Australia in three grades, and at this season when conditions are perfect, there is perhaps 80 or 90 per cent. of the creamery output good enough to rank first grade. For that reason, and for the name it has, the dealers in Australia ship none but first grade to Canada.

At the very best figuring the price is high. But some crude Canadian artists wishing to meet popular demand at all hazards, "put up" three grades, which they sell, very naturally, below the legitimate dealers' price for Australian. It chanced that a customs man who had seen the manifests and invoices for the importations, when being cleared, was in a store where Australian butter was very prominently advertised, and he found the price was 30 cents per pound. "But," said he, "it costs that to get it here. How, then, can the importer make a profit, sell it to you and let you make a profit, in selling it to me at 30 cents ?"

The dealer frankly admitted that there was nothing to it but the label and that was false. They had simply bricked up ordinary butter of inferior grades and wrapped it in faked label paper. The moral is obvious and applies to more than faked Australia butter.

* * *

Scarcity has marked the produce lines in local markets for the past two weeks or more, owing to the cold snap, which has happily this week given place to balmy spring-like weather, with a sunshine and occasional warm rains. The frost has disappeared and only on higher altitudes is any snow remaining.

The butter supply has been cut down to a minimum and the trade is living from hand to mouth, while the consumer is paying whatever price is named and feeling thankful to get anything. The receipt of consignments of 1,000 boxes of Australian fresh grass creamery butter, by the S.S. Moana, noted elsewhere, has relieved local conditions for the time. No eastern butter can be expected, and in view of Australian butter being shipped to most of the leading prairie towns as far as Winnipeg, no further supplies can come from there at present. The local production has not been down to such small compass for many seasons. The fact is evidenced by the wholesale quotation of 40 cents for fresh local creamery. The Australian butter has been wholesaling at 32½c., northwest creamery is up to 30c., while dairy butter is from 25 to 30c., and but little offering.

Eggs were entirely cleaned up on the market this week. There was a car came through, heated, from the east, but the heating system is not proof against the severity of the recent cold snap across the prairies. The stock was received in bad shape, which was the fate of a car which came in some time previously.

The only stock in sight at the present moment is some due to arrive from California. These are strictly fresh ranch eggs, not cold storage, for all the storage stock has been disposed of long ago, and there is not a case west of the mountains in all the coast states. The California eggs will sell about 45c. to the retailer. Of course these prices will not hold long as southern supplies will soon be liberal. The local fresh eggs are 50c. per dozen wholesale, when any can be got, but there are very few on the market.

In fruits, receipts of oranges are still liberal. No reports of injury to the California crop have been received since the cold snap. The Australian steamer brought in a quantity of pineapples. Other receipts of fruit are light. Prices are steady, Malaga grapes having gone down $1 to $6.50 per half barrel. Oranges, all navels yet, are $3 to $3.25 per box; apples, $1.25 to $2; pines, $3.25 to $4.25 per case; Cape Cod cranberries, $12 per bbl.; bananas, 5½c. per lb.; lemons $4 to $4.75.

Potatoes have been short on local markets lately because no deliveries were made. Now the cold weather is over, reports are coming in that frost has injured many, owing to insufficient protection against such an unwonted degree of cold. This would indicate that higher prices will be asked, though very low figures have been quoted till this week. The lower mainland stock is $16 per ton, while fresh quotations have not yet been made on Agassiz and Ashcroft grown potatoes, the old figures of $18 and $24 still prevailing.

Hothouse lettuce has been held back for some time too, and the price is 25c. higher, $1.75 being asked.

NESTOR ON THE ICE.

It's no wonder the Lumbers team is ahead. James Lumbers is one of the best, and certainly one of the oldest, skaters in town. He's the only wholesale grocer on the ice. Every fine afternoon when the ice is good and the weather passable finds him in the John D. Rockefeller class on Moss Pork rink. If it wasn't just that he wants to give the young chaps a chance he would be on the hockey team.

JUST ARRIVED!

Two Cars Valencia Oranges

Large 420's, large 714's and ordinary 420's

in fine shape and prices are very low.

One car Golden Flower, Extra Fancy California Oranges, Lemons, Grape Fruit, California Celery, Tomatoes, Valencia and Domestic Onions.

TORONTO

INDIVIDUALITY

in a Brand is the direct result of Quality.

Hence, re Oranges, we affirm:

"GOLDEN FLOWER"
to be Extra Fancy

"GOLDEN FRUIT"
to be Fancy.

"GOLDEN GATE"
to be Extra Choice.

Make no mistake—order these brands and your Orange Business will increase so as to make your Bank Account assume an

INDIVIDUALITY

of proportions.

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Decline in Orange Prices—Marmalade Oranges Arrive—Vegetable Market Feels the Cold Weather—Satisfactory Fish Trade.

Several lines of fruit show a decline this week, Toronto markets being particularly affected. Montreal reports fairly good demand for oranges, but the market is not yet entirely satisfactory to Toronto dealers. Almeria grapes are almost off the market, while bitter oranges and strawberries are the only new lines.

The vegetable market has felt the cold weather of the past week very keenly. Potatoes and cabbage have suffered particularly.

All markets report a good trade in fish.

MONTREAL.

GREEN FRUITS—Oranges and lemons are in good demand at current prices. Good orders are being taken for nearly all varieties of oranges. Bananas are being sold quite freely in the city, but country trade is slower than it has been in the past. Grape fruit is firm in price and likely to be higher. Florida oranges are also said to be on the verge of an advance. Almeria grapes keep high.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 00
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 00
Manderines, box		1 00
Tangerines, half box	2 50	3 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 00	4 50
Lemons	2 00	2 50
Pears per half box		2 75
Mexican oranges, box		2 40
California oranges, new navels	3 35	3 50
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	7 50	8 50
Florida grape fruit, box		4 50
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl		7 50

VEGETABLES—Some dealers are complaining of the potatoes which have been received lately. Goods were shipped during cold weather and are arriving frost-touched. Choice stock is obtainable, however, when the price quoted is paid. Tomatoes are in good demand at quoted figures. Some dealers expect lower prices but cannot say for a certainty that they will be able to make offers lower than at present. Cabbage is selling freely despite the high prices asked.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
Florida tomatoes, crate		5 50
Turnips, bag		0 75
Water cress, large bun hes, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	1 10
California celery, crate	6 50	7 00
Spinach, per bbl		4 50
Cucumbers, per doz		2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb		0 06
" bbl		8 50
Jersey sweet potatoes, basket		2 50
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets bag		0 75
Carrots, bag	0 90	1 00
Green beans "		10 50
Mushrooms, lb	0 85	1 00
Horseradish, lb		0 15
Rhubarb, doz. bunches		1 00
New Orleans shallots, doz		0 60

FISH—Business has not been as good as it now is for many months, according to reports of dealers. Prices hold steady in nearly every case. Orders are of good size and there is a generally healthy feeling in the fish market. Large frozen sea herring are selling freely at figures quoted. New tomcods are higher this week, as much as $1.10 being asked.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, " "	0 05	0 05½
Steak cod, " "	0 04½	0 05
Mackerel, large, " "		0 11
Lake trout, " "	0 08½	0 09
Dore, " "	0 07½	0 08
Whitefish, " "	0 07	0 07½
Cod fish, " "	0 03½	0 04
Small sturgeon " "	0 07½	0 08
B. C. salmon " "	0 08½	0 09
Qual'a salmon " "		0 08½
Smelts " "		0 09
New tomcods, bbl		2 00
Frozen herring, large, bbls., 300 fish, per 100 fish		2 10
" " less than bbls., per 100 fish		2 20
" " medium, per 100 fish	1 40	1 50
Smoked and Salted—		
St. John bloaters, "		1 20
Haddies, in 15-lb boxes, per lb		0 07
Kippered herring, half boxes	1 10	1 20
Smoked herring, per lb		0 11
Yarmouth bloaters, box		1 20
Skinless cod, 100 lb. cases		5 50
Boneless, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Boneless cod, per lb	0 08	0 09
No. 1 salt eels, "		0 08
Dry cod in bundles		6 50
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal		1 60
Malpaque shell oysters, bbl		9 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Boiled lobsters, medium, per lb		0 15
Live " " "		0 14
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, bbls		10 50
No. 1 Sea trout, half bbl		5 75
Labrador salmon—		
" " in bbls		12 00
" " tierces		16 00
" " in ½ bbls		6 50
Large green cod, bbls., 200 lbs		9 50
No. 1 green cod, in bb's. of 200 lbs	6 50	7 50
Small " " "		5 75
No. 1 Haddock, bbls. 200 lbs		7 00
New turbot, bbls 200 lbs		8 00
Pickled sardines " bbl		5 50
" " h'f. bbl		3 50

TORONTO.

FRUIT—With the exception of Jamaicas and tangerines all lines of oranges are lower this week. The first shipment of marmalade oranges is now on the market. Almeria grapes are no longer quoted. Strawberries are added to the fancy fruit list, the prices asked ranging from 65 to 75 cents per quart. Cranberries are still on the decline.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s	2 50	2 75
" Mexican 126s 216s	2 15	2 40
" Tangerines, half box		3 50
" Valencias, 420's and 714's	3 25	5 00
" navels, 96's, 250's	2 65	3 50
" marmalade, 160,s 200s, 210s, per box		3 50
Grape fruit, 46's 80's	3 00	3 75
Lemons, Californias, boxes	3 50	4 00
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 00	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Cranberries per barrel		10 00
" " crate	3 50	3 75
Strawberries, per qt	0 65	0 75

VEGETABLES—Rhubarb is considerably lower in price, and a splendid quality of stock is offered. White beans are also much lower. Cabbage has advanced owing to the prevalent cold weather.

General trade is reported none too brisk.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	....	0 75
Sweet potatoes, per hamper	....	2 00
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 10	1 25
" Canadian, per bag	....	1 25
Cabbage, new Canadian, per bbl	1 50	2 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	....	1 25
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz	0 50	0 60
Cucumbers, hot house, per doz	....	2 40
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	....	1 40
" " hand-picked, bush	....	1 50
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, Cuba, per 6 basket crate	....	6 00
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz	....	5 50
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 50

FISH—This week's quotations show very little change. Ciscoes are somewhat higher, some dealers quoting $1.35 per basket, against last week's quotations of $1 to $1.25. Sea herrings are 25 cents less per 100.

Fresh halibut	....	0 18
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 25
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Frozen mackerel	....	0 10
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb	....	0 10
Pink Salmon, per lb	....	0 09
Red " "	....	0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb	....	0 10
" extra, per lb	....	0 15
Lake Superior herrings, per lb	....	0 03½
Pike, per lb	....	0 05½
Yellow pickerel, per lb	....	0 08
Kippered herrings	....	1 25
Sea herrings, per 100 count	....	2 25
Goldeyes, per lb	0 05½	0 06

NEW FISH SHIPPING PLANS.

The Minister of Marine and Fisheries has taken practical measures for carrying into effect a scheme that has been under consideration for years past for the transport of fresh fish from the Maritime Provinces to the markets of Ontario and Quebec by means of cold storage. A vote of $25,000 has been placed in the estimates to encourage the railway companies to establish the necessary cold storage service, and the Hon. Mr. Brodeur is now in communication with the railway companies to secure their co-operation. The service will go into effect next Summer, and will, it is hoped, fill a long-felt want in Montreal, Toronto, Ottawa, and other interior centres.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

FIRST ARRIVAL
MARMALADE ORANGES

All 200 Size,
Price $3.25 per box

Order a box or two and get your trade going
2nd shipment will not be here for three weeks

WHITE & CO., Limited
TORONTO and HAMILTON

You Know

we are not "Handing you a Lemon" when we speak highly of "ST. NICHOLAS" LEMONS—Time is the real test of merit and "ST. NICHOLAS" shows the highest merit all the time.

W. B. STRINGER & CO., Sole Agents, TORONTO

2 Cars Valencia Oranges, ordinary and large, 420's
Car Navels *1 Car Cabbage*
2 Cars Lemons *1 Car Valencia Onions*
Are among our arrivals this week. Quality fine and prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
Your consignments of eggs and other produce solicited.

ARRIVALS THIS WEEK

ONE CAR FANCY CALIFORNIA NAVELS
Fine color and excellent quality
ONE CAR VALENCIA ORANGES
Ordinary and large 420s, fine quality and cheap
ONE CAR FANCY BANANAS
Also CALIFORNIA CELERY—OYSTERS—HADDIES, Etc.

HUGH WALKER & SON **GUELPH, ONT.**

SOME CLOSE FRUIT PRICES

FLORIDA ORANGES, $3.00 **GRAPE FRUIT, $3.50**
TANGERINES, $4.00 **TOMATOES, $4.00**
MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

Our

Pure Apple Juice

has caught on. People insist on it

The Wise Grocer features our

Jams and Jellies

And a post card will bring you the reasons why.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CANADA'S CARIBBEAN TRADE.

Better Shipping Facilities Provided—Flour Not Satisfactory Yet.

Geo. C. Yuille, of Watson, Boyd & Co., Port of Spain, Trinidad, writes:

Dear Sir,—"The Chamber of Commerce in Trinidad has within the past few months, in conjunction with the Canadian Government Agent here, associated itself with a movement which is general throughout most of the West Indian Islands and Demerara, for better trade relations and shipping facilities between the islands of the Caribbean Sea and the closer parts of the South American Continent and the Dominion of Canada, but we do not know that anything very special so far has been consummated. Certainly the "Pickford & Black" Steamship Co. has inaugurated a two-weekly service of steamers in place of the recent irregular service, and this is doing much towards the desired end. What we in Trinidad want to see is the drawing of all our foodstuffs from Canada instead of as at present from the United States, but, unfortunately, there is a deep-rooted prejudice against Canadian flours on account of the past experience of the ill-keeping qualities of most brands. This prejudice must be removed and we are glad to say there is a tendency in that direction."

BOARD OF TRADE OFFICERS.

Kentville, N.S., Board of Trade at its recent annual meeting elected these officers: President, Wm. Yould; vice-president, W. P. Shaffner; secretary-treasurer, A. E. Dunlop; auditors, W. S. Benson and S. S. Strong; council, J. W. Ryan, R. C. Dickey, E. B. Newcomb, G. E. Calkin, A. E. Calkin, Chas. Smith, Dr. W. S. Woodworth and D. J. Murphy.

E D S

"BUSINESS ALWAYS GOOD."

So says the shrewd grocer because he makes it his business to feature

"E.D.S." BRAND Jams and Jellies

Can you, as a practical man, afford to ignore this fact longer? When I state that the "E.D.S." BRAND JAMS and JELLIES are the purest, most wholesome and best manufactured in Canada, I am merely stating facts which I can prove to your satisfaction.

N. B.—"Thousands of Grocers feature the "E.D.S." Brand Jams and Jellies because I made good my assertions."

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,

Winona, Ont.

OUR BUSINESS IS Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

Fruits, Green and Dried, and Nuts are our Specialties.

Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.

C. & F. prices given for car lots.

FRED^K. FISHER & SONS

St. Magnus House, Monument St.

LONDON, ENGLAND

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING

WAGSTAFFE'S Fine Old English Pure Orange Marmalade

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

Wagstaffe's Fine Old English Pure Orange Marmalade

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

MADE IN HAMILTON, CANADA, BY

WAGSTAFFE, Limited

The Pure Fruit Preservers.

LENT STARTS FEBRUARY 13th

We Lead---Others Follow

We are the largest receivers and distributors of Fresh, Frozen, Smoked and Salted Fish in Canada. Send a post card and get our quotations

THE F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters

76 and 78 Colborne Street **TORONTO**

1907

FISH

FISH **FISH**

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

FISH for LENT

A Few Lines We Quote

SALTED

Skinless Cod
Boneless Cod
Labrador Herring
Labrador Salmon
Lake Trout
Sea Trout
Mackerel
Green Cod

FRESH FROZEN

Large Sea Herrings
Haddock
Halibut
Salmon
Pickerel
Smelts
Pike
Cod

SMOKED

New Haddies
Kippered Herrings
Yarmouth Bloaters
Smoked Herring

OYSTERS

Standards in Bulk
Selects in Bulk

ALL OTHER LINES IN SEASON.

Order at once. **Prices the best.** **Delivery prompt**

WRITE DIRECT FOR PRICES

THE LARGEST FISH WAREHOUSE IN CANADA.

P.O. Box 639
Long Distance Phones

LEONARD BROS.

20, 22, 24 and 26 Youville Square - MONTREAL

Also ***ST. JOHN, N.B***
GRAND RIVER
GASPE

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1-lb. tablets
CHEBUCTO—In 1 and 2-lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers. ***Write or see our nearest Agent—***

Montreal—A. A. Perry, 6 St. Sacrament St.
Toronto—Anderson Powis & Co.
Hamilton—Alfred Powis
London—Wm. G. Coles & Co.
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

HAVE A BOX OF CIGARS ON ME

Mr. Grocer! It is generally admitted all over this continent that **Pebble** and **Pharaoh** Cigars are just about as good as good cigars can be. There may come a time when better cigars will hold the centre of the stage, but that time is not yet.

The PEBBLE and PHARAOH Cigars

are the best I know how to make. Incidentally that explains the enormous sale of these cigars during 1906. Bu —I want to tell you about my better way of doing business and the cigars are on me if you do not unhesitatingly endorse my plan just as soon as you know it. See issue Jan. 11th for The Payne Plan. It will interest you. Or drop me a card a I will explain more fully.

NOW is a good time.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

"THE VIRTUES OF THE PIPE"

Men worth the love of women, all philosophers and most good fellows enjoy the pipe. But—to obtain that exquisite solace which sweetens life one must fill one's pipe with

T. & B.

the premier tobacco manufactured in Canada and equal in fragrance to any tobacco manufactured on this planet.

There's a world of soothing satisfaction in every ounce of **T. & B.** It delights the smoker and makes the merry grocer merrier. Of **T. & B.** it has been written: **"Tobacco sells more than Tobacco."**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

BRADSTREET'S FAILURE RECORD

Bradstreet's record of failures in Canada for 27 years past is as follows:

	Number.	Assets.	Liabilities.
1906	1,232	$4,258,310	$9,540,915
1905	1,424	6,556,331	13,837,176
1904	1,177	4,136,618	10,018,299
1903	956	3,832,197	8,328,362
1902	1,092	3,597,220	8,328,658
1901	1,370	5,196,951	11,656,937
1900	1,333	4,244,932	10,786,276
1899	1,285	4,507,608	11,077,891
1898	1,427	4,085,722	9,644,100
1897	1,907	5,191,647	13,147,929
1896	2,179	6,724,535	16,208,460
1895	1,923	6,299,177	15,793,559
1894	1,873	11,947,253	23,985,283
1893	1,781	7,388,692	15,690,404
1892	1,682	4,848,095	11,603,210
1891	1,846	6,014,000	14,884,000
1889	1,616	6,119,585	13,147,910
1888	1,730	7,178,744	15,498,242
1887	1,315	8,407,000	17,054,000
1886	1,186	5,566,474	11,240,025
1885	1,286	4,201,831	9,210,334
1884	1,363	9,074,000	17,126,000
1883	1,464	12,367,000	22,155,000
1882	755	3,948,000	8,139,000
1881	607	3,278,475	6,122,208
1880	839	4,700,372	9,340,929

The above statistics go far to confirm the advices of large trade and good profits in Canada in the past year. There were 1,232 failures in the Dominion in 1906, a decrease of 13.4 per cent. from 1905, while the liabilities were $9,540,915, a decrease of 31 per cent. from the preceding year.

CANNING TO COST MORE.

Commenting on the increase this year in the cost of packing vegetables, Strasbaugh, Silver & Co., Aberdeen, Md., say: "The price of cans has at last been named and is 25 cents per hundred higher than last year. Solder will be 33 1-3 per cent. higher, with prices for raw stock and canning house labor still unsettled. Growers are asking as high as $10 and $11 per ton this year when the prevailing price per ton for 1906 was $8, which means 5 cents per case for each $1 advance, and, as labor is in such demand and at higher rates all along the lines, canning house labor will also expect its proportionate advance and being in such demand the quality obtained will necessarily be much inferior, leaving the packer in the position of paying higher wages to less skillful workmen, which will increase the cost of production in a way altogether unexpected and make sad havoc of anticipated profits."

MOVED ROUND THE CORNER.

Rose & Laflamme, commission merchants and agents, have moved their Toronto office from the Board of Trade building to 23 Scott street, where their telephone number is Main 7310. The Toronto manager, W. T. Merrick, will be pleased to receive all the firm's old friends and any number of new ones at his new quarters.

OTTAWA BOARD OF TRADE.

The Ottawa Board of Trade has elected these officers: President, J. W. Woods; vice-presidents, P. Whalen and D. M. Finnie; treasurer, John R. Reid; council, A. W. Ault, James Ballantyne, C. J. Booth, James Davidson, W. H. Dwyer, G. C. Edwards, Chas, Hopewell, Geo. S. May, M.L.A.; John McKinley, D. Murphy, G. C. Orme, Geo. Southam, Board of Arbitration, Thos. Ashwith, T. C. Bate, N. A. Belcourt, M.P., J. R. Booth, Geo. Burn, Fred Cook, F. H. Chrysler, James Davidson, G. B. Greene, D. MacLaren, G. H. Perley, M.P., P. D. Ross.

A GREAT INCREASE.

The Salada Tea Co. report that the total increase in their business in 1906 over 1905 amounted to twenty-three per cent., all branches combined, and that this increase constituted a larger business than their entire output made in the first five years they were in business.

In the Toronto branch, which handles Ontario and western business, and which was established nearly fifteen years ago, the increase was twenty-six per cent. So far during 1907, it is said, the company have had an average increase of over 6,000 lbs. per week in the Toronto branch alone.

LUCERNA CHOCOLATE.

John Bearns, Ltd., Winnipeg, are handling for the whole of Canada the "Lucerna" Swiss milk chocolate manufactured by the Anglo-Swiss Milk Chocolate Co., of Hochdorf, Lucerne. The Canadian Grocer can vouch for the fact that this Swiss chocolate is toothsome, for to taste is to know. The manufacturers are a very wealthy company and it is their intention to push the sales of their product vigorously in Canada. Grocers and agents will find their efforts seconded by an aggressive advertising campaign. The billboards will shortly declare the merits of the chocolate as attractive posters are being prepared.

Agents to sell to the wholesale trade are wanted for some territories.

E. A. Shoebotham, representing the Battle Creek Health Food Co., whose Canadian factory is at London, was a caller at the Toronto office of The Canadian Grocer the other day.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

1887 ——— 1907

20 years of progress and successful business speak favorably of the popular firm of

JOS. COTE,

The largest Importer and Wholesale Tobacconist of the City of Quebec

Office and Sample Room, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street
PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

WHOLESALE GROCERS ON THE ICE

Three Good Games of Hockey—Standing of the Toronto League to Date—Lumbers & Co. Lead for the Tillson Trophy.

On Tuesday evening, January 15th, at Varsity rink, Davidson & Hay won their first game in the Toronto Wholesale Grocers' Hockey League by defeating T. Kinnear & Co., 3 goals to 1. The game was keen and fairly fast, and Referee T. C. Webber, the Brokers' fast forward, had no trouble in keeping it under control. Only two men were ruled off for rough play. T. Kinnear & Co. started off with a rush which did not last long, their condition not being as good as Davidson & Hay. T. Kinnear & Co. were shy three of their best players. For the winners Gould and Bilton were the stars. These teams meet again on Feb. 4th.. The teams lined up as follows :

Davidson & Hay — Goal, Robinson, point, Bilton ; coverpoint, Gould ; right forward, Meath ; centre, Wylie ; left forward, Moffatt.

T. Kinnear & Co.—Goal, Legge; point, G. H. Rennie ; coverpoint, T. H. Kinnear ; right forward, Holken ; centre, Tulford:; left forward, C. Rennie.

Referee, T. C. Webber.

Brokers Were Strong.

The game Monday night, January 21, played at 'Varsity rink between T. Kinnear & Co. and the Brokers, was looked forward to with great interest, as these two clubs were the strongest in last year's league, they playing off for the championship at the Mutual street rink last Winter, the Brokers winning out and carrying away the Tillson trophy and the handsome gold medals presented by Col. Jno. I. Davidson. This year it is hard to say which club has the better team, all four being much stronger than last Winter. To date Jas. Lumbers & Co. head the league, having won two games and lost one.

Monday's game was not what you would call a rough game, yet referee S. Oliver had to penalize four of the players. The Brokers had a new man on their line-up, Charlie Morrow, agent for Quaker Oats, who plays point for the senior Argonauts, and was a tower of strength to their defence. The first goal was scored by a zig-zag rush of Morrow's, then passing to Bill May, the Brokers' fast forward. After five minutes' play the Brokers scored another, and just before half-time point Percy Millman took the puck down and passed to Tom Webber, who banged the nets for another, making the score at half-time 3 to 0 in Brokers' favor.

Shortly after the second half started Bert Brown, T. Kinnear & Co.'s coverpoint, broke his skate and had to retire, Morrow going off to even up. At this time Kinnear & Co. were playing much better hockey, and on a pass from Humphrey to Rennie to Kinnear scored their first goal and repeated the trick in 2 minutes. This wakened up the Brokers once more, and while Tom Kinnear and Billy May decorated the fence, Webber and Ade Millman took the rubber from centre and Millman opened the nets for another. Score 4—2. After five minutes' play Humphrey took a shot from centre and added one for Kinnear. Score 4—3. Brokers and Kinnear each scored another, making the score 5—4, and three minutes before time was called May took the puck from Humphrey and shot another, making the score at the finish 6 to 4 in favor of Brokers. The line-up :

T. Kinnear & Co.—Goal, Legge; point, G. Humphrey ; coverpoint, B. Brown ; rover, W. Ford ; right forward, C. Rennie ; centre, T. Kinnear ; left forward, Tulford.

Brokers—Goal, H. Ferguson ; point, C. Morrow ; coverpoint, P. Millman ; rover, T. C. Webber ; right forward, W. W. May ; centre, Geo. Hortop ; left forward, A. R. Millman.

Referee, S. Oliver.

Lumbers & Co. Win Again.

One of the best games of hockey played in the W.G.H.L. was pulled off last Friday night at 'Varsity rink, when Jas. Lumbers & Co. added another victory to their list by defeating Davidson & Hay's husky team 4 goals to 2. The ice was keen and fast hockey played all through and at times rough, there being six men penalized. Bilton, Davidson & Hay's point player, was ruled off a second time for rough-house playing. Referee Webber should have watched this man more closely and made his penalties heavier.

These teams were very evenly matched in the first half, the score at half-time being 2 all, but in the second half Jas. Lumbers & Co. proved to be in better condition and played an errorless game. The playing of S. Oliver, Fred Lumbers and A. Johnston was particularly noticeable, and through their hard work two more goals were scored, making the score at full time 4 to 2 in favor of Lumbers & Co. For Davidson & Hay, the playing of Bilton, Gould, and Robinson in goal, was brilliant. The teams lines up as follows :

Jas. Lumbers & Co.—Goal, Wess Lumbers ; point, T. Kerr ; coverpoint, S. Oliver ; rover, F. Lumbers ; left forward, R. Marshall ; centre, A. Johnston ; right forward, W. Carrigan.

Davidson & Hay—Goal, R. Robinson ; point, Bilton ; coverpoint, Gould ; rover, Gladish ; left forward, Meath ; centre, Wylie ; right forward, Moffatt.

Referee, T. C. Webber.

Up to Date.

Standing of the league to date :

	Won.	Lost	To play
Jas. Lumbers & Co....	2	1	3
Brokers	1	1	4
Davidson & Hay, Ltd...	1	1	4
T. Kinnear & Co.	1	2	3

BIG BLAZE IN WINNIPEG.

A handsome 5-storey structure, in Winnipeg, occupied by the western branches of a number of eastern firms, was destroyed by fire Monday. Among those burned out were the Copeland, Chatterson Co., Toronto; W. Paterson & Co., biscuit manufacturers and confectioners, Brantford; F. F. Dalley & Co., Hamilton; H. J. Boyd, wholesale crockery; and the J. D. King Co., Toronto. The total losses are placed at $210,000.

THREE NEW TRAVELERS.

Lately Joined the Staff of H. P. Eckardt & Co.—Fields of Operation.

Three new men have recently joined the traveling staff of H. P. Eckardt & Co., Toronto. G. L. Scott, who has been added to the city selling staff, steps from the retail to the wholesale department of the trade. He was one of the brightest and most promising grocery clerks in Toronto. He was with Swan Bros. for 10 years and could have had no better tuition. Ambitious, enterprising and industrious, with a pleasing address and a thorough working knowledge of the trade, Mr. Scott is assured a bright future.

A. M. Cowling, of Colborne, who recently sold his business there to Bradd Bros., is now representing the firm in the Niagara Peninsula and on the main line of the Grand Trunk south, as far west as Ingersoll.

Mr. Cowling conducted his Colborne business successfully four years. His sunny smile and genial ways will make his paths pleasant. He follows Bert Milner who recently left the road to go into business for himself in his home town of Brampton. If Mr. Cowling keeps the grass from growing on Bert Milner's territory he'll do.

The third man is G. J. Gould, formerly with Douglas & Ratcliff. He takes up the task laid down by "Bill" Bradley in Central Ontario north. Mr. Bradley is going into business for himself in the metal trade in Ottawa. In that he simply follows the family bent. Mr. Gould was laid up this week with grip.

NOVA SCOTIA MERCHANT DEAD

James A. Gass, for Thirty-five years in Grocery Trade in Halifax.

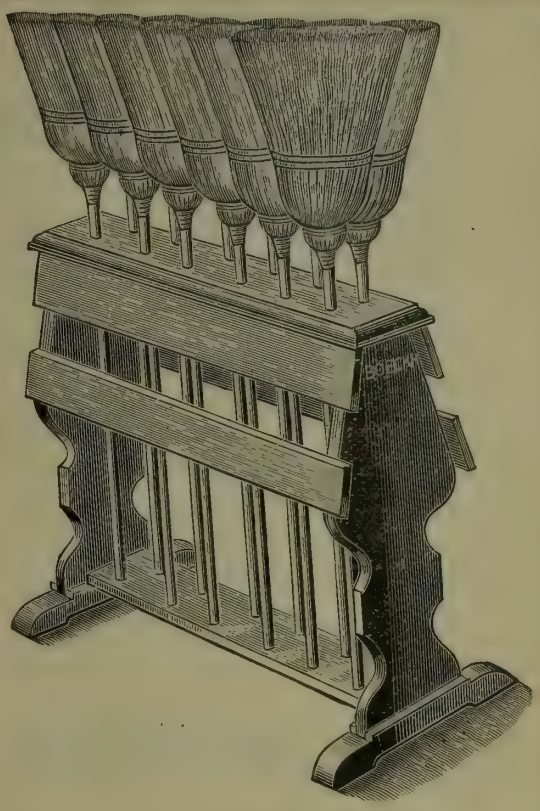
James A. Gass, aged 60 years, a prominent business man of Halifax, passed away at his home in that city last week. Mr. Gass was a native of Shubenacadie, but came to Halifax some 35 years ago and has since conducted a crockeryware and grocery business, first on Argyle street and afterward on Granville street. He was a prominent Mason and belonged to Royal Sussex Lodge, A.F. and A.M., and was a Past Deputy Grand Master of the Grand Lodge of Nova Scotia. He was also a member of the Scottish Rites and belonged to the Knights Templars. The deceased was also a member of North British Society and of the Halifax Lodge of the Knights of Pythias. In every organization to which he belonged he was well liked and always took an active interest.

The deceased, who was a man of sterling character, is survived by a widow, one son and two daughters, Misses Florence and Jean. His son, J. Edward, was in partnership with his father, in the firm of J. A. Gass & Son.

E. D. Marceau Company, Montreal, are offering good values in Japan teas. Some choice lots are on sale. The coffees of this company are also quoted.

Kings county, N.S., has invested in fishing gear $20,515. The catch of fish last year amounted in value to $63,244.

'A NAME PROCLAIMED AFAR!'



BOECKH on BRUSHES and BROOMS
MEANS **SECURITY**

BOECKH on BRUSHES and BROOMS
MEANS **HONESTY**

BOECKH on BRUSHES and BROOMS
MEANS **SELL-ITY**

BOECKH GOODS ARE GUARANTEED
Any Jobber will be pleased to supply you.

UNITED FACTORIES, LIMITED
80 York Street, TORONTO, CANADA

"WELL, I GUESS"—

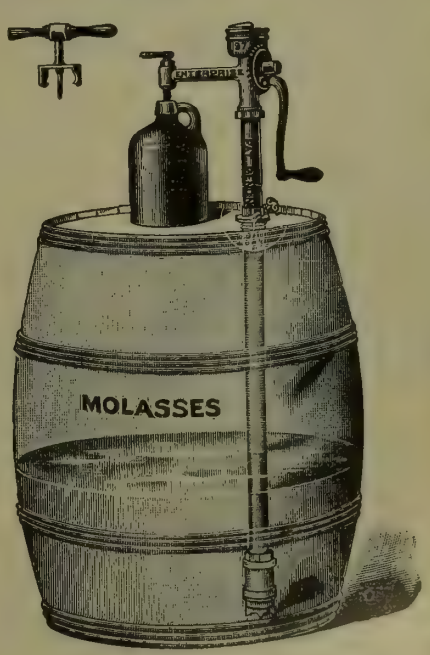
Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE



Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

"UNISYSTEMS"

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

UNIVERSAL SYSTEMS, LIMITED

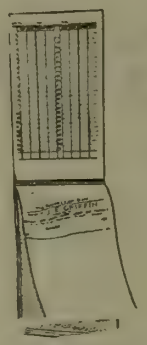
8-10 ADELAIDE STREET WEST
TORONTO

14 BANK OF OTTAWA BLDG.
MONTREAL

STOP WORRYING!

Look at that cut for a minute. That's a

Duplex Counter Check Book



and worry won't hang around the store where it is used. You ought to know more about it because there's money in it for you.

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

GOOD GROCERY FIXTURES should provide for—

EFFICIENCY of Service.
ECONOMY of Space, Time and Labor.
CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

Clean Oil and a Clean Store

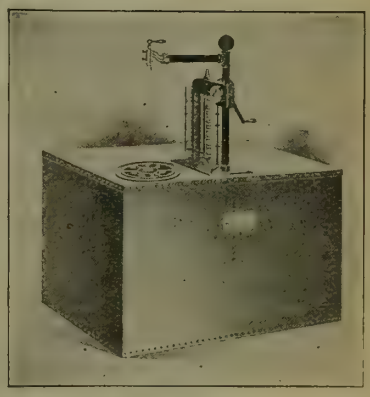
You don't have to put up with dirty, greasy floors and furniture, contaminated merchandise and odor-laden atmosphere, simply because you store and sell oil in the same room with your stock. Neither do you have to sell your customers oil which is full of dirt and grit and only half as efficient as it ought to be on account of evaporation, simply because you store the oil yourself for a time.

The Bowser Self-Measuring Oil Tank will store your oil and keep it pure and clean and secure from evaporation. It will pump the oil directly into the customer's can without funnel or measure and it will keep the store as clean and free from odors as if no oil were sold there.

The pump can be placed where it is most convenient and the tank can be on the first floor, in the cellar, out doors or underground, in fact, anywhere.

Send for catalog B., which describes the Bowser System.

S. F. BOWSER & CO., INC., 66-68 Fraser Ave., Toronto



Cut No. 9—First Floor Outfit with All Metal Tank

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

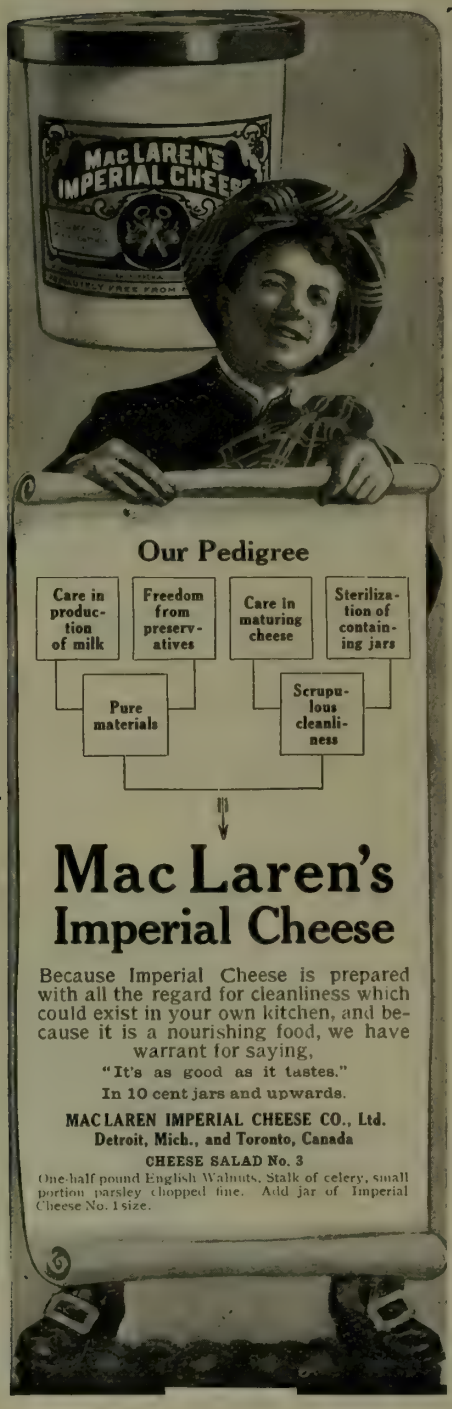
The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED TORONTO, ONT

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

Advertisements Which Sow The Seed

And Create a Demand from the Best People


MacLAREN'S IMPERIAL CHEESE
Our Pedigree
Care in production of milk
Freedom from preservatives
Care in maturing cheese
Sterilization of containing jars
Pure materials
Scrupulous cleanliness
Mac Laren's Imperial Cheese
Because Imperial Cheese is prepared with all the regard for cleanliness which could exist in your own kitchen, and because it is a nourishing food, we have warrant for saying,
"It's as good as it tastes."
In 10 cent jars and upwards.
MACLAREN IMPERIAL CHEESE CO., Ltd.
Detroit, Mich., and Toronto, Canada
CHEESE SALAD No. 3
One-half pound English Walnuts. Stalk of celery, small portion parsley chopped fine. Add jar of Imperial Cheese No. 1 size.

GOOD!
MACLAREN'S IMPERIAL CHEESE
to the very last bit.
From the opening of the jar to the last morsel you scrape from the bottom,
MacLaren's Imperial Cheese
retains all the delicacy of flavor and rich creamy taste that makes it the perfect table cheese. The opal jar in which Imperial Cheese is put up keeps the cheese always as pure and sweet as it was when you broke the seal—never becomes hard or dry. And the fresh, clean, inviting look of the jar itself gives it an appetizing appearance on the table.
Imperial Cheese is ideal food, for it combines the highest percentage of nutrition with a taste so delightful that one wishes there were more such dainties.
From 10c the jar up; at all grocers
MacLaren Imperial Cheese Co., L't'd
Detroit, Mich.,
and Toronto, Canada

Why Not Reap The Harvest—

A Substantial Invariable Profit?

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 31, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 09 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10 s.... $2 85

Canada Flakes "Household." 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for cocoa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
¼ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½s	0 40
" " " ¼s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.
XXXX chocolate powd r.	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

SAFETY IS THE FIRST CONSIDERATION

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

Some manufacturers of stove polish try to induce you to sell an inferior article—often a highly inflammable, dangerous and explosive polish, which is liable to severely burn your customers, possibly horribly disfigure them and perhaps burn them to death. These deaths and accidents from explosive stove polishes are not rare by any means, as we can prove to any one from the news columns of the daily papers.

Remember, that RISING SUN STOVE POLISH and SUN PASTE STOVE POLISH both give you a good margin of profit and are absolutely safe in the hands of the user. You can carry them in your stock with safety. Insurance companies are liable to object to paying losses in stores where inflammable goods are kept on the shelves without permits. DON'T TAKE ANY CHANCES.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Borden's Brands

SOLVE THE MILK QUESTION

"EAGLE" brand
Condensed Milk

You can solve your customers' milk troubles by selling them Borden's Brands.

(Unsweetened)
"PEERLESS" brand
Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

There Are Many

teas that are selected to please the eye—because the leaf is attractive and tippy—drinking quality being made a secondary consideration.

This may satisfy the grocer, but does it satisfy the consumer? Does it hold your trade?

In blending **CHALLENGE CUP TEA**, **cup quality** is the first consideration. Write for samples. Packed in 1, and ½ lb. lead packages, also in 3, 5 and 10-lb. fancy tins.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
2	"	1	"	$3 20
4	"	1	"	3 00
20	"	½	"	4 50
20	"	1	"	4 75
				9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60	1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09	0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Pails	2 03
20-lb. tin pails	1 93
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 4-lb. tins, per doz.	$ 1 40	
" ½-lb. tins "	2 50	
1-lb. tins "	5 00	
Durham 4-lb. jar, per jar	0 75	
" 1-lb. jar "	0 25	
F. D., ½-lb. tins, per doz.	0 85	
" ¼-lb. tins "	1 45	

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins, per lb.	$ 0 35	
¼-lb. tins "	0 35	
1-lb. tins "	0 32½	
4-lb. jars, per jar	1 20	
2-lb. jars "	0 35	

Old Crow," 12-lb. boxes—

½-lb. tins, per lb.	25	
¼-lb. tins "	0 23	
1-lb. tins "	0 22½	
4-lb. jars, per jar	0 70	
1-lb. jars "	0 25	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD.

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30

Crystal Soap Chips, per lb. 5c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20	
" black "	15 30	
Oriole soap "	10 20	
Gloriola soap "	12 00	
Straw hat polish "	10 20	

Q. E. D.

Every shoolboy remembers these letters as they appeared at the foot of some mathematical problem.

They stand for "Quod Erat Demonstrandum"—which was to be demonstrated.

Applied to a sum in business, it has been demonstrated that

WOOD'S COFFEES

stand among the foremost of the popular-selling goods of the day; that the best is none too good for the great purchasing public; that seeking for the best, they are sure to find it in WOOD'S COFFEES.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 8-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	2 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 8-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 20 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

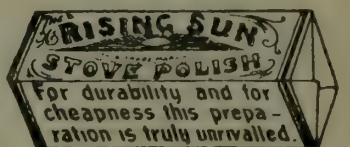
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

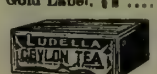
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

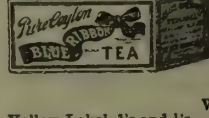
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

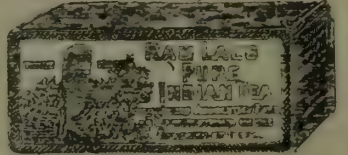
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 160 ½-lb. } 80 1-lb. }		0 35
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$ ....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 80-lb. per case, lead packets (25 1's and 70 ½'s)	0 37½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 36
No. 2 ..... "	0 30½
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	3 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

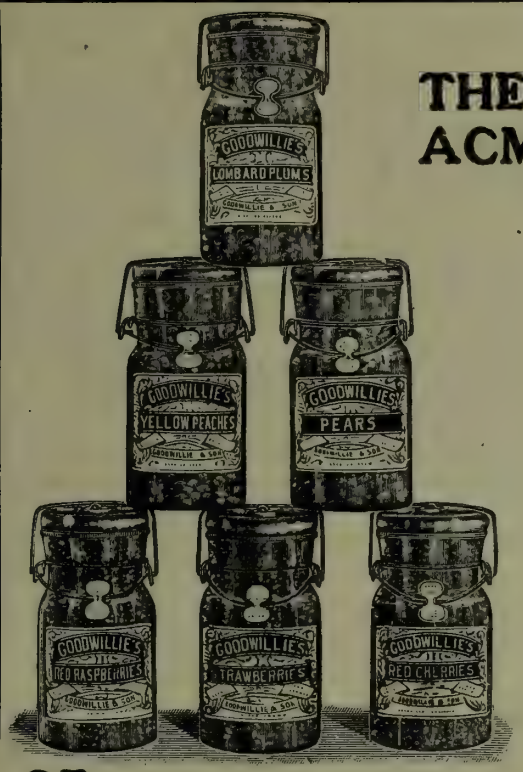
Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz. of

"Batger's"

Strawberry Jam

Agents:
ROSE & LAFLAMME
Montreal and Toronto



THE ACME

OF FRUITS IN GLASS

Agents,
ROSE & LAFLAMME,
MONTREAL

Send for our price list and learn how much more money you can make by selling

Our Matches

than any other. We can save you money on freight. Drop us a post card.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

BE ONE OF US

Come along with the **Acme Can** people to the **International Convention of the Canned Goods Packers and Machinery Supplies Association, to be held in the City of Buffalo, N.Y.**

February 11th to 16th Inclusive

It will be worth your while. A complete canning factory in operation. Splendid exhibit of the most modern machinery and canning factory equipment. Interesting discussions on live questions appertaining to the industry.

There will be much to interest, instruct and amuse you.

Trusting to meet all our friends on this occasion.

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Ozo Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
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Tippet, A. P., & Co., Montreal.

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Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

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Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 8, 1907. NO. 6.

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(Continued on page 4).

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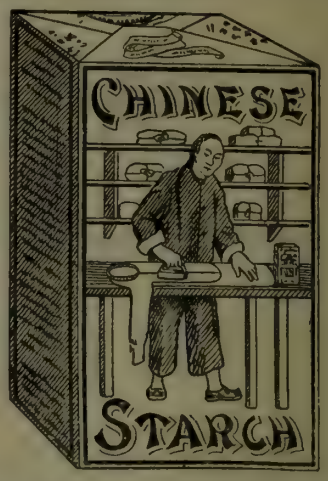

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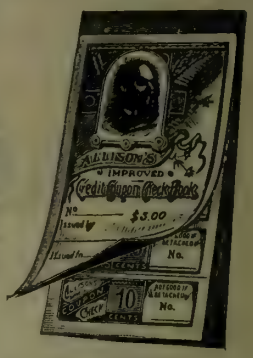

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Quality Did It.

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—An Ideal Relish

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England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

LARGE SIZES IN 10-lb. AND 25-lb. BOXES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money. It is the "Salt that's all Salt."

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Health in Every Cup

Glowing health is a capricious goddess; but she never forsakes the lover of

Ceylon Teas

Yes, there's health and joy in every cup of Ceylon Tea. Millions of tea drinkers declare that Ceylon possesses an aroma and a flavor absolutely unique and unrivalled. There's a difference, a big series of differences, between Ceylon Teas and any other grown on this planet. The difference in sales interests you most of all. There is more Ceylon Tea sold on this continent than there is of all other teas on the market. Tea is nearly always profitable. The grocer who pushes ***Ceylon Tea*** takes out a policy assuring success.

WE RECOMMEND—
TAYLOR'S
BEST
BORAX SOAP
SOFTENS WATER—WASHES EASIER
—WELL ADVERTISED—
ORDER NOW—THE DEMAND IS INCREASING
JOHN TAYLOR & COMPANY
TORONTO
CANADA'S LEADING PERFUMERS AND SOAP MAKERS

CIRAGE JACQUOT
CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

CIRAGE JACQUOT

the best known on earth.

Write or Phone for Quotations

LEFORT IMPORTING CO.
LIMITED
No. 56 St. Francois Xavier St.
MONTREAL
Telephone Main 76

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER ?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

N CHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG

GET READY FOR LENT

ALWAYS ON HAND

FRESH—Haddock, Cod, Dore, Pike, Halibut, B. C. Salmon, Mackerel, Herrings, Tom Cod, etc.

PICKLED—Cod, Pollock, Herrings, bbls or half bbls, Salmon.

CHEESE, BUTTER, EGGS.

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

There's Money in Soap

The grocer who makes it his business to feature a good reliable soap pays attention to one of the essentials of success.

Wonderful Soap

has caught the market. It describes itself and that's the way particular women describe it.

There certainly is money in **Wonderful Soap** for you.

Let us tell you just how!

Manufactured by

The Guelph Soap Co.

GUELPH, ONT.

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

CEYLON TEA—

A beauty to retail at 40c. Boxes 40 lbs.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit Jams

Pure Fruit Marmalade

Even the smallest job deserves the Best Material

That's why so many particular housewives, all over Canada, insist on getting Greig's Flavors. They know that every flavor can be depended upon absolutely to give the desired results. The exquisite purity of the Extract is such that a very little goes a long way.

The profit to the dealer, too, is much greater than on the cheap and nasty lines. Our many years' experience in manufacturing is a guarantee that we know the essence business. Try a sample lot, at our risk, and see how easy it is to build up a profitable trade for high-class goods.

THE ROBERT GREIG COMPANY, Limited
TORONTO

GREIG'S **White Swan** BRAND

ROWAT'S

The name that applies to

PICKLES and **OLIVES**

means

Quality the best
Profit satisfactory
Business increasing

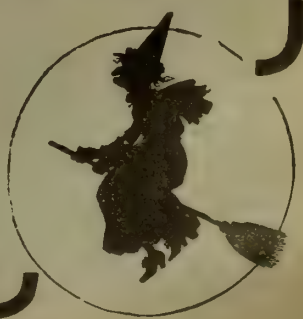
You can't wish for more.
All jobbers.

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships and in their palatial hotels—Chateau Frontenac and the rest.

It is a soap selected by the best people everywhere, once it's known. **Your** customers will prefer it. It will pay you to always have it on hand.

The ROYAL CROWN Limited,
Winnipeg, Man.



W. H. Millman & Sons,
27 Front St. E., Toronto,
Ontario Agents

Wm. H. Dunn, 294-296
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.

21

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results** ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

"CAMP"
COFFEE
Tell
your Customers
"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well, serves your customers well. Stock it freely.
Manufactured by
R. Paterson & Sons, Coffee Specialists, Glasgow.
Sole Agents:
ROSE & LAFLAMME
Montreal
PUREST
BEST

Alibert Sardines

are liked because they are the best on the market. They please the palate and suit the popular fancy in every way.

Do You Carry Them?

We want to hear from you if you don't. Obtain a supply before Lent starts. It will be worth your while.

Your Jobber or Direct

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retails at 50cts. Send for samples or trial package of 50 lbs.
We are agents for Canada. Guarantee to sell.

Tartan BRAND
SIGN OF PURITY

LENT—A Full Assortment of Fish

SPECIALS

Brls.—Duff's Selected Labrador
Hf.-Brls.—Sea Trout
Hf.-Brls.—Labrador Salmon
Hf.-Brls.—Mackerel
100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

William Galbraith & Son

WHOLESALE GROCERS

Best of everything in Groceries.

Your wants attended to promptly and satisfactorily. Full assortment of Canned Goods, Dried Fruits, Teas, Coffees and general lines.

Prices the lowest, consistent with quality.

William Galbraith & Son

68 McGill Street, Montreal

While You Think Of It

—Better send along that renewal order for Mathieu's Syrup of Tar and Cod Liver Oil—better send it right now. This is the cougher's season—just the time o'year that

Mathieu's Syrup

of Tar and Cod Liver Oil

—keeps you busy handing it over the counter. It is known as the best cough cure for all sorts and conditions of coughs and colds. It is extensively advertised. Is it any wonder it sells so rapidly? The profit is worth having, don't you think?

Nothing like a bad headache to show how quickly Mathieu's Nervine Powders can cure it. A dandy money maker all the year round.

J. L. MATHIEU CO.

Proprietors SHERBROOKE, P.Q.

For sale at all druggists and general stores

Medium Scaled Herrings

At bargain day prices for a quantity —strictly superior quality, also a complete line of all seasonable fish.

Labrador Herrings, brls. and hf.-brls.

Mackerel, hf.-brls. and pails.

Boneless Fish—Cod, in 1 and 2 lb. bricks, etc., etc.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Those merchants who have gone into the study of Teas and judged them from personal trial and knowledge cannot be turned from the use or sale of

Japan Teas

These Teas are in a class by themselves as regards absolute purity and healthfulness.

MARMALADE

We Want You to Know

that we are now manufacturers and are putting on the market a superior Orange Marmalade under the brand "Balmoral."

Balmoral Scotch Marmalade

is manufactured from selected bitter oranges from the best known groves and refined sugar. On arrival at the factory the oranges are thoroughly washed and peeled, the peel is then shredded by automatic and specially adapted machinery, and after being again washed the shreds are mixed with the rich juice of the bitter orange, from which the pips and all undesirable parts have been extracted. The whole is now conveyed to shining kettles and "boiled off to just that proper point."

THE RESULT:

The Finest Marmalade You Can Stock

possessing the full aromatic properties of the famous bitter orange preserved in all its freshness.

We are also putting up an Orange Marmalade under the "Royal Brand," in a large assortment of packages. Drop a postal for full particulars.

J. W. WINDSOR, Montreal

GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING

WAGSTAFFE'S Fine Old English Pure Orange Marmalade

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

Wagstaffe's Fine Old English Pure Orange Marmalade

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

MADE IN HAMILTON, CANADA, BY

WAGSTAFFE, Limited

The Pure Fruit Preservers.

STOCK CLEARING SALE

Having finished our annual stock-taking, we have put a number of lines of small ends of stock into the hands of our travellers to be cleared out at greatly reduced figures.

They comprise all lines, and are just what are required to make attractive snaps for offering to the consumers.

Our travellers have samples and full information.

James Turner & Co., Limited -- Hamilton

REINDEER

MILK CONDENSED SUGAR COFFEE

Combined Ready to Use

Something Everybody Enjoys

A cup of excellent Coffee is prepared by simply adding boiling water.

HOW IS YOUR STOCK?

The demand is brisk.

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd.

GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS**.

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,

WINNIPEG AND CALGARY

STAPLE GROCERIES WITHOUT PROFIT

A MORAL ISSUE

An Address by Wm. Judson, President of the National Wholesale Grocers' Association of the United States before the recent Dallas Convention of the National Retail Grocers' Association.

Wm. Judson, president of the National Association of Wholesale Grocers appeared before the Dallas convention of the National Association of Retail Grocers and delivered an address that will be read with as much interest north as south of the line. The address was enthusiastically received, and the feeling it created among the delegates, to quote an American paper, was "that in the future the chain and department stores, together with the cut-rate and premium people on both sides of the line, are going to have a hard time of it." Mr. Judson said:

"I greatly enjoy such occasions for social intercourse. I highly appreciate the business instruction which may be gained by this meeting. It is a big work to get this grocery crowd together. I believe we may say some things to each other which will create a feeling of personal friendship and cement more closely our business relations. At home we are keen competitors. In a national meeting we are upon the basis of good fellowship. At home, as we go our busy way, we drift apart and possibly forget the better side, which is always underneath. If you were called upon to give a justification for your existence it could be found here and now.

"I am very much impressed with this great meeting and with the possibilities of the association. In its organization, in the creation of the necessary machinery for its control, your officers have shown strong executive ability. Evidently men of genius for the work have been up and doing. President Green and his official staff, and others who have worked before them, are worthy of the highest consideration—I believe I may say affection. It is a high privilege to enjoy this opportunity to grasp your spirit and to partake of your enthusiasm. In this fair city of Dallas you will set your pace to an uplift of your affairs. You have left far behind you the word failure; you have learned to rise above discouragements. The word impossible you do not know—it is not American.

The Ideal Salesman.

"I am instructed by the executive committee of the National Wholesale Grocers' Association to extend greetings and Godspeed to the National Association of Retail Grocers. We wish you good will and your patronage, and we fully realize that, if we gain the one and keep the other, we must safeguard your vital interests with the same fidelity that we do our own. Intelligent merchants and thoughtful department managers are constantly educating traveling salesmen to become in the highest degree constructive merchants.

"The ideal traveling grocery salesman of today is a man of high character and broad experience—one whom the retailer and the wholesaler are proud to meet upon the basis of social equality and personal friendship.

"While the respective services rendered the public by retailers and jobbers differ materially in character, the fact remains that their interests are mutual in the accomplishment of a laudable and common purpose.

Wholesaler's Requirements.

"I feel that it is not only opportune, but eminently fitting, that I should avail myself of this opportunity to impress upon you the large resources and the versatile talent now required on the part of the jobber to properly conduct and adequately and conscientiously serve the retailer with the innumerable food commodities demanded by the public.

"In the first place ample capital and a high order of organizing and administrative ability are fundamental requisites. With these available, the utmost discrimination as to quality of goods, eligibility of business location, convenience of transportation facilities and expedition of handling must have the most painstaking and constant attention.

Up With the Times.

"It is not only the province but the duty of the jobber to keep fully abreast of the times in regard to the requirements of the public and the merits of the multitudinous commodities which are constantly appealing for popular favor and sift the good from the bad, the meritorious from the fraudulent, and in this manner protect the interests of the retailer and the health and pockets of the public.

"I feel that your knowledge of the correctness of these statements will bear me out in the further assertion that this vitally important service on the part of the conscientious jobber is, as a rule, entirely overlooked or taken as a matter of course. Innumerable are the trials of the jobber in spite of his most painstaking efforts to avoid deception and imposition, and equally innumerable are his trials and vexations in always establishing himself upon the firm foundation of unimpeachable merit and unquestionable quality.

Staples Without Margin.

"Such inducement on the part of irregular salesmen is invariably for the purpose of selling some other commodity with the price and quality of which the retailer is not familiar, and, as a rule, he does no better in the transaction than if he purchased the commodities from his regular house. Furthermore, having obtained some staple article in this manner, is it fair, the next time the travelling salesman of your regular jobbing house visits you, to refuse to buy a staple commodity from him unless he will let you have it at the price quoted by the comparatively unknown salesman who named the price in question solely with a view of making it up on some other line of goods that he was trying to popularize?

A Moral Profit.

"When the jobber sells staple commodities to his customers without a proper margin of profit, it is a temptation to the retailer to pass the goods on to the consumer at prices practically yielding him no profit and make the articles so called 'leaders.' Knowing, as you do, that you cannot do business without a fair profit any more than the jobber can do business without a fair margin of profit, I submit that the most normal and satisfactory condition is fair margin of profit, which commodities, including staples, at a price yielding him a fair margin of profit, which commodities you, in turn, retail regularly to the consumer at a fair margin of profit. Such transactions ensure a regularity and stability to trade which is by far the most desirable and satisfactory condition for all concerned.

Competition for the Best.

Alfred Weyerstall—lc

"On the other hand it is the province of the retailer to distribute direct to the consumer the commodities he obtains from the jobber. In so doing he relies in a large measure upon the character of the jobbing house and its wise discrimination in selecting the quality of the goods he offers his trade. It is with a feeling of pride that I say that no class of men within the range of my knowledge take more honest pride in giving their customers their money's worth, than do you, my friends, the retailers. It is a matter of conviction with me that no class of business men indulge in keener competition with each other to give their respective customers the very best and most meritorious articles which the bounties of nature and

the skill of the manufacturer can produce than you do. I will go even further and say that the incessant and ever intensified demand from you for quality, merit and attractiveness in the goods the jobber furnishes you is a constant spur to the heads of departments of the jobbers' organizations for better qualities, more meritorious product and more attractive packages, and that this demand keeps their wits and ingenuity ever on the alert, and, through them, the originality and the ingenuity of the manufacturers in complying with these demands.

"For this fidelity to public interest the retailer is entitled not only to the thanks and confidence of his customers, but he is also entitled to liberal and even generous remuneration for the valuable service he renders the public.

Ridiculous Competition.

"This now brings me to a matter of mutual interest which I desire to discuss with you in perfect frankness and good will. For many years there has been a growing tendency on the part of the jobber, fostered, possibly, by sharp competition, to supply the retail dealer with staple commodities practically without profit. This unwise and unbusinesslike procedure probably had its origin in the handling of sugar. When the jobber voluntarily began furnishing the retail trade with sugar at practically no margin of profit, the retailer naturally concluded that if the jobber was willing to sell him sugar—a large item of his trade—at no margin of profit, the jobber could just as well sell him other staple commodities without profit. The result of this kind of competition on the part of the jobber and of demand on the part of the retail dealer has finally reached such an exaggerated stage that the jobber is handling a considerable percentage of his output practically without any margin of profit.

"Now, I submit to you as clear-headed and discriminating business men, that this condition of affairs is neither right nor equitable. In the first place it is neither best for you nor the jobber. In the second place, I am a great believer in the scriptural injunction that the 'Laborer is worthy of his hire,' and I know that you understand, as clearly as any set of business men, that no jobber can maintain an organization involving a large investment of capital and devote his own time and experience, and the time and experience of a number of departmental heads, in accumulating at a convenient point the products of the entire world and lay them down to his trade without an adequate margin of profit.

All the World Contributes.

"Did you ever pause to consider the amount of time, thought, skill and energy employed in asembling the commodities with which our establishments are filled? There are teas from China and Japan, coffees from the East Indies and South America, spices from the islands of the tropics and food products from all of the civilized countries of the earth. Knowledge of merit and quality which requires an ordinary lifetime to obtain must be employed in making nice discrimination in the selection of these articles. Painstaking care as relates to size and attractiveness of packages must also be employed by one competent to exercise such judgment. In addition to all this many of these commodities must be paid for months before they can be disposed of to the retail trade, all of which requires much capital and the risk from many sources incident to the use of employing capital in commodities more or less perishable.

"Then, again, there are the whims of public taste to be taken into account, for a commodity which may be very popular to-day may suddenly decline in popularity before goods purchased for future delivery can be received and disposed of to the trade.

"In the light of these facts, fully confirmed by your own intimate knowledge of their truth, you can but be impressed with the fact that the jobbing distributor is not only entitled to, but must have a margin of profit on all commodities that he handles, or accept the alternative of inevitable failure. Again, when a retail dealer establishes satisfactory business relations with a jobbing house the jobber is just as anxious to satisfy him, retain his good will and lay goods down to him at the lowest possible remuneration consistent with the service rendered as the retailer is to receive the best goods at the lowest price.

Matter of Fairness.

"Again, drouths, floods, conflagrations, epidemics, business depressions or other great calamities will almost surely visit the locality of every retailer at some time or other during his business career. During these periods collections may be poor and the outlook dark, and the retailer may need accommodations in the way of extension of time and a large line of credit, and if he has, through years of trading, established himself in the confidence of his jobber, he is reasonably sure to receive such assistance and accommodations in such hours of trial and tribulation as it is within the power and province of the jobber to extend.

"In view of these circumstances, is it prudent, wise or right for a retailer who is handling the goods of a jobbing house whose very name has been a guarantee of good quality, and who has dealt kindly and generously with the retailer in time of need, to go off at a tangent and give an order for staple commodities to some unknown salesman from a remote jobbing centre who makes remote visits to his locality, simply because such salesman offers him a staple commodity at a price on which the retailer knows the jobber makes nothing and probably loses money?

"It would be just as reasonable for a merchant to walk into a bank and ask for the loan of one thousand dollars without interest, because the bank had unemployed money on hand, as for the same merchant to ask the jobber to use his organization, his capital, his time, and the skill of his force in laying down staple goods to the retail dealer without a margin of profit.

Question of Trade Stability.

"I feel constrained to talk very frankly with you along these lines in the interest of the integrity and stability of trade. My lifetime association with both retailers and jobbers has convinced me that we are all thinking along these lines and that the time has come to discontinue making erratic and sensationally low prices on staple commodities with a view to attracting trade, because it is altogether too apparent to any thinking man that such action is but a subterfuge to conceal an ulterior motive and that the supposed beneficiary of this procedure is sure to make up to the dealer on something the reduction that he received on the staple commodity. Otherwise he could not exist.

"Our watchwords should be: 'Mutual confidence in and mutual loyalty to each others' interests, stability of trade founded on consistent business policies, and fair remuneration on all commodities handled, based on our capital invested and the energy, industry and intelligence brought to bear in serving the public.

"As we all agree, these meetings are of great value—the social touch, the broadening influence of travel, the glimpse of rivers and mountains, fertile fields and big cities. We are broader and better for the experience, but the hour for going home soon comes. A few short days and we are behind the counter again. How to make a personal application of what we have seen and heard—how to make our own business five per cent. more profitable than last year. There is no royal road to wealth in the grocery business. Our greatest good will come from thoughtful, personal attention to our own home business.

"Let us all resolve anew that we will give our loyal support to our local association; that we will stand by and maintain our respective State associations and work continually for a sound and wholesome increase of conservative strength nationally."

The second annual meeting of the shareholders of White & Co., Limited, Toronto, was held in their offices on Feb. 4. The report showed a very satisfactory state of affairs. The directors elected for the ensuing year were: James Langskill, president; George Acheson, vice-president; W. H. Despard, general manager and secretary-treasurer; and R. Palmer, with Fred Anderson, manager of Hamilton branch.

RELATIONS OF WHOLESALER AND RETAILER

Address by F. W. Hannah, President New York State Wholesale Grocers' Association before the National Association of Retail Grocers recently in Convention at Dallas, Texas.

Having been associated with retail grocers for many years, I can appreciate some of the difficulties and trials that you have to contend with in your business; and if anything I can say would be of assistance or help to you, I should be satisfied and feel that my trip has not been in vain.

The best of feeling and sentiment should prevail between the wholesale and retail grocers. In the distribution of staple food products in this country there is a place for the manufacturer, the wholesale grocer and the retail grocer—the manufactureer to make the goods, the wholesale grocer to distribute them to the retailer and carry them for the convenience of the retailer, who distributes them to the consumer, and who cannot, of necessity, carry all the different lines for which the retail grocer has a call in doing business at the present time. The manufacture of staple products is carried on to such an extent and calls for such an outlay of capital, that the manufacturer cannot often have the additional capital necessary for the distribution of his products. The jobbers of this country have not only the capital, but the machinery for the distribution of such goods; and, as they are purveyors of all kinds of food products, they are in a position to buy them in a large way, pay the manufacturer promptly, and then distribute them as the wants of the retail trade may need, at a much less rate per cent. of cost than the manufacturer can do himself, so that a retail grocer can buy a small quantity of nearly everything that the public demands of him without a larger outlay of capital than his business would warrant.

Cost of Doing Business.

The interests of the jobbers and the retailers in this respect are mutual, and the wholesale grocer is in position to do more for the retailer than the retailer can do for himself, or than any two or more retailers can do collectively. You are probably aware that the business conditions in all lines have been very much changed in the last ten years. The fact is that in your business, as in that of the wholesaler, the expense of doing the same amount of business has almost doubled in the last decade. Your retail customers demand more of you now than ever. They purchase in small quantities and have to be served every day at least, and sometimes two and three times a day, and for this reason it occurs to me that the retailer grocer must study his business in the same light as the wholesale grocer does his, so that he may intelligently conduct his affairs. It is results with which we have to deal. We cannot get away from the expense of our business, and the only way we can cope with that expense is to study how we may sell our goods for more than it costs us to do business, and this is what, in my opinion, requires the careful attention of every retailer. He should know what it costs him to do business, and unless he can get more than that cost he is not making money.

The old-fashioned plan of merchandising by the wholesaler as well as by the retailer—to sell a large quantity of staple goods at what they paid for them, which is a loss of exactly what it costs them to do business—is all wrong, because under these circumstances this additional cost must be added to the cost of the other goods they sell. Every retailer should insist, first, that he gets the cost of doing business and then a margin thereto.

Trade has developed so much in this country and we are brought so near together by railroads, steamboats, telegraph and telephone, and the competition is of such a universal nature, that the prices named by all reputable dealers of staple food products have to be right; and it will not make much difference in the course of a year as to the price you pay for these goods, if you get the best goods and sell them on a fair margin of profit. I think that every fair thinking retailer will agree with me that all the goods he sells should bear a fair margin of profit above the cost of doing business; otherwise we find that this same grocer will have to charge more for his tea and coffee and many other commodities than would be necessary if all his goods were sold at a margin. In fact, he could probably reduce his margin of profit on some of these items, which would probably increase their sale, and the whole business would reap a benefit thereby.

Action Against Unfair Manufacturers.

Experience of many years has convinced me that the retail grocer can order his goods probably of two or three wholesale houses in his vicinity or nearby cities without much question of the price being right for the general competition is of such a nature all over the country that this matter will regulate itself, and I would advise the retail grocer as I would the wholesale grocer. Each must look out for his own particular job, and see that he makes money.

President Judson, of the National Wholesale Grocers' Association, will verify the statement when I say to you that this is one of the valuable assets of our individual business, that it has been verified through our connection, with associated work all over the country, and we have discovered that it is not necessary to sell a large amount of staple goods at any time at less than it costs us to do business, and the wholesale grocers all over the country are just waking up to this fact. There is a moral in business as well as in everything else and it is not right that we should pay $4.70 per cwt. for sugar and sell it for $4.70 per cwt.

Manufacturers Who Discriminate.

The National Wholesale Grocers' Association is taking the position that the manufacturer who selects 10 or 15 per cent. of the retail trade of the country and sells them at a less price than the 85 or 90 per cent. can buy the goods for, is discriminating against the "rank and file" of the retail grocers whom we desire to help in every possible way to make their business successful and prosperous, and we think that every fair-minded retailer will agree with us in this position.

It is a question with Mr. Judson as well as myself what is the best advice we can give you. From my own experience I would recommend that you all determine to give more attention to making money for yourselves than in trying to sell your goods for less than some cutter has them exposed on the sidewalk. I have known retail grocers who have given their whole attention to this, ordering their goods of several reputable wholesale grocers in whom they had confidence and giving their whole attention to putting out their goods at a fair margin of profit above the cost of doing business, and I have seen such grocers get rich within the period of my experience. The fact is that we as wholesale grocers have learned this lesson and so far as we are concerned know very well when any grocer wants to sell goods for less than cost it should be his privilege to do so and we ought to let him have all that business he wants. We, however, must get a margin, and it is right that we should.

Hustling Clerks Who Have Faith.

I am well aware that the retail grocer has very much to contend with and his work is necessarily very hard and trying, yet if he will determine to run his own business, urge upon his clerks to believe that are selling good goods, that they are selling honest goods to honest men and by honest methods; urge them to believe in working instead of waiting, booming goods instead of knocking, and get everyone in his establsihment interested in the pleasure of sellings goods pleasing his customers. I think it will go a long way towards success in business; and you will readily see that this advice is just as good for the wholesaler as well as the retailer.

I urge that there should be more friendly relations between the retailer and the wholesaler, and it occurs to me that the retailer that makes business worth while to the jobber is more likely to receive the latter's best help, for the jobber is in a position to protect him in many ways that may not occur to him without reflection. It is the interest of all the jobbers to purchase the best goods that the consumer wants and they can help the retailer to keep

out of his stock the items for which he has only an occasional call. If he sold all there was sold in the city or State of such goods he would not make much money, for the reason that there is little or no demand for them; and the jobber is generally better posted in this respect than the retailer can possibly be.

Value of Association.

Understand, gentlemen, I have no objection to any retailer buying his goods as well as he can possibly buy them, but at the present time there are very many questions to be taken into consideration as to who is selling you the best, and what is really the cheapest for you to buy. At least this is so with the jobbers, and I believe the retailer and jobber's interests in this respect are mutual. I believe that to successfully conduct the retail business we must have confidence in one another, and when we lose this confidence or try to do business without it, it will be at a great risk of profit. The truth is that this confidence is best cultivated by associated effort, and I am glad to see so many retail grocers of the United States in this convention. The special features of associated work is of vastly more importance than most of us realize, for the reason that when you come together for two or three days down here in Texas, for example, you find that the retail grocer—your neighbor in Texas or from any other State—is really a good fellow, the real bone and sinew of the land; that he wants to make money just the same as you do, and when he is satisfied that this is your feeling, too, he is inspired by this new order of things—that we have one and all been broadened out and realize that none of us are all there is in our particular line of business. Then we can all determine that we will conduct our business in an honest, straightforward way, always trying to sell the best goods and get a margin for work and capital.

Now, gentlemen, to my mind these are the real practical benefits to be derived from associated work, and if we determine to be governed there by it will be of great benfit to us all to have attended this convention.

THREE MORE GAMES OF HOCKEY

Lumbers Beat Kinnear and the Brokers Win From Davidson & Hay.

The first game played in the Wholesale Grocers' Hockey League between T. Kinnear & Co. and Jas. Lumbers & Co. resulted in a victory for the former by a score of 2 to 1. These teams met again Wednesday night, Jan. 30, and Lumbers turned the tables on Kinnear beating them 4 to 2. It was by no means a parlor game but a good exhibition of the Winter sport. T. Kinnear & Co. played a great game in the second half, scoring two goals in less than five minutes, and had it not been for Tom Kinnear receiving a nasty cut over the eye from Gee, which practically put him out for the balance of the game, the score might have been reversed. Lumbers & Co. have a fine team, lots of weight and speed, and have a great chance to carry off the Tillson Trophy.

Tom Kinnear, C. Rennie and Gordon Humphrey played a star game and for Lumbers, Oliver, Gee and Wess Lumbers were the best.

Chas. Morrow acted as referee.

Following was the line-up of the two teams :

Jas. Lumbers & Co.		T. Kinnear & Co.
Wess Lumbers	goal	Legge
Tom Kerr	point	H. Rennie
S. Oliver	cover point	G. Humphrey
Corrigan	right forward	Lowe
Gee	centre	T. Kinnear
F. Lumbers	left forward	C. Rennie

Brokers Win Another.

On Thursday night, Jan. 31st the Brokers defeated Davidson & Hay by a score of 4 to 2. It was the most exciting game this season, the teams being very evenly matched, so much so that at full time the score stood 2 all. Ten minutes extra time was played and the Brokers added 2 more goals. At half time Davidson & Hay looked to be the winning team, having the Brokers beaten 2 to 0, but the second half showed their lack of condition.

Charlie Morrow scored the Brokers' first goal in the first five minutes of the second half and in less than three minutes more Millman scored the second and in the extra ten minutes Tom Webber worked the rubber past Robinson for two more.

Davidson & Hay were short two men of their team, Meath and Moffatt, and the Brokers had to play without Percy Millman and Billie May, both being out of town.

Charlie Rennie, who substituted Meath, played a phenomenal game, having lots of speed.

Gould scored Davidson & Hay's two goals on lifts from mid-ice.

S. Oliver refereed to the satisfaction of both teams.

The teams lined up as follows :

Brokers		Davidson & Hay.
Ferguson	goal	Robinson
Morrow	point	Gloddish
Thompson	cover point	Gould
Watt	right forward	Bilton
Webber	centre	Wylie
Millman	left forward	C. Rennie

Referee, S. Oliver.

Kinnear's Win Their Second.

At Varsity rink on Monday, Feb. 11th, T. Kinnear & Co. defeated Davidson & Hay by a score of 11—0, this victory taking Kinnear's out of last place. There is no doubt, the Kinnear team has been traveling in hard luck, but with their strongest line-up, as they had against Davidson & Hay, they can make any team in the league go their best.

Davidson & Hay were forced on the defensive soon after the start. The constant rushing of Humphrey and Brown and the combination of Ford and Kinnear, seemed to bewilder the Yonge St. men.

Robinson had a busy night in goal and stopped a number of dangerous shots. He was Davidson & Hay's best man, while Wylie performed well on the line. The half-time score was 5—0. The line-up was as follows :

Davidson & Hay — Goal, Robinson ; point, Gladish ; coverpoint, Bilton ; forwards, Blackburn, Gould and Wylie.

T. Kinnear & Co.—Goal, Legge; point, Brown ; coverpoint, Humphrey, forwards, Ford, Kinnear and C. Rennie.

The standing of the Toronto Wholesale Grocery League is as follows :

	Won.	Lost.	To Play
James Lumbers' Co. ...	3	1	2
Brokers	2	1	3
T. Kinnear & Co.	2	3	1
Davidson & Hay	1	3	2

MONTREAL GROCERY SHOW

The space for the exhibition of groceries in Montreal, between April 16 and 29, is being very rapidly taken up.

POPULAR GOODS.

The accompanying illustration gives the reader an idea of the outward appearance of four popular lines put up by the Ozo Co., Montreal. The large jars weigh 63 lbs. to 65 lbs., and make a nice display when placed on the stand seen in the illustration. This stand is given free with every order for four jars, as is also a supply of pint and

Ozo Candy Jars.

quart oyster cartons sufficient to last out the contents of the jars.

NOTES.

W. H. Millman, of W. H. Millman & Sons, Toronto, was confined to his home last week by an attack of tonsilitis.

Very attractive advertising signs and shelf strips are now being distributed among the trade by the N. K. Fairbanks Co. Fairy Soap, Gold Dust, Sunny Monday and other famous brands are advertised.

W. M. Howe, of Arnprior, whose engraved letter head describes him as an importer of groceries, provisions and crockery, and his store as "the leading grocery and crockery house in eastern Ontario," has issued a very neat pocket calendar. It is an aluminum card, on one side a condensed date table, and on the other a reminder that Mr. Howe is Arnprior's leading grocer and sells "everything good to eat." Mr. Howe is also Mayor of Arnprior.

ANOTHER PRIZE WINDOW

Second in the Christmas Competition—A Toronto Grocer's Originality—Device to Increase Display—A London Maple Idea.

The second prize in the Christmas window dressing competition of The Canadian Grocer went to George Rogers, 830 College Street, Toronto, and even with the unsatisfactory photograph reproduced it is easily seen why he deserved it.

Perhaps the main feature of the display is the four wire cylinders placed at intervals across the window. These measured about 1 foot in diameter, the taller ones standing about 4 feet, and the others about 2 feet. The larger cylinders, containing almonds and walnuts, topped with apples and oranges, were made of a double thickness of wire netting—that is, a tube within a tube, the diameter of the one being two or three inches less than that of the other. Only the space between the two then required to be filled, although the appearance is that of a solid column of nuts. One of the remaining cylinders is filled with apples, while the other contains oranges.

The central pyramid is composed of E. D. Smith's and Goodwillie's preserves and jams, together with honey in the comb and in jars, arranged in layers, each tier resting on a sheet of glass placed on top of the one below. At the right and left of the window are smaller pyramids on the same plan, while two more are constructed of canned goods.

Boxes neatly covered with crepe paper and heaped alternately with oranges and apples are arranged across the window. Between these are cartoons of seeded raisins, in pyramid form. These, with small bottles of flavoring extracts, are also used as fillers in other parts of the display.

In the foreground are boxes of figs and candied peel, with small heaps of nuts between.

The background is composed of evergreen wreathing, hung perpendicularly, an inch or so apart, from a horizental bar in the floor of the window.

Holly placed in every available corner framed in the whole display, and with a large tissue-paper bell hung from the ceiling gave the proper Christmas tone to the general arrangement.

A Prize Christmas Window from Toronto.

A WINDOW DEVICE.

Michie & Co., Toronto, have a simple device in their grocery window which adds considerably to their facilities for display. Their window is the same shape as many grocery windows. It is a rectangle less the triangle necessary to widen the street entrance. That gives a window this shape:

To the post at the angle A Michie & Co. have attached by hinges a swinging partition about three feet high. The side facing the larger portion of the window is a mirror. The other side is fitted with plate glass shelves. These are used principally for the display of fancy canned goods in glass; but that depends. Sometimes the glass shelves are close to the slanting window, sometimes considerable space is left. One advantage of this device is that it permits two entirely separate displays at the same time.

A MAPLE SUGAR DISPLAY.

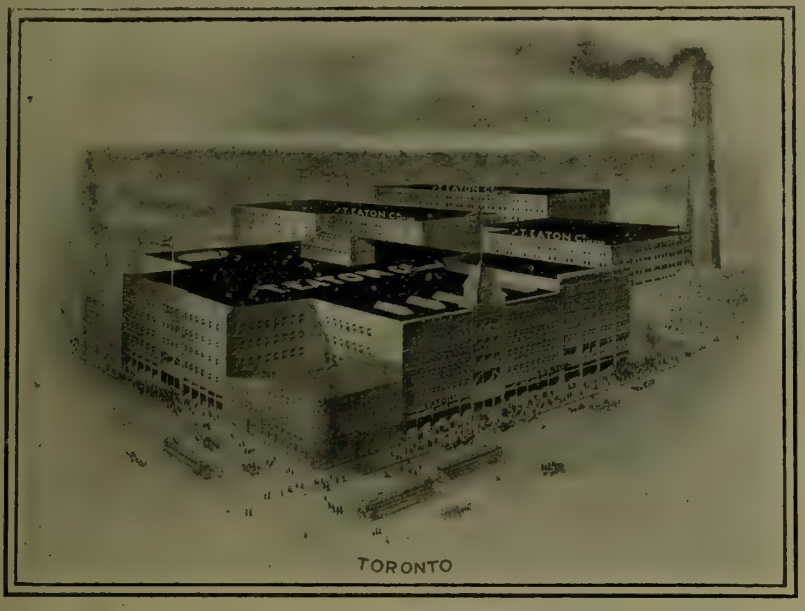
(From the London correspondent of The Canadian Grocer.)

T. A. Rowat & Co., 234 Dundas St., London, hit upon a happy idea for a window display of maple syrup. A sapling was secured somewhere in this land of maples and planted, in its primitive state, at the rear of the window. With the tree as a centrepiece, a few accessories served to make a striking rustic scene, very suggestive of the purity of the syrup and cakes of sugar which were also displayed in the window. T. A. Rowat & Co.'s windows are always attractive.

TIMOTHY EATON, THE MAN

Sketch of the Great Merchant Who Passed Away Last Week—His Own Fortune-maker—An Irishman of Scotch Descent.

By the death of Timothy Eaton on Thursday of last week Canada loses its greatest merchant. He began as a retailer and remained a retailer and his monument is the great business he built up. Mr. Eaton came to Canada in 1857 with £100, a common school education and the memory of a good mother. He has left a business that is among the two or three largest retail stores in the world. In proportion to the country and population, it is the largest in the world by long odds. Marshall Field's, Chicago, is larger, but not nearly as much larger as the population of Chicago is larger than Toronto's or that of the United States larger than Canada's. A member of a government survey called at a settler's shanty in the back woods of northern Ontario. He wanted to see the settler, but the wife only was ed at him." His mind was not on money making, but his ambition was wrapped up in his business. Every faculty of his alert and powerful intellect, every ounce of his abundant physical strength was directed along the lines of building up the Eaton store. His manner was abrupt to bluntness. Personal considerations weighed little or nothing with him when the welfare of the store was at the other end of the scale. But his vision was far-seeing; his politics were broad, liberal, and founded in justice and honesty. "The greatest good to the greatest number" was a motto of his. He was a man of strong individuality and great self-reliance. His mind worked with such rapidity that his decisions, even in important matters, were often instantaneous.



The Eaton Toronto Store and Factories.

at home. When he told her he was from Toronto she became interested at once; asked him in and began to question him about Eaton's. She told him they had been getting their supplies from Eaton's for several years and were greatly pleased with the service but she had never been in the store. She wanted to know everything he knew about the store and its founder.

Eaton the Man.

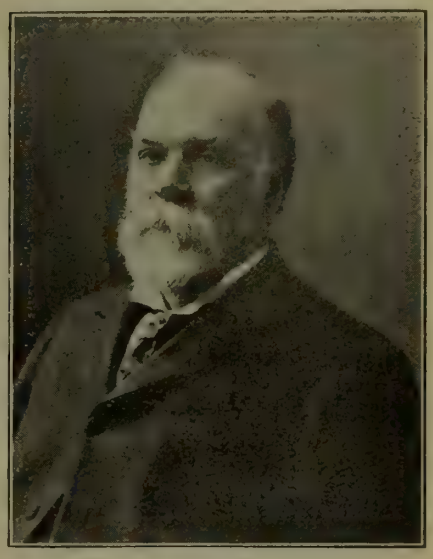
The Eaton store is known to most Canadians, but the man behind it has been little in the limelight of publicity. Few men knew his politics. In commerce or finance outside his business he was practically unheard of. He had a passion for merchandising, not for money making. He said to his son not very long ago: "If anyone had told me years ago that I would control as much as a million dollars, I would have laugh-

At one time there was a vacancy at the head of an important department that had to do with the whole store. Two good men in the department wanted the place and a good deal of feeling developed among the other managers. It came to the ears of Mr. Eaton. He asked for an explanation. "Let them both go," was his immediate decision. One of them is now one of the highest-salaried men of his class in America, and the other is manager of a big store in another city.

A Just Man.

An incident of many years ago will show how, while his sense of justice could be appealed to, his first consideration was the business.

When Mr. Eaton was located on Yonge St., south of Queen, he employed for the print counter a young Scotchman just arrived from the Old Country. A couple of weeks after a methodist clergyman and his wife were in the store. She bought some print and moved on with Mr. Eaton to another counter. Her husband had gone to the methodist bookroom just around the corner. When she went to pay Mr. Eaton for something she had bought



THE LATE TIMOTHY EATON.

from him she missed her purse, and saying she left it at the print counter went to get it. The Scotch clerk told her there had been no one at the counter and if the purse was left there it would be here yet. He began to search but could not find it and she accused him of having it. Mr. Eaton came and the clerk said to him what he had said to the customer. Mr. Eaton said he would have him searched and called the foreman. The Scotch clerk put his back against the shelves and said to his employer, "send for a policeman, and I'll stand here, but no man in this house

JOHN C. EATON,
The Present Head of the Business.

will put a hand on me." No one wanted to tackle the angry Scot, and while they waited for the officer the minster came back. His wife explained that she had lost her purse and he replied, "oh, no,

my dear, you haven't. Don't you remember you gave it to me ?''

Demanded Apology.

The customers were moving away when the clerk interrupted with "this woman has accused me of a crime, and if she doesn't apologize it'll be my turn to send for an officer." The minister came back to apologize, but that wouldn't do. He insisted upon his accuser doing so and she did. When they had gone Mr. Eaton called him to the office, paid him off and told him to go. When he had his money the clerk said: Mr. Eaton, if you had a son 3,000 miles from home and he was accused falsely of theft and did not stand up for his honor, what would you think of him?"

"But you've lost me that customer," growled Mr. Eaton.

"Better lose a thousand customers than that a son should sully his honor," burst forth the Scotchman.

"Em. Go back to your department," was all Mr. Eaton said, and that ended the matter.

A Blunt Man.

Mr. Eaton's bluntness was positive, assertive. His intensely practical mind, keyed by nature to rapid action, could not brook parleying. He made up his mind quickly and acted promptly. Like other people he made mistakes, but he was never ashamed to admit one as soon as he saw a better way. With him nothing was finished till he thought it right. He had no patience with makeshifts. He might order up a stairway in the store to-day and to-morrow morning if he saw a better arrangement he would order it down again with just as little hesitation. His ambition never halted at the biggest or best store. His aim was ever a better store. Restless progressiveness was a dominant characteristic.

Judging Men.

One not inconsiderable factor in his success was his faculty for estimating men. He was going through the store once and came upon a big Irishman, lately employed as floorwalker. "How long have you been here?" he asked abruptly. "It's none of your business" responded the Irishman cheerfully, not knowing his employer in person. "Well, what are you doing?" persisted Mr. Eaton. "I'm minding my own business, and that's more than you're doing," returned the Irishman, testily. Mr. Eaton's comment afterwards was that he wished he had several hundred more like that in the store.

Another time a manager of a department affecting the whole business, made arrangements for a week off. In the course of the week something went wrong and the operations of the department were practically suspended for a couple of days by Mr. Eaton's order. Shortly after the manager returned Mr. Eaton was in the private lunchroom when this man entered. He called him over and in his characteristically brusque style accosted him :

"So you're to blame for all this trouble we've had."

Without hesitation the manager shouldered the blame.

"Yes sir, I guess that's right."

Just as gruffly Mr. Eaton said it shouldn't have happened, and the conversation was ended, but next pay day the manager found an advance of $10 a week in his salary. Mr. Eaton had wanted to see if the man was big enough for his place and would shoulder his responsibility as manager, present or absent.

Treatment of Employes.

Talking about Mr. Eaton with men in the employ of the store to-day or with men who left it many years ago, they all render his conversation in a tone as brusque and abrupt as one can imagine a man to speak. Yet in the treatment of his employes he was large hearted. There has never been a strike on account of wages or conditions. A manager told the writer he knew he was getting more money than he could get anywhere else. If an employe is away a day, two days at most, someone is sent to see if he or she is ill. Should that be the case, it is seen that he or she has proper medical attendance, or if necessary is sent to a hospital, and the hospital bill is paid. Before the business assumed such tremendous proportions Mr. Eaton would go himself in cases of sickness. He took pride in his staff. Speaking to his pastor once after a store picnic he exclaimed, "It would do your heart good to see them."

Early Closing.

More than any other man, perhaps more than any score, Mr. Eaton has helped on the movement for a shorter workday in Canada. One Christmas Eve, years ago, there was such a crush in the store that the crowds were almost unmanageable. Mr. Eaton declared he would never keep his store open at night again. He inaugurated the 5 o'clock closing, first during the summer and extended it to the whole year. He next closed the store at one o'clock on Saturdays during the hot months and his intention was to extend that month by month. He often said the time would come, not in his lifetime but his sons', that stores would close all of Saturday all the year. His theory was that if people had one clear day in which to enjoy themselves, they would attend more regularly to their religious duties on Sunday and would be the better for it, both as employes and as citizens.

In religion Mr. Eaton was a Methodist, and a stout adherent of the old-fashioned orthodoxy, but he was not an aggressively devout man. He took his religion as a matter of course and his business as a matter of fact.

His Ancestors.

Mr. Eaton's forbears were farmers near Belfast, Ireland, and he was descended from a Scotch settlement of 300 years ago when Cromwell was making Ireland over. His father died before he was born, but his mother was a brave, ambitious woman, and despite their poverty, secured to her children the national school education available at the little village of Clogher. After the potato famine of 1847 the oldest boy came to Canada and Timothy was apprenticed to a draper at Portglenone, a small market town. After five years he took his wages, £100, and followed his elder brother. He started in business in Kirkton, Huron County, in 1857, where supplies had to be brought in by wagon. Later he removed to St. Mary's where he was in partnership with his brother. The field was not large enough for him and he had become possessed of a desire to do business on a cash basis. He said to his brother, "You take the money and I'll take the business, or I'll take the money and you take the business."

The latter solution was adopted and he came to Toronto in 1869 and opened a small store on Yonge St., south of King. Then he removed to a store between Queen and Richmond and some time later to 190 Yonge St.

Principles of Business.

Early in his independent business career Mr. Eaton laid down three principles, no credit, no misrepresentations, one price to all. On these by the force of his ability, his courage and his dogged perseverance, he built his great success. All three qualities were often needed in the early days to pull him through. At one time a big dry goods house in Toronto guaranteed all his bills and he paid five per cent. for it. A Scotch house once had an account of $29,000 against him, and becoming nervous sent a man to collect it. Mr. Eaton told him as brusquely as usual that he would pay it whenever he got ready. But the agent entered suit and an agreement was made for the payment at the rate of $1,500 a month. The payments were all met promptly. But for many years the Eaton store has bought for cash and its buyers circumnavigate the globe.

No rule of business could be adhered to more strictly than Mr. Eaton's to sell for cash. It is stated that Mrs. Eaton has asked a clerk to send an article home for her without the cash and been refused. The wealthiest customers pay the cash or get their goods c.o.d.

One is inclined to seek the reason for Mr. Eaton's great success. It is to be found only in the man himself. He is one of the few very rich men whose wealth is quite independent of any government aid or public privilege. He made his money and built his success as a trader and the business he built up amply entitles him to be named a merchant prince.

N. B. MARKETS.

St. John, N.B., Feb. 4, 1907.

The past week has been very quiet in the local wholesale market. Ontario flours have gone down ten cents a barrel, though there is no apparent reason for the change. In the produce line butter and eggs are reported to be coming in quite freely, and both staples are slightly easier in price. Collections are reported to be only fair.

* * *

Local grocers were greatly pleased with the success of "Johnny" Malcolm and "Fred" Shaw, who skipped the two St. John rinks, which won the Granite Club cup in the big Montreal bonspiel. Mr. Shaw is proprietor of a large retail grocery and meat store on Waterloo street, and Mr. Malcolm is in business with his father, Andrew Malcolm, wholesale grocer and fish merchant of the South wharf.

* * *

D. J. Purdy, M.P.P., one of St. John's leading grocers and ship owners, is seriously ill with pneumonia.

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WINNIPEG DELINQUENT LIST.

Winnipeg retailers are setting a worthy example to retailers in all parts of the country in the harmonious way in which they are working together and the intelligent manner in which they are reaping the benefits of organization. Every dealer who gives credit at all has his troubles with dead beats and slow pay customers. Often he is imposed upon by customers who ask for credit at a time when they owe heavy store bills to other merchants, bills which they are unable to pay or which they have no intention of paying. If he knew of this heavy indebtedness he would hesitate to supply goods on credit, but under ordinary circumstances he has no means of knowing about it.

Winnipeg retailers have grappled with this problem in a practical way. Grocers, butchers, dry goods men, druggists, etc., have been organized in Winnipeg in separate associations by secretary W. A. Coulson. The hardware men have long had an efficient organization and their secretary is J. E. McRobie, secretary of the Western Canada Retail Hardware Association. The members of these various branch associations furnish Mr. Coulson and Mr. McRobie with the names and addresses of "delinquents" who refuse to pay their accounts and with whom no satisfactory settlement can be made; with the names and addresses of slow pay customers and with the names of delinquent and slow pay customers who have changed their addresses and cannot now be located by those dealers to whom they are in debt. The secretaries keep secret the sources of their information, but, from the data supplied, they compile a list which is supplied to association members in good standing. This list is revised every fortnight and is thus kept up to date in every respect.

The writer has before him the list dated January 15th, 1907. It contains the names and addresses of 144 "delinquent" customers and of 75 slow pay customers. It also gives the names and former addresses of 50 delinquent customers who cannot now be located.

All this is valuable information and must, in the course of a year, save the members many times their small membership fee. The list is in no sense a "black list." It is not posted up and the members are under no obligation not to sell or give credit to those who are listed. The dealer has the list for his own information and if he gives credit to a customer whom other dealers report as a "delinquent" he runs the risk and walks into danger with his eyes open.

TIMOTHY EATON.

The late Timothy Eaton was a great man. This journal has not approved all his competitive methods and does not now, but it recognizes in him a man of powerful intellect and a personality of remarkable force. Fate, perhaps, made him a merchant. He did the rest. There were no Government favors nor special concessions for him, no fortuitious alliance with some financial power until he imbibed some of it himself. Single handed, often against tremendous difficulties, he made his way in open competition with the world. He worked out old principles on new lines, and husbanded and organized his successes to produce results that, viewed as the work of a single business career, in a sparsely settled country, are tremendous. Mr. Eaton was an honest man, a bluff man and a man with a great heart.

FARMERS' BOARDS OF TRADE.

Farmers' Boards of Trade are institutions the merchants should encourage. Organization will benefit agriculture and the improvement of agriculture means more merchandizing and better returns for the merchants. The first farmers' Board of Trade in Canada was organized in King's county, N.S., twelve years ago. It has done excellent work. At its meetings the farmers from all over the county get together and talk things over. It keeps them informed. The informed man is the progressive, the successful man in any line of endeavor. The merchant who looks beyond the bounds of his own business and takes a patriotic interest in the betterment of his community is, other things being equal, the best merchant.

WON'T SOME ONE WAKE UP?

Some kind friends and gentle readers may wonder why we pay so much attention to the annual convention of the National Retail Merchants' Association of the United States. The explanation is easy. The American grocer is not far removed in trade relationship from the Canadian. The food-stuff and merchandizing problems are much the same north and south of the line. The relations and differences of wholesaler and retailer here and there are not very unlike. The addresses we have published and shall publish are worth reading by the subscribers of The Canadian Grocer.

But there is another consideration. Organization of the grocery trade in Canada is just as necessary and would be just as advantageous. Why is it confined to a few centres; a few unrelated local associations without an atom of influence beyond their own boundaries, and little there compared with what it would be if they were integral parts of a sea-to-sea association of the retail food-stuffs interests. Won't some grocer or some local association rise to the occasion?

LENT.

Lent is at hand and the truly pious grocer, besides abstaining from some few delicacies that don't agree with him, will assist his neighbors in the straightened way by providing for them palatable food-stuffs that will comfortably take the place of forbidden varieties. Anyway, here are 40 days and nights associated with the idea of abstenance from certain classes of food; surely the grocer owes it to his customers to take thought of the matter. The grocer is becoming more and more the custodian of the people's dietory and he should rise to his responsibility.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Teas—Interesting market.

Feb. 7.

As is usual at this season trade is not very brisk. Orders received call for goods that are required for immediate consumption and as a result trade is more of a hand to mouth character than otherwise. This week there is not a great deal to interest in the various markets. There have been no radical changes in prices since last report. Sugars remain steady, although some think there will be a decline before there is seen an advance. Corn syrups are selling particularly well. Currants are in fair demand in packages. No new feature is noticeable in the raisin market. Prunes have not changed. Canned goods are selling as freely as can be expected. The tea market is a very interesting one at present. Blacks are very strong and Ceylon greens are in about the same condition. The latter are likely to advance, according to cable advices from Ceylon. Evaporated apples are still hovering around ten cents. Beans are quoted a little lower in some instances.

Collections are fairly good in the city, but country grocers are not paying up as well as usual. The fact that many of them are just now meeting the bills for their Fall goods, no doubt accounts for this to a large extent.

SUGAR—Locally there is nothing new to report on sugars. Trade is of a hand to mouth character. Prices at the moment are steady.

Granulated, bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " box-s, 50 lbs	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls.	4 41
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

SYRUPS AND MOLASSES—Corn syrups are in excellent demand. Trade is reported as having been extremely active during January and orders for various lines are still pouring in. Molasses is featureless.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—The tea market is one of the most interesting in grocery lines. The manner in which nearly all grades of teas have kept up in strength is, to say the least, rather unexpected to tea men who have been in the business for years. There is a good strong demand for Ceylon greens and for blacks. Latest advices from Colombo say that the weather is unfavorable, and that prices are likely to advance. Lower grades of Japans are upward in tendency. The better Japans are gradually being cleaned up.

Japans—Fine	0 28	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—Coffee is moving along slowly. Demand is quiet.

Jamaica	0 10½	0 10
Java	0 18	0 30
Mocha	0 19½	0 22
Rio No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS—After the continued activity in all kinds of dried fruits the present quiet seems rather strange. This week there has been very little trading. Some inquiry for seeded raisins is reported, and package currants are said to be in some demand. Valencias are practically unobtainable. The market for Sultanas appears to be slightly easier in feeling. Prunes are without change.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 09½
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 10
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb. pkgs	0 10½
" " choice seeded, 1-lb. pkgs	0 10½
" " 3 crown	0 09
" " 4 crown	0 10
Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90 100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 0[illegible]
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½ 0 07¾
Sultana Raisins—	
Sultana raisins, per lb.	0 12½
" " 1-lb carton	0 13
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 07½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

SPICES—Since last report there has been no change in the situation. Business is fairly good.

	Per lb.	
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

PEELS—Peels are not very much in demand at present. Lemon is quoted one cent lower.

Citron peel, per lb.	0 20	0 21
Lemon peel, per lb	....	0 11
Orange peel, per lb.	....	0 12

BEANS—Prices rule about the same as last week, but in some cases lower figures are quoted.

Choice prime beans	1 40	1 45

EVAPORATED APPLES — Some houses say they find it difficult to obtain ten cents for evaporated apples, while others are getting a fraction over that figure and are looking for 11c as the ruling prices in a short time.

RICE AND TAPIOCA—Rice is normal while the tapioca market continues without noticeable change.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07½

MAPLE PRODUCTS—No change of note has occurred since last report. Prices are steadily maintained.

Maple syrup, bulk, per lb	0 08	0 09
Pure Townships sugar, per lb	0 11	0 12
Pure Beauce County, per lb	0 11	0 12

RAW FURS—Since the January fur sales in London there have been some changes in prices, which will be found hereunder.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk	....	0 60

CANNED GOODS

Montreal.—Fair business has been done in canned goods this week. The trade on the whole has been hardly more than of a hand to mouth character. Baked beans are firm and prices have an advancing tendency. Tomatoes are in fair demand at $1.20 and higher prices are expected before the new pack. Some sales of salmon are reported. The commencement of Lent will have the effect of increasing consumption of canned fruits and vegetables, and some grocers not stocked as well as they should be are ordering freely enough.

TORONTO — Canned goods continue in steady demand for consumption and nearly every order includes a few cases at least. Prices here are still unchanged. The Canner, of Chicago, gives the pack of tomatoes in Canada last year as 35 per cent. in excess of the pack in 1905; 718,333 cases, against 533,400. The figures are not credited here. Any-

way the trade continues to declare that tomatoes will go higher.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red solid pack	....	7 40
Gals., red, standard	....	5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.		
Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2s	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3s	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3s	1 87½	1 85
Parsnips—		
2s	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 70	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1 10
Sardines, French ¼'s	0 12	0 14
" ½s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

H. J. Calwill, reeve of Arthur, has been in Guelph a week attending a meeting of the county council. This call of the public service makes a pleasant change from close attention to his own business.

ONTARIO MARKETS.

Pointers:

Teas higher.
Sugar weak.
Prunes in demand.
Dairy butter lower.
Provisions firm.
Tallow higher.

Toronto, Feb., 7, 1907.

The grocery trade on the wholesale side is at the low ebb of the year. It consists of sorting-up orders. One thing worth remarking is the comment of our jobber that canned goods went with every order.

The only feature to the market, however, is the movement of prunes. This, of course, is the season for them. The market here is pretty well supplied at prices lower than prevail now at the Coast. Sugar is weak. In New York one refiner on Tuesday cut the price of refined 10 points. Next morning two others followed suit, and at noon the first refiner went down another 10 points. Buying is from hand to mouth. Tea is higher again in London. All dried fruit markets are firm.

SUGAR—A decline is expected in the price of refined here following the course of events in New York. A year ago this month sugar was 20c. lower than now. The refiners, however, declare that the raws they are using now cost considerably more than the present market price.

In New York the raw market is still easy at 2½c. of for centrifugals 96 degrees. Last week European beet declined 2¼d., from 8s.9¾d. to 8s.7½d., because some French brokers came into the market as sellers but it recovered early this week to 8s.8d. This is equivalent to a shade over 3.80c. duty paid New York for centrifugals basis 96 degrees. Cuban centrifugals at 2½c. is equal to 3.485 duty paid New York.

The Cuba crop progresses, with 179 centrals now working, which is within four of the highest expected to grind this season. Receipts for the week, 61,000 tons, broke all previous records of crop making in any year. In Cuba, for some time, the weather has continued fine, most of planters have had a sufficient supply of laborers and no important political disturbance has been reported. The total visible crop to date is 313,800 tons, against 96,032 tons at same time last year.

Total stocks of Europe and America are 3,746,234 tons, against 4,023,457 tons last year at the same uneven dates. The decrease of stock is 277,223 tons, against a decrease of 296,008 tons last week. Total stocks and afloats altogether show a visible supply of 3,861,234 tons, against 4,108,457 tons last year, or a decrease of 247,223 tons.

Paris lumps, in 50-lb. boxes	4 95
" in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 20
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 20
Phoenix	4 30
Bright coffee	4 10

Bright yellow		4 15
No. 3 yellow		4 15
No. 2 "		4 00
No. 1 "		3 90

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Demand in these lines is good and prices are steady.

Syrups—		
Dark	0 33	0 35
Medium	0 38	0 42
Bright		0 0[illegible]
Corn syrup, bbl., per lb.		0 03
" -bbls "		0 03½
" kegs "		1 40
" 3 gal. pails, each		1 00
" 2 gal. "		1 25
" 2-lb. tins (in 2 doz. case) per case		2 40
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—This week's London auctions show an advance of ¼d. to ½d., which quite recovers the previous week's decline due to an unusual overloading of the market. The advance in Indians was most noticeable in the lower grades but the Ceylons were all firmer. A London mail advice of Jan 24 says: "Private cabled advices just received from Calcutta place the total quantity available from Northern Indian for the United Kingdom this season at about 163 to 164 millions. As this information comes from a reliable source and should prove correct, the ideas held by some as to the supplies for the next few months must undergo considerable alteration, for with five millions more of the current Indian crop already sold and used, the balance still to be disposed of is apparently smaller than last year." Locally tea is in good demand.

COFFEE—The market here is unchanged. Willett & Gray say of the general situation: "Altogether, it is an interesting position in coffee, for if the world's visible is now 500,000 bags larger than a month ago, the Government purchases of 3,000,000 bags included in the visible are held out of the market absolutely, and there are much less supplies available for the trade now than at the same time last year or two years ago. The average of three years' consumption exceeds production, a point which confirms the good merits of coffee at this low level."

DRIED FRUITS—Prunes are the feature of this market and are the only line in active demand. The wholesale trade is pretty well supplied at prices below what the fruit could be bought for now. Valencias are very firm in London, where some stocks are held.

Prunes Santa Clara—	Per lb.			Per lb.	
100-120s		0 04½			
90-100s, 50-lb boxes	0 05½	0 05½	60-70s, 50-lb boxes		0 07
80-90s "	0 06	0 06½	50-60s "		0 07½
70-80s "	0 06½	0 07	40-50s 25-lb "		0 09
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Apricots, per lb				0 25 0 26
Peaches, "				0 18 0 20
Figs—				
Elemes, per lb				0 03 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 04½ 0 05

Currants—				
Fine Filiatras	0 08	0 08½	Vostizzas	0 09½ 0 10
Patras	0 08½	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 12½ 0 15
" Fancy				
" Extra fancy				
Valencias, selected				0 09 0 09½
Seeded, 1-lb packets, fancy				0 11 0 11½
" 16 oz. packets, choice				0 10½ 0 11
" 12 oz. " "				0 09 0 09
Dates—				
Hallowees	0 05		Fards choicest	0 09
Sairs	0 04½		" choice	0 08½
Domestic evaporated apples				0 09 0 09½

NUTS—Almonds are stronger in the primary markets. Prices here are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 30	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb		0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES—Prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS—The market is steady at unchanged prices.

Beans, hand picked, per bush		1 50
" prime, No. 1 "	1 40	1 45
" Lima, per lb	0 06½	0 07

SEEDS—Business continues quiet at unchanged prices.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 25	8 50
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1½c to 2¼c. a lb.

HIDES, WOOL AND FURS — Hides are slightly lower. Some furs, cross fox, timber wolf and winter and western rats are higher. Tallow is higher.

Hides, inspected, cows and steers, No. 1		0 10½
" " " " No. 2		0 09½
Country hides, flat, per lb., cured		0 09
" " " green		0 08
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	1 25	1 35
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 25
" extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		3 25
" prairie		1 25
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 50
Marten,	3 50	20 00
Muskrat., fall		0 17
" winter		0 25
" western	0 12	0 18

Chas. Rennie, of the T. Kinnear sampleroom, Toronto, hockey specialist, was hit on the ankle with a puck the other night and is laid off.

Kirkwood Watson, of P. L. Mason & Co., Toronto, while playing hockey a fortnight ago, was struck on the knee with a puck, and this week was removed to his home in Woodstock with his leg in a plaster cast.

A. H. Baker, of the Old Homestead Canning Co., Picton, is now in New York, and will return to Buffalo for the canners' convention.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Feb. 7, 1907.)

Severe weather and snow blockades still combine to render miserable the life of the commercial traveler who is so unfortunate as to be on the road and to reduce the sales of the wholesale houses. The railways continue to accept freight but deliveries are very light and in many parts of the west the trade are unable to get goods.

CANNED GOODS—In steady demand at unchanged prices. Sockeye salmon is practically unobtainable.

FRUITS.

	Group No. 1.	Group No. 2 & 3
Apples—		
gallons, per doz	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 78	3 73
black (new) "	3 78	3 73
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
gallons, " "		2 15

Goodwillie's Goods.

Strawberries, per case	3 10
Red raspberries, per case	2 60
Red cherries, "	2 60
Red currants, "	2 60
Black currants "	2 60
Lawtonberries "	2 60

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ¼-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR—Prices continue as follows:

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 55
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03¼
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10¼ 0 10½
" roasted " per lb	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS—There are no new features this week in the foreign dried fruit situation. Prices are quoted as follows:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—As was noted last week, the price has been advanced sharply to 10 1-2c per lb. in 50 lb. boxes and 10 3-4c in 25 lb. boxes.

CANDIED PEELS—As noted last week, candied peels have been advanced to the following prices:

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows since the recent reduction in Japan rice:

Japan rice, per lb., cwt. lots	0 04⅝
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04⅝
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

RUCKWHEAT—Quoted as before at $1.70 per half sack.

NOVA SCOTIA MARKETS

Halifax, N.S., Feb. 5, 1907.

There is a fair volume of trading moving at the present time. Business is very satisfactory for the season of the year, and collections continue good. Prices throughout the list are very steady. Now that the Lenten season is approaching, the fish markets are showing great activity, and the movement is large. Quotations on the principal lines are about as follows :

SUGAR—Extra granulated, $4.30; Austrian granulated, $4.20 ; bright yellow, $4.10 ; No. 1 yellow, $3.80 ; unbranded yellow, $3.65.

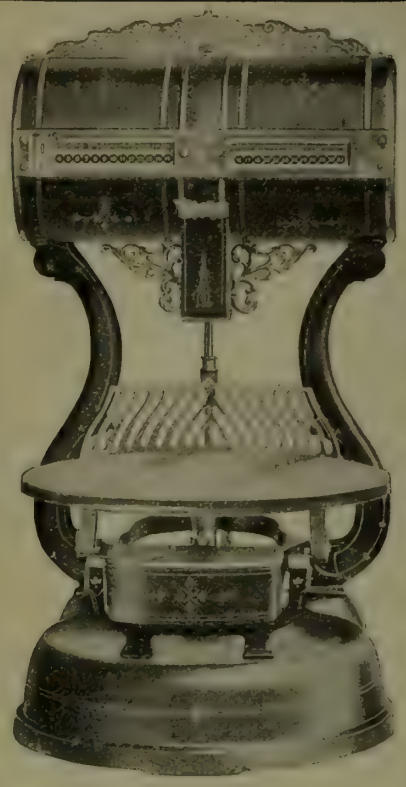
FISH—(ex-store)—Large (shore) cod, $8; medium (shore) cod, $7.50; large (bank) cod, $6.25; shore cod, ex-vessel, $5 to $5.50; bank, $5.75 to $6; herring, C.B., No. 1, July, $4.50 ; Labrador, No. 1, $4.25; mackerel, No. 1, $20; mackerel, No. 2, $15 ; mackerel, No. 3, $10.

MOLASSES, Fancy Trinidad, 39c.; choice Trinidad, 35c. to 36c.; Porto Rico fancy, 37c. to 38c.; Porto Rico extra choice, 37c.; fancy Barbado, 32c. to 33c.; Barbados, 29c.

PROVISIONS—Beef, American plate, $15 to $15.25; Canadian, $13; pork, P.E. Island mess, $22 to $22.50; American fat backs, $22 to $22.50; hams, 15c. to 16½c. side bacon, 17c.; roll bacon, 13½c.; lard, in cases, 13¼c. to 14c.; lard, in pails, 13¼c. to 13½c.

VEGETABLES—Potatoes, P. E. Island, per bush., 75c. to 80c.; potatoes, Nova Scotia, per bush., 80c.; potatoes, New Brunswick, per bush., 80c.; turnips, per bbl., $1 ; beets, carrots and parsnips per bbl., $1.50.

BUTTER AND EGGS—There is a fair demand for both at present, but the price keeps up, and therefore the consumption is curtailed to some extent. Very little local made butter is on the market, and small tubs of fresh dairy butter cannot be had at any price. Nearly all of the best butter offered for sale here now is from Quebec and Ontario. Choice creamery is quoted from 26c. to 27c., and other grades from 24c. to 25c. With regard to eggs there is no change in receipts or price. Fresh laid stock sells freely from 35c. to 40c. and case eggs from 25c. to 28c. per dozen.



THIS is a money, time and labor-saving scale specially adapted for butchers and grocers.

See our exhibit at Western Canada Retail Association rooms during the convention and at our office, corner Notre Dame Ave. and Arthur Street.

Stimpson Computing Scale Co.

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

ANY BOY CAN OPEN A BANK ACCOUNT

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies. Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

A Watch and Boxing Gloves and other prizes, in addition to money, for good work.

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

High-class goods well advertised and neatly displayed command a ready sale

which is only one of the reasons why you should stock

Gold Standard Java and Mocha

"The-Chaffless-Coffee"

Pound Tins, - - 40c.
Two-Pound Tins, - 75c.

Fresh roasted daily and packed by

THE

Codville - Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

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Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

AGENCIES WANTED

WANTED agencies for British Columbia or Pacific coast cities, by live firm. Address Box 431, Victoria. [6]

FOR SALE.

GROCERY AND BAKERY BUSINESS

The best stand in the best town in New Ontario, turnover over forty thousand annually, business capable of expansion. Apply Box 132 CANADIAN GROCER.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

GROCERY and Confectionery Business, turnover twenty thousand dollars per annum; selling owing to ill-health—must be sold at once. Address Eli Gillings, Ridgetown, Ont. [6]

FOR SALE $35 buys $80 Stimpson computing scale, good order; selling out. H. S. Heath, Huntsville, Ont.

FOR SALE—A splendid going grocery business, last year's sales $24,000; not a cut price town; one of the best growing cities in Western Ontario; excellent reasons for selling; stock about $1,800. Apply to Box 133, CANADIAN GROCER.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BUSINESS CHANCE.

A BRIGHT hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

Teaman Wanted for Japan

Good knowledge of Japan Tea necessary

An old established tea firm in Japan has an opening for a well educated young man in their tea room, and to assist in the office. Apply, with full particulars, terms, etc., to Canadian Grocer, Box 134.

CANNERS' PROGRAMME.

What is Scheduled to Happen at the Big Gathering in Buffalo Next Week.

The programme for the Canners' Convention to be held in Buffalo next week has just been made public in as nearly complete form as possible.

Monday.—Reception at Iroquois Hotel by presidents of the four associations concerned,—Geo. G. Bailey, L. A. Sears, C. A. Suydam, and Walter A. Frost. Opening of machinery exhibit.

On Tuesday formal proceedings will commence. Mayor J. N. Adam, of Buffalo, will welcome the guests. Addresses by the four presidents, outlining the work and problems of their several associations. Afternoon session.—Addresses by Prof. E. W. Duckwall, M.S., of the National Canners' laboratory, on "Sterilization and Hermetically Sealing, an Agency for Keeping and the Preservation of Fruits and Vegetales Indefinitely," and W. R. Roach, of Hart, Mich., on "The Ideal Contract."

Wednesday.—Addresses by S. F. Hascrot on "Sellers' Guarantee," and "Food Standards," by Dr. Wm. Frear of the Pennsylvania State College, who is also chairman of the Federal Committee on Food Standards. In the afternoon, Dr. H. W. Wiley will discuss various phases of the Pure Food Law at close range with the members. At 4 o'clock the National Canned Goods and Dried Fruit Brokers' Association will hold a separate session. Evening.—"At Home" in the machinery building, with promenade concert by the 65th Regiment Band.

On Thursday the several associations will meet separately and transact business concerning their own affairs. In the evening the American Can Company will entertain the entire party at the Lyric Theatre.

On Friday the annual meeting of the Machinery and Supplies Association will be held and officers elected.

During the convention members of the convention are tendered free telephone service, both local and long distance, by the Bell Telephone Company, and the free use of wires for special messages by the Postal Telegraph Company. The Buffalo committee in charge of arrangements comprises C. M. Fenton, chairman; F. A. Rogers, secretary; and W. B. Phinney, treasurer.

It is probable that 2,000 delegates will be in attendance.

ENGLAND.

SALESMAN 30 years of age, 9 years' road experience in England, Canada and the United States, now representing prominent Canadian house, is open to negotiate with firm requiring representation in England, either on salary or commission basis. Thorough knowledge of the English Grocery and Provision trades. Nothing but high-grade proposition entertained. Apply Box 131, Canadian Grocer, Toronto.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of the Premier the World

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A NOBLEMAN
FOR ROAST MEAT, STEAKS, CUTLETS, FISH
CURRIES, GRAVES, GAME & SOUP
MANUFACTURED BY
HOLBROOK & Co
LONDON.
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
THIS LABEL IS ISSUED BY HOLBROOK'S LIMITED

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

HIGH CLASS CONFECTIONERY AND THE GROCERY TRADE

(By a Confectionery Traveler.)

How many grocery stores carry a line of high class confectionery? A very small proportion. And why is it? Chocolates are now practically beyond the stage of luxury. They are a necessity. Medical men and food analysts show us that chocolate is a very valuable article of diet. I could give you figures to show the large increase in consumption of chocolate for the past few years, but will not go into details in this article.

Mr. grocery man will probably give some of the following reasons for not carrying a line of confectionery: "No demand," "no room," "no profit," "too much loss;" "I am running a grocery and not a confectionery store."

I have given above a few excuses which I will endeavor to show are unfounded.

First.—"No demand." This is incorrect, as there is a steadily increasing demand, but his next door neighbor is reaping the benefit. He must assist in creating the demand by placing a line of goods before his customers, and then see if his story will not be different.

Second.—"No profit." Let him stop a minute and figure how many of the numerous lines on his counters and shelves will show him a better margin. Confectionery stock is turned over very quickly, particularly if the line handled is advertised by the manufacturer in a liberal manner. A bill of confectionery can be turned over in a few weeks, while other goods stay on the shelf for months.

Third.—"No room." Every grocery man handles a line of fancy biscuits or cakes. Now what better suggestion than combining biscuits and confectionery in a special department? Put same in charge of a neat and attractive young lady, who will take an interest and pride in her work. This will result in largely increased biscuit business and an extra source of revenue from the confectionery end.

Fourth.—"Too much loss." This I will admit may occur on bulk goods if not properly looked after. But why handle goods in bulk? Chocolates may be obtained packed in attractive packages, (I have in view the lines of one manufacturer) put up in numerous packages of all sizes, which can be retailed at prices from 5c. up. Each package contains a guarantee from the manufacturer which protects the buyer in every case. The retailer buys his packages, turning them over at a margin of about 35 per cent. with absolutely no chance of loss.

My last.—A great many feel that in adding a confectionery department they are getting away from the legitimate grocery line. Not any more so than with fruits, vegetables, cakes, meats, etc. The up-to-date grocer is branching out more and more, making it possible for him to cater to the various wants of his customers. Why should his customer not have her confectionery sent up with other goods instead of being forced to purchase same outside? Another feature of recent days is our departmental stores, making it necessary for the grocer to add new lines to compete with same.

In closing, I trust that if any grocers have chanced to read this, they are feeling a little interested and willing to give confectionery a fair trial.

A few suggestions to the beginner:

Buy the best goods; a line that is advertised and well known.

Buy little and often.

Keep stock in an attractive and tasty manner.

After a fair trial, tell The Grocer what you think of confectionery as a side line.

GOOD SALESMANSHIP.

They have in Boston a salesmanship class in connection with one of the night schools. Leading merchants have appeared before these young people who desire to succeed in business, and each has emphasized some special line of effort that shall mean advancement in the chosen occupation.

Mr. Ferris, of the Gilchrist Co., in his address last week gave as his motto: "Make up your mind what you want; go after it and keep after it until you get it." "I did not come here to-night to teach you how to sell goods or how to trim windows, but how to get along and reach the top of the ladder," he said. "There is lots of room at the top, the bottom is much crowded. Great opportunities are always open for energetic men and women. Ambition accomplishes many things and will always make people better. The surest test of a man's mettle is his ambition. Ambition makes friends and makes enemies, and makes happiness and unhappiness, and the sooner you get ambition the better it will be for you.

"If you have ambition and do not get discouraged you will surely get along. If you desire to be a Rockefeller or a Morgan, you cannot smother it, you will be such a man.

"Take the best job that is offered to you and have ambition, but be sure always to back it up with honest methods. Keep at all times from getting a big head. If you have ambition and determination you will succeed. Every man who starts with a determination can be his own master.

"If I should lose my position to-morrow I would start in as a salesman and I would at the outset get the names of all people who come into the store and try to please them. Try to excel. Be optimistic. If you are worth getting a raise in salary you will get it."

NEWSPAPER ADVERTISING.

(From "The Autobiography of a Business Man," in Everybody's Magazine.)

For a number of years I advertised only in my windows and in some of the street cars, because I did not feel that I could afford to advertise in the daily papers. Two years ago last September I was having a cravanette coat sale, and I succeeded in selling for a couple of weeks about fifty coats a day. I thought I would try a column ad. in one of the evening papers. The next day this column ad. appeared in one of the evening papers, and by the bye, it was not the one that has the largest circulation in Chicago; I selected the paper that this ad. appeared in because they gave me a low rate, but they agreed to give my ad. a good position in the paper. The result was that the next day the sales, which formerly had been about 50 coats a day, jumped to 142, and in 50 days I had sold over 3,500 raincoats. For the year following that sale I continued to advertise in this one paper. Last fall I felt that I could afford to invest say, about $5,000 in advertising in some one of the other papers. I used three morning papers, and three evening papers, the best in Chicago. The results have been something phenomenal. I did not have to invest the $5,000. The profits came back from the newspaper advertising before their bills came in, and I do not figure to-day that I have a dollar invested in advertising.

PERSONALS

T. J. Hamilton, Erin, is suffering from an attack of rheumatism.

Alex. Lockerby, of Lockerby Bros., Montreal, has left on a business trip to Winnipeg.

H. R. Tellier, of Tellier, Rothwell & Co., Montreal, was a caller upon the Toronto trade last week.

C. D. Cowles, representing the St. Charles Cream, Ingersoll, Ont., was in Montreal during the week.

Wm. McClarty, of McClarty Bros., Owen Sound, returned last week from a week's business trip to Boston.

W. E. Poulter, Preston, is back at business again after being laid up in the house a few days with a severe cold.

Mr. Williams, of Crosfield, Lampard, Clark & Co., Montreal, has returned from a trip to the other side of the line.

James Wallace, of Wallace Bros., Woodbridge, is ill with appendicitis. He was operated on at the General Hospital Tuesday.

Geo. Mason is again clerking with D. C. Russell, Erin. He went west a year and a half ago. The people of Erin are glad to have him back again.

Harold Hill, of Hill & Co., Orangeville, is anticipating a trip to the West as soon as stock-taking is completed. He intends making some investments.

J. A. Stephenson, Guelph, has just finished stock-taking and the travelers say his pleasant smile is indicative of the balance he found on the year's business.

T. G. Robinson, Galt, has moved from rented premises into his own new store. He has been in business there a couple of years and has built up a very nice trade.

Capt. Wallace, of Wallace Bros. Woodbridge, is anticipating another trip to Cobalt to look after his mining in-

terests there. His brother, Leonard, was recently laid up with a very severe cold.

H. Laporte, head of Laporte, Martin & Cie, Ltd., Montreal, has been elected president of the Provincial Bank.

Edgar S. Marten, Bloomfield, president of the Farmers' Canning Co., was a caller at the Toronto office of The Grocer this week. Mr. Marten says jobbers both in Ontario and West are enquiring for tomatoes .

F. A. Haddy, Bowmanville, came up to Toronto Wednesday night of last week with his I.O.O.F. lodge. They had a special train and the Bowmanville band and made things hump in Oddfellowdom in Toronto for that evening.

J. W. Lachambre, of Revillion Freres, Edmonton, was in Toronto this week and registered at the King Edward. Mr. Lachambre is on his way back to Edmonton after spending a month in the Eastern markets in the interest of his company.

NEWS OF KINGSTON.

(By Canadian Grocer Correspondent.)

Commercial travelers have had a hard time of it lately, as their red faces and frost-bitten ears and noses indicate. The accommodation in some of the country towns and villages is not all wool. One traveler said he had to run the lamp chimney up and down the sheets to get the frost out of them. Another had to open his grip and drink a bottle of catsup, I think he called it Old Tom. Another slept in his fur coat. Jim Yule, R. Carson's popular traveler, got both cheeks frozen, notwithstanding the fact that he is a Scotchman and felt sure that travelers' cheeks were frost-proof. It was no Yule-tide for Jim, said a grocer on the market square.

Armour & Co. are demonstrating extract of beef on one of our large dry goods stores. The lady in charge is giving free lessons in cookery. This mode of advertising is expensive, but in connection with newspaper advertising, it is certainly effective. Many orders are taken from ladies, who test the merits of the extract, and these orders are sent to the grocer with whom she trades. May they meet with success.

"Eruka," a cleansing soap put up in tins to retail at 15c., is being introduced here. It is claimed to be the best of its kind in existence for taking out dirt and making black hands white. The mechanic's friend it is, indeed.

Jas. McFarland has bought out the flour and feed business of Mr. Tait, Brock street.

W. P. Peters, flour merchant, has shipped about 50 carloads of pressed hay lately and what little hay is left has jumped up four to five dollars a ton. It seems to be a revise of the saying, robbing Peter to pay Paul. Jim, the grocer, asked why St. Paul was like a horse? I suppose, because he was fond of Timothy.

J. Gilbert shipped 1,500 lbs. of No. 1 clover honey to Montreal this week, and got a good price for it.

James Kelley, successor to T. H. Johns, has secured the services of John Bennett, who, when a boy, worked for the late Senator Snowball, of Halifax. John is a popular clerk.

Fred. Vanluven's delivery horse got scared and went through his plate glass front, instead of the gateway. Fred feels pained over the affair, but it has to be borne. Fred. is an old commercial traveler (I don't mean aged). He traveled at one time for Stuart, Harvey & Son, of Hamilton.

J. Y. Parkhill & Co., received a car of potatoes. He calls them St. Patrick. I guess they belong to the Murphy family. They are pleasant-looking tubers with large eyes.

Kingston expects a little excitement this week when our Premier and his colleagues will visit out School of Mines, Queen's College dairy school and other important institutions. They will be given a banquet, and we hope they will go away feeling that Kingston is one of the most hospitable places they ever visited.

The Hon. Mr. Graham's appointment as leader of the Opposition was a popular one, and the delegates who waited on the Government to rid the country of the abominable trading stamp do not forget his kind attentions during their visit and extend the right hand of fellowship to him and hope for further advances for him.

CANADA'S BEAN CROP, ITS GROWTH AND DISTRIBUTION

At the meeting of the Michigan Bean Jobbers' Association in Detroit, on Jan. 30, N. H. Stevens, president of the Ontario Flour Mills Co., read a paper on the bean-growing industry of Canada. Mr. Stevens' address met with general approval, and he was given a hearty vote of thanks. Copies of his report were later ordered to be printed for the benefit of the members of the association. Mr. Stevens said in part:

"In reply to your invitation for a report on the Canadian bean crop, I have much pleasure in stating that in order to get as full and reliable information as posible in the short time I had to make a report. I wrote several prominent bean dealers as to the acreage, quality and average bushels threshed per acre, also the different kinds of beans grown in their locality and kind of soil best adapted for growing beans. I have also taken into consideration the Government report of acreage planted to beans in the year 1906, and from the information gathered, which I believe is correct, I have much pleasure in reporting as follows:

"55,000 acres Pea Beans, yielding 16 bushels per acre, 880,000; 1,000 acres Yellow Eyes, yielding 20 bushels per acre, 20,000; 400 acres Marrows, yielding 20 bushels per acre, 8,000; 200 acres Red Kidneys, yielding 18 bushels per acre, 3,600; 200 acres Mediums, yielding 15 bushels per acre, 3,000; 100 acres White Kidneys, yielding 24 bushels per acre, 2,400; 100 acres Black Turtle Soup, yielding 30 bushels per acre, 3,000; 57,000 acres producing 920,000.

"There are not many beans grown in Canada outside of Ontario, and the bean section of that province lies south of a line drawn from Toronto to Sarnia, the counties of Kent and Elgin producing seven-eighths of the beans.

"The quality of 1906 beans would not exceed three pound pickers. The average price paid to farmers for unpicked beans delivered at buyers' warehouses would be about $1.10 per bushel of 60 pounds. The value of the 1906 crop was $1,012,000, an average per acre of $17.75. In addition the farmer has the bean straw, which is nearly equal to a half crop of hay for feeding stock, being especially good for cattle and sheep. Then the land, after harvesting the beans, is nearly as good as a summerfallow for winter wheat, and since we have a full line of machinery to plant, cultivate, harvest, load and thresh beans, it is no more labor to produce a crop of beans and take them to market than it is to handle a crop of wheat or other grain.

"Loam or gravelly soil is considered the best for Pea Beans. The land should be well drained. Spring ploughing with sod turned generally gives best results. Marrows, Yellow Eyes, and White and Red Kidneys will do well on rich clay land. Our most successful farmers have a routine of crops, viz., take hay or pasture land, plough just before planting, turning over pretty deep sod. After harvesting beans sow land to winter wheat, seed with clover and timothy next spring on last flurries of snow. Harvest wheat, get fall pasture, and next spring take off crop of hay and then crop of clover; seed or use for pasture, then next spring turn over the sod and plant to beans. In this way the land is enriched by turning under the clover, and about the time the clover roots are decaying, the beans are podding. This insures a good crop and keeps the land in good condition.

"Bean raising for market was introduced in Canada about the year 1852 by some American families by the names of Ransoms and Handys, who settled in Kent county, Ontario, and beans in this locality by the same parties or their descendants have been continuously and successfully grown every year since.

"Before 1890 Canada sold most of her beans to the United States and bought her canned beans from Boston to supply her fisheries, and lumber and mining camps. Now, beans are generally used by all classes of people, the consumption has largely increased, and the canning of beans in Canada has grown to be a very large and profitable industry.

"Owing to the great development going on now in Canada, with our gold, silver, copper, lead, iron and Cobalt mines, the lumber and fisheries, together with railroad and shipbuilding, and last, but not least, the settling of our millions of acres of virgin prairie lands in the western provinces, a great flow of emigration is being brought to our country, which will further increase the consumption of beans, and unless our farmers largely increase the production Canada will soon be an importer instead of an exporter of beans.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

From the way in which the British Importer is waking up to the True Situation of the market, it is not at all unlikely that we shall see - - - - -

70/- Cheese

IN THE NEAR FUTURE.

The above appeared in the *Trade Bulletin*, of Montreal, last week, and has, no doubt, been inspired by the recent advance in the English markets. 70 shillings means 16c. per pound. We would advise buying what ou ma want now, and shall be glad to book our orders for large or twins, colored or white.

F. W. FEARMAN CO.,
HAMILTON LIMITED

CORONA

Kettle Rendered Lard

1 POUND BLOCKS

ALSO IN

PURPLE PAILS

3s, 5s, 10s, 20s

The Best in Canada

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

There's More Money For You

In pushing a strongly guaranteed line of goods such as the Ryan

Bacon, Eggs, Cheese, Butter, Sausage, Bologna, Lard and Hams.

The people depend on the Ryan guarantee and it certainly does pay to feature the Ryan goods.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Higher prices rule in cheese this week, but the general feeling in the market is one of quietness. The season has now apparently advanced to the stage where holders form their ideas as to the prices at which they are willing to let go their stocks, and under these figures they will do nothing. At any rate those fortunate in having stocks more or less large are not inclined to consider offers which some time ago would have been called very attractive. There is a reason in many cases for the holding-out noticeable. Purchases were made at high figures, and dealers argue that they must obtain a good price or lose money. Looking at it in this way one does not wonder that some houses, the majority in fact, are firm in their intention to wait until prices climb to such a level as meets their ideas. Indications point to continued high prices. It is quite possible that something may occur to upset present calculations, but from the state of affairs at the moment it would seem certain that one quarter and perhaps one-half a cent more than is now obtainable will be forthcoming. This is all the more likely in that there is some trading done each succeeding week and unsold stocks are rapidly dwindling. Holders outside of Montreal are not in possession of a great number of boxes, while even in the city itself the holdings which are on sale would not total up to what some think they would. It must be remembered that there is much of the local cheese held on English account.

Reports from England say that the market is firm but quiet. Sales are being made occasionally at figures fairly satisfactory, but those having stocks require higher prices if they are to make any profit. New Zealand cheese is arriving in good quantities. Both it and the Canadian article are going into consumption rapidly enough.

It still looks as though prices for Spring make would open high. It is early to speak of probabilities for a season three months distant, but there is talk in the trade even thus early as to what will be the ruling prices for the first offerings.

One short of five hundred boxes more cheese arrived the week ending February 2 than arrived the previous week. Board of Trade report gives the receipts as 521 boxes, against 22 boxes for the week which ended January 26.

Butter is practically without change since last report. The market is a little firmer if anything. Prices hold around the same figues, however, and the volume of trade being done is not much larger, nor yet much smaller. Receipts are reported as being mostly large rolls. Receipts of creamery arriving are not nearly so large as those of rolls. The approach of Lent is helping the butter situation. Consumption will increase once the Lenten season sets in, and prices are bound to hold even more steadily and possibly may be higher.

Receipts of butter during the week were 1,157 packages, making the total since May 1, 1906, 604,852 packages. The total receipts of cheese during the same period were 2,349,270 boxes.

PROVISION SITUATION.

The farmers seem to have the packers in a corner, but that their advantage is working out to the advantage of Canada's hog-raising industry, which has been lifting the mortgage from so many Ontario farms is very doubtful. The fact is that without any arrangement, agreement, understanding or combine the market is in the farmers' hands. For some months the Old Country market has been in bad shape and the Canadian packer has been unable, between the price of live hogs and the price of bacon, to get out with a whole hide. At present there's a loss of about $6 a box on bacon. Naturally the packer has been trying to get his hogs at lower prices, since the price of his product in England is determined by forces over which he has no control. But when prices drop a quarter or get, say within sight of 6c., the farmers appear to be of one mind and hold their hogs. The packers are then put to it to keep their factiries going and their organization intact. To do this they must have hogs. Say a man wants 5,000 hogs a week and gets 1,000; the next week he says, "we must have some more," and bids 10c. above the market. The others are immediately onto it and away things go. Up go the prices, in come the hogs. The more hogs the packer kills the more money he loses on export. The natural tendency is to press down prices and the farmer catches on and proceeds to hold back his hogs. So the game goes on.

But the holding back of hogs that are ready for market results in the hogs getting too heavy, and now there is a spread of 4s. or 5s. on the English market between the best and too stout bacon. The farmer undoubtedly reaps an immediate advantage because at present there is no grading of hogs. A few years ago he got $1 a cwt. less for the too fat hogs. That was reduced to 50c., then to 25c., and then lost. Now if a packer undertakes to grade he gets no hogs. This system is strongly adverse to the development of the Canadian bacon trade. It is probably impossible to get the farmers and packers to co-operate. The farmer would immediately cry out against any organization of the packing industry, and there is no doubt that organization might lead to an abuse of power. Could not the Government afford relief by providing some sort of official referee system for deciding disputes between farmer and packer, as is done in regard to cheese?

The price of live hogs is up again this week to $6.65 f.o.b., which is 7¼c. delivered. Deliveries of hogs in Ontario last week aggregated about 17,000. The English market improved 2s. last week and this week is steady at the advance. Even at this the packer claims to be losing 1c. a pound on his product.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS — Easter business is pretty well booked up and trade is quiet except for the usual consumptive demand, which creates more or less business at all times. Prices have not changed since last report.

Lard, pure tierces		0 11½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝ 0 12⅝
"	" 3-lb. "	0 12⅝ 0 12⅝
Lard, compound tierces, per lb.		0 09 0 09¼
" "	tubs	0 09½ 0 11
" "	20-lb. pails, wood	1 90 2 05
" "	20-lb. pails, tin	1 30 1 95
" "	cases, 1-lb. tins, 60 lbs. in case	0 09½ 0 10⅛
" "	" 5-lb. "	0 09⅝ 0 10¼
" "	" 3 lb. "	0 09¾ 0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15½ 0 16⅛
Hams		0 13 0 15½
Extra plate beef, per bbl		12 50 13 00

BUTTER—Large rolls are easier this week. Receipts of this class have been rather heavy, and prices are lower in consequence. Stocks of creamery are lower than they were a couple of weeks ago, and the market is somewhat firmer. Prices in other lines than large rolls show no change this week.

Choicest creamery, salt, 56 lb. boxes	0 25
" " pound prints	0 25½
Medium creamery	0 23 0 24
Western dairy	0 19 0 21
Large rolls	0 21
Dairy tubs	0 19 0 20

CHEESE—Continued strong demand from the Old Country has had the effect of this week of sending up prices ¼c. Locally there is not much trade, but the sales made to English buyers are rapidly bringing down the stocks held on this side.

Ontario, September make	0 14 0 14½
" late make	0 13½ 0 13¾

EGGS—Eggs are becoming scarce as the season advances. Storage are being drawn upon heavily, and holdings are decreasing week by week. Prices for pickled are firmer this week, 23c. being asked. Receipts of fresh eggs are reported good.

Storage, selects, doz	0 27
Storage, No. 1, doz	0 23
Pickled, doz	0 23
New laid, doz	0 30 0 32

HONEY—Buckwheat honey is lower this week, lots being obtainable at 8c. to 9c. Otherwise the market is featureless.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 08 0 09

POULTRY—The market for poultry is very dull. Trade is slack. Prices are unchanged.

Turkey, per lb	0 11 0 14
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 09 0 10
Ducks, "	0 09 0 10

TORONTO.

PROVISIONS—Prices are very firm. Smoked breakfast bacon, hams and short

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE,
DAIRY and
CHEESE
SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.
Hamilton and Winnipeg

cuts have moved up slightly. In fresh meat hind quarters and pork are dearer.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	....	0 15½
Medium hams, per lb	....	0 15
Large hams per lb	....	0 14
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	....	0 16
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	23 00	24 00
Lard, tierces, per lb	....	0 12
" tubs "	....	0 12½
" pails "	....	0 12½
" compounds, per lb	0 08½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 12½
Hogs, street lots	9 00	9 50
Veal	0 09	0 10½

BUTTER—Diary butter is lower. Supplies continue steady and the supply of choice is sufficient, consequently ordinary kinds rank practically as bakers and the spread between choice and ordinary is considerable. Much otherwise fine butter is spoiled by turnips and feed.

	per lb.	
Creamery prints	0 26	0 27
" solids, fresh	....	0 25
Dairy prints, choice	0 21	0 23
" " ordinary	0 19	0 20
" rolls, large choice	0 20	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 18½

EGGS—Strictly new laid eggs are bringing 27c. to 28c. and if the cold weather continues they may go higher again. Stored eggs are practically cleaned up and the price is firm. The market generally is pretty steady. Even if mild weather set in prices are not likely to decline quickly as the demand will increase in steady proportion to the decline.

Eggs (strictly new laid)	0 27	0 28
" fresh	....	0 25
" pickled	....	0 22

CHEESE—The market is firm at unchanged prices.

	per lb.	
Cheese, fine September large	....	0 14
" " twins	....	0 14
" later makes, large	0 13½	0 14
" " twins	0 13½	0 14

HONEY—Prices are firm and stocks are limited.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	....	1 50

POULTRY—The market is very quiet at practically unchanged prices, except that dressed ducks are a cent lower.

Live Weigh.		
Old fowl	0 08	0 10
Ducks	0 12	0 13
Young chickens	0 08	0 09
Dressed weight.		
Old fowl	0 07	0 09
Ducks	0 10	0 11
Young chickens	0 10	0 11
Geese	0 09	0 10
Turkeys	0 11	0 12½

WINNIPEG MARKETS.

The tie-up on the railways still continues and until it is over and the weather moderates, continued high prices for produce may be expected. New laid eggs are not obtainable and butter is held firmly at very high prices.

BUTTER.—The produce houses are

A Man is Known by the Company He Keeps—
A Merchant is Known by the Goods He Sells.

Up-to-date, progressive Grocers are careful to handle satisfactory CANNED MEATS such as

"CLARK'S"

because they are always high-grade, honest goods, produced by a reputable manufacturer.

EVERY TIN GUARANTEED.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

unable to supply the trade with fresh dairy 1-lb. bricks. Creamery stocks are running low and the demand is brisk. Quotations are :

Creamery prints, per lb	....	0 30
" solids, fresh, per lb	....	0 29
Dairy prints, choice, "	....	0 25
" ordinary, "	0 21	0 23
Bakers' butter	0 18	0 19

CHEESE.—Prices are quoted as follows :

Cheese, large, per lb	....	0 15
" twins, per lb	....	0 14½
" Manitoba, small (about 20 lbs.)	0 15½	0 16

LARD.—The tierce basis is now 12½c. per lb. We quote :

Tierce basis, per lb	....	0 12½
Small packages take the following advance :		
50-lb. tin cans, per lb	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	....	0 00½
10-lb. " in 60-lb.	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb	....	0 00½

CURED MEATS.—Prices have been revised in cured meats and a number of advances and declines will be noted in quotations which follow :

[illegible] cure	....	0 17½
Bacon, " " "	....	0 20
Backs, " " "	....	0 16
Hams, light, 10 to 12 average	....	0 16½
" medium, 14 to 16 average	....	0 16
" heavy, 20 to 30 for slicing	....	0 14½
" heavy, skinned 2[illegible] to 30 for slicing	....	0 15½
Picnic hams light, choice, 6 to 8	....	0 11
Shoulders light, choice	....	0 12
Breakfast bacon, clear, bellies, light, 8 to 10	....	17½
" " clear bellies 12 to 14	....	17
Clear backs, b bacon light	....	15
" b bacon 12 to 14	....	14½
Spiced rolls, long if in stock	....	0 16
" short	....	0 14
Dried beef ham, sets	....	0 17

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 13½
" " " smoked	....	0 13¾
" " " boneless backs	....	0 14½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	24 00
" " " per ½ bbl	....	12 [illegible]0
Standard mess pork, per bbl	....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 06

CONCENTRATION IN THE YUKON

Number of Merchants Will Decrease—City Market for Vancouver—G.T.P. Pacific Terminal Taking Form—Review of Coast Markets.

Vancouver, Jan. 31, 1907.

Milder weather has favored a return of trade to ordinary channels, but the extreme heat of political contest has tended to interrupt. There is almost suspicion attached to the man who for the past two weeks steadfastly endeavors to talk business quietly and sanely, while every other man is filled with politics.

Fortunately for business, the political campaign ends with the election on Saturday, when business men will have time to cool down and return to their normal occupations.

* * *

Vancouver city market is to be a realization at last, after long efforts on the part of a faithful few. The by-law authorizing the borrowing of sufficient money to build the market was passed last year, but action was deferred till this spring. Now it is the intention of the committee which has special charge of the market to go on at once, as the driving of piles for the wharf can be done during the winter as the tides will serve better than in the spring. It is likely tenders will be at once called for this portion of the work.

The location of the market, at the south end of Westminster Ave. bridge, gives access to it by water as well as by railway. The market wharf has frontage on False Creek and is close to the V.W. & Y. branch of the Great Northern Railway, while the B.C. Electric Railway with, connection to all the rural lines, passes the front of the market site. The location is also on one of the main roads leading into the city from the rich farming lands of the Fraser River, Delta, Lulu Island.

* * *

On Feb. 1, the Customs Department opens an office at Prince Rupert, the new terminal city of the G.T.P. From that date foreign shipments will be made direct to that port. The Canadian Bank of Commerce has also announced the opening of a branch at Prince Rupert on the same date, and as several business houses have already opened there, the new city is rapidly beginning to take shape. Extensive work is going on in connection with clearing the town site and building wharves. The plans of the railway as to beginning construction from the coast end have not yet been announced.

* * *

Northern trade this year is very likely to undergo a marked change, owing to the changed conditions in the Yukon. There the big New York mining people, the Guggenheims, have obtained control of such much of the placer ground that the number of individual miners is greatly reduced. The amount of business may perhaps be as great, but the fact that one big corporation controls so much of it will tend to concentrate the service into a few hands. It is very likely that the number of houses in the Yukon doing business independently, will be greatly reduced. Many of the men now in business there will have to close out and return south for the big dredging concern will initiate its own buying features to work for the greatest economy.

* * *

In the markets this week there was a slight improvement in the supply of produce, as farmers were better able to bring out their supplies. Prices have stayed up in some lines, owing to scarcity still, and in the lines of potatoes the price is much increased because much of the stored stock was frozen in the unwonted cold snap.

Not many fresh eggs are yet in the market, and the price is still high. The lowest quotations to the trade have been 50c and they are practically nominal, as the supply nearly all goes direct from the producers to the retail trade. Imported California stock is now about the only quotable supply. It sells at 40 to 43c pr dozen to the trade. Lower prices are, however, looked for.

Fresh local creamery butter is still 40c wholesale, and limited in quantity. No eastern butter is arriving and the reported stock of Australian creamery butter is much reduced already, stocks being so very much reduced. Present prices are likely to remain for some time. One eastern or Alberta creamery the trade quotes, 30 to 32c; on Australian grass creamery, 32½c; on local dairy, 30 to 35c; on eastern dairy, 22 to 27c. Cheese is limited in stock and prices dependent on eastern quotations entirely. Practically none is being brought forward now.

* * *

The fruit market is at bare as it ever is in this province. The supply of local apples has almost disappeared, and the importations are confined to fancy varieties from Oregon and Washington. The price of local stock is not less than $1.25 to $1.50 per box, for almost any sort of salable fruit, while the imported bring $2.00 per box. California oranges, Navels, are coming in plentifully and selling at $3.00 to $3.25. Bananas are indifferent in quality at this season, not appearing to mature and ripen with the full flavor and texture they do in warm weather. They quote at 5½c per lb. A few pineapples now in the market are bringing $3.75 to $4.25 per case.

* * *

Victoria hot-house lettuce is still scarce and local hot-houses are not turning in much stock. The price per crate is steady at $1.75. Ashcroft potatoes are away up this week to $35 per ton, while no locals are selling at less than $20. I is impossible that later in the season these figures may be again reduced, but at present they are firm.

* * *

Late arrivals of cold storage poultry from the east have left considerable stocks in dealers' hands. Prices are now advertised retail at 18c per lb. for turkeys, and 16c per lb. for ducks and geese. In Australian mutton the market remains well supplied. The steamer Moana brought several thousand carcases and the Miowera, due early next month, will have 3,160.

A GOOD THING WAITS.

The Toronto Retail Grocers' Association held their at home in the Temple building Wednesday evening, and a report of the event should have appeared in this issue, but President Snow has neglected for some years to have his picture taken, and without it any account of the at home would be too incomplete. It is hoped to have all the wrinkles smoothed out in time for the next issue.

CEREALS AND CONFECTIONERY

Railway Congestion—Prices Advancing Western Flour and Grain Cannot Be Got East—Oatmeal Millers Arrangment Disrputed.

What the outcome of the present railway congestion will be no one can say, but grain men in Ontario might about as well be closed up. There are four million bushels of wheat at Fort William and Port Arthur. Half of it is consigned for export, much of it to fill the holds of the C.P.R.'s own boats, but not a pound of it is moving eastward. Grain shipped from Winnipeg for export is being dumped at Fort William and the cars loaded with coal to relieve the fuel famine in the west where some farmers are said to be burning their oats—and the price approaching 40 cents a bushel. For A1 Northern all rail shipment, 90c. was bid in Toronto this week, but what's the use; none was offered. There's no chance of getting any wheat through this month and not much of any before the opening of navigation. The quantity held at the head of the lakes is not nearly the amount usually stored there at this time of the year. The country elevators in the west are full and farmers are said to be burying their wheat in the ground to keep it. The C.P.R. has taken off a couple of transcontinental trains. That will release half a score of engines and every little helps. Motive power is needed even more than cars. Some Ontario millers have large supplies of western grain in hand but before long some of the smaller mills will be grinding all Winter wheat. The big mills of the west are not able to get their bran and shorts east and the demand is so keen that millers are selling flour in order to get the feed. The Lake of the Woods Milling Co. is said to have 100 cars of flour lost east of Fort William. The railway situation is unprecedented and is much the same all over America. Naturally western wheat is going higher and is quoted 85c. for No. 1 Northern f.o.b. Georgian Bay ports. Oats are 38c. and 37c., and they are expected to reach 40c. at Winnipeg. Even 50c. oats are talked of.

MONTREAL.

FLOUR—An improvement is noticeable in flour this week, trade being much better than it has been for some time. Prices hold steady at quoted figures.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—A firmer feeling is noticeable in rolled oats this week, because of the advance in raw material. Prices have been advanced.

Fine oatmeal, bags		2 40
Standard oatmeal, bags		2 40
Granulated " "		2 40
Gold dust cornmeal 98 lb bags		1 75
Rolled oats, 90-lb. bags		2 .2½
" 80-lb. bags		2 0 3
" bbls.		4 90
Choice boiling peas	1 00	1 10

FEED—Feed is extremely scarce and away out of sight in price. There has been an advance since last week.

Ontario bran	21 50	22 50
Ontario shorts	22 50	23 00
Manitoba shorts	22 00	22 50
" bran	21 50	.2 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUEBEC CITY
ALF. T. TANGUAY & CO.
Commission Merchants and General Agents
FLOUR, GRAIN and PRODUCE
SPECIALTIES:
Corn, Beans and Dressed Hogs
Correspondence Solicited.
QUEBEC

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

DOLLARS AS FRIENDS
They certainly are the most dependable friend a man could have. Thousands of grocers rely on our Pearl and Pot Barley. Have you our prices?
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

POT BARLEY
Always Fresh Quick Shipment
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

WINDSOR SALT
Verret, Stewart & Co., Ltd., Montreal
Agents Eastern Ontario and Province of Quebec

TORONTO.

FLOUR—Prices are considerably firmer because of the car shortage and higher prices for wheat. Last week's quotations still stand, however, but an advance is not unexpected. There is a good demand both for domestic and export trade. The shortage of western wheat is forcing more winter wheat flour into consumption. The western millers are not able to get their product forward and the result is that eastern mills are pretty busy.

Manitoba Wheat.

60 per cent. patents	4 30	4 50
85 " "	....	4 00
Strong bakers	....	3 80

Winter Wheat.

Straight roller	3 50	3 60
Patents	3 90	4 00
Blended	3 70	3 80

CEREALS—Rolled oats are higher, following the cause of the oat market. The demand for oat meal for the moment is light and prices are unchanged. As noted elsewhere the arrangements among the millers is again disrputed. Rolled wheat is unchanged, but an advance is likely.

Rolled wheat in Barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 75	4 85
" " in bags, per bag 90 lbs	2 25	2 35
Oatmeal, standard and granulated, per bbl	..	4 80
" " " in bags 98 lbs	2 40	2 60

OAT MEAL MILLERS APART.

High Oats Cause Breaking Away From Arrangement.

For the next couple of months things will be unsettled in the market for oat products, due to the disarrangement of the arrangement among the oatmeal millers. Since the oatmeal millers association, commonly termed "the combine," voluntarily dissolved eight or ten months ago, there has been no signed agreement among them, but from time to time a verbal understanding has been arrived at. Every now and again someone has felt cramped and kicked over the traces. The recent rapid price of oats theman wan rap rapid rise in the price of oats has made things uncomfortable for the small miller unable to carry large stocks of raw product. There is no relief in sight before the opening of navigation which will relieve the railway congestion.

OLIVE OIL SCARCE.

The American Consul at Malaga, Spain, has reported to the Department of Commerce at Washington, that very little Spanish olive oil will find its way to America during 1907, because the present crop now being pressed there will scarcely satisfy the domestic demand.

The cause of the poorness of the crop was a long drought, followed by untimely rains, the heavy thunderstorms of last September being responsible for the loss of a large portion of the fruit. These conditions mark the low limit of production for Spanish oil in this section. Not during the past twenty years has such an unfavorable situation confronted the Malaga growers and exporters. The crop of the previous season was also exceedingly short, but of sufficient size to warrant some shipments at high figures.

CARP FOR SALMON.

The Fort Atkinson Fish Co., of Fort Atkinson, Wis., is shipping daily 25,000 pounds of carp from Lake Koshkonong to New York city, where, it is said, they are canned as salmon. The state and federal authorities started to exterminate carp in the like several years ago, and it is only now that there is any sign of a decrease in the number. Carp now bring 6 cents a pound net in eastern markets, making the daily shipments worth $1,500.

In the fall carp come to Canadian markets in considerable quantities but are sold fresh and chiefly to the Jews.

Grocer WYNN

You Invest
your "order money" wisely when

Perfection Cream Sodas

are on your list.

Never a speck of dust nor a drop of moisture can penetrate the airtight tins in which they are packed.

hold all the goodness that carefulness and cleanliness yield.

Often well-baked biscuits lose their original goodness.

Mooney's Perfection **Cream Soda can't.**

Satisfaction guaranteed
(3 lb. cards or tins).

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

EPPS'S GRACEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

Why

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lay)

is rapidly becoming the favorite in Canada as it is in Europe and the United States is easily explained—

***Cailler's** is*
Cailler's
and means

THE PUREST AND BEST

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better
Chocolate

In the face of the persistent and strong bid for the grocer's Chocolate Trade by competitors

MOTT'S
"Diamond" and "Elite" Brands

Are still the prime favorites with "those who know" the BEST goods.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

Your Profit Assured

No Grocer in Canada can feature ***McIntosh's Famous Cereals*** without drawing profits direct and indirect.

Quality goods always assure a reasonable profit.

"Swiss Food" has only to be mentioned in order to clinch a sale.

"Beaver Oats" are certainly superior, or most cereal users wouldn't say so. The big premium (766) goes with this brand.

"McIntosh's Crown Brand Rolled Oats" fairly holds first place in Quality—Bulk—and Price.

P. McINTOSH & SON, - - TORONTO, CANADA

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6080

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument —carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

APPLE TRADE WITH ENGLAND

What Importers Think of Growers Co-operative Packing Association—More Apples Should Be Held Here in Cold Storage—Evaporated Apples.

Harrison Watson in his report of the work done by the City Trade Branch of the Canadian High Commissioner's Office, London, in 1906, says regarding apples :

At the request of the Department of Agriculture, I brought to the attention of the trade the system of apple associations which has been adopted in Ontario in connection with domestic trade and which Canadian fruit growers are desirous of having extended to the export trade in fruit to this country. By this system, the packing and marketing of apples instead of being conducted by a number of small farmers in a particular district, is carried on by an association of these fruit growers. The apples are delivered to a central department and packed in an approved manner under official inspection. It is claimed that this system has resulted in a great improvement in the standard of quality of the fruit and has also been more satisfactory to the growers.

Trade in Fruit Brokers' Hands.

Up to the present, the trade in Canadian apples in the United Kingdom has been almost wholly in the hands of the large fruit brokers and salesmen and most of the fruit shipped has been more or less on consignment. As a prominent feature of the new scheme entails the payment of cash for the fruit it can be imagined that the proposals do not appeal to most of the large fruit importers and as long as some Canadian shippers are willing to ship fruit on consignment it is natural to anticipate that the trade generally will prefer to obtain their supplies in that manner. With few exceptions, the London firms who were communicated with gave little encouragement to the adoption of the association system.

One Firm Sent a Man.

One large firm of fruit dealers, however, decided to send out a representative to look into the matter, upon the lines suggested by the Department of Agriculture. This representative spent some time in Ontario and negotiations resulted in the purchase of several thousand barrels of apples from the associations upon which he called. The firm expresses themselves as greatly pleased with the association's methods and at my request have confirmed this in a letter from which the following extract is taken :

"We sent our representative to Canada this last season to buy apples and are favorably impressed with the system adopted by the Ontario Apple Association, the pack of which we consider infinitely more reliable than the individual growers packing themselves, and we shall give preference and support to the association pack in future."

Too Many at Once.

This, however encouraging, is only an individual opinion, and in view of the lukewarm support of the majority of the trade, I suggested to the department that a practical step would be to send over several representative Canadian fruit growers and shippers to visit the various large centres of the United Kingdom and endeavor to interest the trade in the adoption of this method. There can be little doubt that the prices of Canadian apples are unfavorably affected by the enormous quantities of fruit which are annually dumped into the United Kingdom at one time, instead of supplies being held in storage and shipments regulated according to the condition of the market.

Should Have Representatives.

A well known authority in the fruit trade gave as his opinion that Canadian shippers in addition to controlling supplies in Canada, ought to have representatives at the large United Kingdom seaports to supervise the distribution of the fruit and also to control and check the volume of supplies sent forward. Mention should be made of the exceptionally fine display of British Columbia apples which was on view at the Autumn exhibition of the Royal Horticultural Society. Considerable attention was given to the fruit by the London press and the interest raised should be of considerable benefit in attracting British capital for the development of the fruit growing industry of the province.

Evaporated Apples.

The consumption of evaporated apples makes steady progress, but there have been few Canadian goods brought into London lately. It is understood that owing to the partial failure of the apple crop in some districts of the Dominion, comparatively few apples were evaporated last Autumn in Canada.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

CHAMBER OF COMMERCE ELECTIONS.

C. H. Catelli was re-elected president of the Montreal French Chamber of Commerce at the annual meeting. Other officers are: First Vice-president, I. Prefontaine; 2nd Vice-president, A. V. Roy; Treasurer, J. B .A. Lanctot; Secretary, F. Bourbonniere. Nominations for the council were: T. Barthiaume, L. J. Tarte, O. Asselin, G. W. Stephens, J. Davidson, Armand Chaput, A. P. Lesperance, T. Bienvenu, L. Deguise, J. P. Mullarkey, Geo. Gonthier, L. E. Gonthier, L. Z. Gonthier, H. Godin, Rodolphe Tourville, E. D. Marceau, O. S. Perrault, F. C. Lariviere, J. B. Lapointe, H. Laurancelle, S. D. Vallieres, S. Lachance, J. L. Coutlee, U. H. Dandurand, E. Rossard, Albert Hudon, A. A. Larocque, A. H. Hardy, J. W. Harris, Ludger Gravel, S. Robitaille, J. T. Marchmand, J. de Sieyes, Count Geo. des Etangs and J. D. Couture.

Twenty are required for the council and elections will take place Feb. 20. The ex-presidents whose names follow were made members of the council ex-officio: J. Grenier, D. Parizeau, H. Laporte, Jos. Contant, Hon. Alphonse Desjardins, L. E. Geoffrion, D. Masson, and H. A. A. Brault. Also the following ex-vice-presidents: Boivin, Alph. Racine, Hon. J .D. Rolland, U. Garand, T. Charpentier.

WALL PAPER.

Before the end of the month is reached manufacturers expect to be in the midst of their sampling season. While plans are being completed for the Spring lines it is not the policy of the manufacturers to give out in detail any news regarding their designs. They guard jealously their collections and the rivalry is keen in selecting exclusive designs. In the way of novelties for the Spring there are many new features to be introduced. With the duties not too protective Canadian manufacturers have realized that if they are to survive at all it must be on the merits of their products. The great expansion of the country and its growing wealth justifies more pretentious endeavors than before. While the principal up-keep of the industry is largely dependent upon what they class as the "bread and butter" patterns, they, at the same time, cannot neglect the more expensive styles for the very reason that these sell the cheaper lines to a great extent. At the round-up of the season it is noticed that the class of goods being shipped is of a better quality than that sold last year. The average weight of paper sold has been heavier than that sold in previous years, and while there has been a great quantity of the cheap lines sold, there has also been more of the better grades.

WINNIPEG PURE FOOD SHOW.

Preparations are being made by W. A. Coulson, secretary of the Retail Merchants' Association of western Canada, for the holding of a big pure food exhibition in Winnipeg next July during the week of the Industrial Exhibition. The show is to be held in one of the skating rinks and as applications for booth space have already been received from many manufacturers there is no doubt that the exhibition will be a big success.

SCALE EXHIBIT.

During the retail conventions in the retail association rooms in Winnipeg, Feb. 12th, and 14th, W. J. Butt, agent for the Stimpson Computing Scale Co., will have an exhibit in the board room. Mr. Butt expects to show many of the trade the advantages of a computing scale.

ANTICIPATE

THE MOST ACTIVE AND PROFITABLE

Spring Season

IN

WALL PAPER

AND BE FULLY PREPARED FOR IT

We have our best-selling styles in all grades for season of 1907 in stock. We know them to be reliable—attractive—decorative, and the BEST VALUE IN THE MARKET;

Grasp This Fact Good and Hard.

A post-card application will bring you our EXPRESS SAMPLE BOOKS, charges prepaid, to enable you to make selections for stock.

Borders at Flat Prices.

WRITE TO-DAY. DON'T WAIT.

STAUNTONS LIMITED

Manufacturers of Superior Wall Papers

TORONTO

WEBB'S

CHOCOLATES

High-class goods for
High class grocers.

The largest and finest line of packages and novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

"Health" COCOA

Trade Mar

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

TAKE NO CHANCES

The grocer who stocks up with other than

Nicholson's Mince Meat

is taking chances. Perhaps you should know more about

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

FROM GROCER CORRESPONDENTS

CHATHAM.

During the past three years no less than eight new butcher shops have been opened in Chatham, while the old butchers are still in business. Evidently it is a paying proposition.

N. H. Stevens, president of the Canada Flour Mills Co., read a paper on the bean crop of Ontario before the Michigan Bean Jobbers' Association at their meeting at the Hotel Wayne, Detroit, on Jan. 30th. The association ordered copies of the address printed for each member.

Mrs. John M. Taylor passed away on Sunday, Feb. 3rd, at the age of 84 years. Ingram M. and John P. Taylor, both prominent in the retail grocery business here, are sons.

Cecil Moore, representing the D. S. Perrin Co. of London, visited his relatives here last week.

The many friends of Hugh Malcolmson, president of the Kent Canning Co., were glad to see him out last week after his recent illness. He is now in possession of all his former good health.

Miles Barker, for several years engaged in the butchering business here, passed away Friday, February 1. He was 55 years of age, and leaves a widow and three children. The funeral took place on Monday afternoon.

CALGARY.

Sweep her up! Hard! Hard!! Hard!!!

The Alberta Branch of the Royal Caledonia Curling Association opened their second annual bonspiel on Tuesday, Jan. 22nd. on Calgary ice. Eight sheets were going all the time. There was a very large attendance from clubs all over the Province. A change in the weather on the opening day made the ice a trifle soft, but Jack Frost came to the rescue and stayed with them until the finish. The prizes for the bonspiel were better this year, exceeding $2,000 in value and were exhibited in the Calgary Milling Company's window, where they attracted much attention.

The annual meeting and banquet took place in the Palmetto Cafe on the evening of the 22nd, and was a great success. About 150 sat down to an excellent dinner, with President Hugh McLeod in the chair. After the usual toasts had been proposed and responded to the members settled down to business. The following officers were elected for the year: Patron, Colonel Walker, Calgary; president, J. R. Miquelon, Calgary; 1st vice-president, D. C. Boyne, Bankhead; 2nd vice-president, Jas. Aird, Priddis; secretary-treasurer, E. H. Telfer, Calgary; chaplain, Rev. Fortune, Red Deer; executive council, O. C. Smith, Calgary; W. E. Ketchum, Edmonton; W. Sheppard, Strathcona; S. S. Savage, Calgary; Colonel Walker, Calgary; W. G. Wilson, Innisfail.

Several merchants had their windows decorated with goods that are made in Calgary. The firms represented were: The Calgary Milling Co.; the Standard Soap Co.; Brackman & Ker; the Alberta Biscuit Co.; G. F. & J. Gault; Calgary Brewing & Malting Co.; Great West Saddlery Co.; Calgary Aerated Water Co.; Rochon Bros., confectionery; Blue Ribbon Co.; Alberta Cigar Co; Riley & McCormick Saddlery Co.

Many favorable comments were heard from the visiting curlers and their friends about the "Made in Calgary" exhibits.

The Calgary Milling Co. have booked an order for 1,200 sacks of flour to go to Shanghai, which makes their third shipment to this port. They have also filled orders for Japan.

Calgary's bank clearings for week ending 24th Jan. were $1,000,541.

BRITISH COLUMBIA.

Last year added to British Columbia's steamship connections the new Alley line of direct steamers between Canada and New Zealand. The first month of this year brings the announcement of the final arrangements for the direct service from British Columbia ports to Mexico. This line, subsidized equally by the Canadian and Mexican governments, is to be in operation early in March. Capt. Worsnop, representing the Canadian-Mexican Pacific Steamship Company, announces that the first steamer for the line, the Georgia, sailed from England for Vancouver on Jan. 15, and that the sister ship, the Lonsdale, will be en route very shortly. The new line will make regular trips, each vessel making the return trip every month.

Not to be overlooked is the flour trade with the Orient, which benign authorities have decided to propagate between Alberta and Japan, the shipments from British Columbia flour mills may be considered as of first importance. The pioneer mill of Western Canada in the shipment of flour to Japan is the Columbia Flouring Mills, Ltd., of Enderby, in the Okanagan district. F. V. Moffett, the energetic and enterprising head of that concern, asserts that the flour from his mills was first of all Can-Canada into Japan and China markets. While the small trial shipments from Alberta mills recently made are an indication of the spread of interest in the trade, Mr. Moffett pardonably prides himself on the fact that in the past 30 days his mill has shipped 25,000 sacks in all to the Orient, and of course the total shipments to date from his mill very much exceed the entire shipments from all western mills together. During the next fortnight or so the Enderby mill will send out shipments of flour totalling 22,000 sacks, the largest single order for Oriental trade so far placed in Canada. Mr. Moffett thinks that a very great expansion of this trade is to be looked for in the future.

LONDON.

The collections for the month of January at the London customs house exceeded the total for any previous month in the history of this port. The increase over January, 1906, when the collections totalled $69,726.49, was $23,764.36. The inland revenue returns here for last month showed a slight increase also over the returns for January, 1906. The extent of London's importance as a centre for the cigarmaking industry is apparent from the inland revenue collector's reports. During January, the revenue on cigars, ex-factory, was $11,107.74; on cigars, ex-warehouse, $3,352.20, and on raw leaf, ex-warehouse, $7,785,06; a total of $22,545. There are many cigars factories here, and the eight largest employ 875 hands.

The London cigar manufacturers are not in sympathy with the action of the Quebec deputation, who last week waited upon Hon. Mr. Brodeur and other Cabinet Ministers at Ottawa, and asked for an increase in the duty on imported tobacco and for the abolition of the green stamp, which is now used to designate goods manufactured from Canadian tobaccoes. It is thought the abolition of the green stamp would result in an increase in the sale of foreign-made cigars and a decrease in the sale of the home-made cigars of imported tobacco. Canadian growers, together with manufacturers who have large interests as growers, have taken a stand to which the manufacturers who are not growers are directly opposed, according to the statement of a leading London manufacturer.

HAMILTON.

Considerable talk is going on among the retail grocers here, regarding the dating of canned goods. There is no question about the injustice it would work from the grocer to the consumer, without any apparent benefit to any one.

Our association will take up the matter, and no doubt there will be some strong resolutions passed condemning that part of the measure referring to the dating, and instructing the local members of the House of Commons to oppose the measure. (Just here is where a national association would prove effective). Let every grocer in Canada address a protest against dating to his local representative in the House of Commons, and one hundred chances to one that no can of fruit or vegetables will be marked. Just here we might say that the party press might be informed on this question, by the trade, as some of them are turning out some very queer editorial matter relative to it.

ST. CATHARINES.

Herbert Henry, grocer, corner of Church and Niagara Streets, has enlarged his premises to gain space for increasing business. Mr. Henry is one of our most enterprising young business men.

Howard McNulty has sold his soda water factory to Rachmill Noddell and will open a like factory on Mary Street. The sod was turned on Saturday for the new building and Mr. McNulty has gone to Montreal to order the required machinery.

The Niagara, St. Catharines and Toronto Electric Railway Company are extending their line to Fonthill, nine miles west, and purpose continuing five miles south of Fonthill to the town of Welland early in the spring. The company has gangs of men erecting poles and stringing wires to Fonthill.

"LUCERNA"

BRAND

22 Tons of Swiss Milk Chocolate

direct from

Switzerland to Winnipeg

OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.
No other House has Anything Like it.
It's a Delicious Sweetmeat.

OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE NOT ALREADY REPRESENTED

JOHN BEARNS, LIMITED

OF LONDON, ENGLAND

Canadian Headquarters, 11 Bank of Hamilton Chambers, Winnipeg, Man.

California Washington Navels

are now in fine shape for eating. We have to arrive this week:

2 cars Chinook and Arch Brands
1 car Rose Brand
1 car Clover Brand
1 car Golden Flower Brand
1 car Valencia Oranges
1 car Bahama Oranges

Also full supply of Lemons, California Celery, Nuts, Dates, Figs, etc. Have also 1 car fresh packed Jersey Cranberries which we offer at the low price of $9.00 per bbl.

TORONTO

FOR

EXTRA FANCY HIGH COLORED

HEAVY, SMOOTH, JUICY,

and

Deliciously Flavored California Navels

buy

"GOLDEN FLOWER"

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Orange Market Good—Lemons May Be Higher—Kingston Earthquake and the Fruit Trade—Advance in Onion Prices.

Montreal reports a somewhat slow trade in fruit this week. The Toronto orange market is good. Navels are a shade easier, but there is every indication that the market will firm up, and that higher prices will be obtained. Despatches seem to indicate that packers are still sending the most desirable sizes to buyers, and extra large varieties to auction. Higher prices for lemons are prominent. No decided advance is expected, but the market is very firm, with an upward tendency.

Although some dealers were doubtful at first, it now seems certain that the Jamaica earthquake will have very little effect on the fruit trade of the island. According to all reports the fruit-growing area was practically undisturbed by the disaster, and the only consequences likely to result might, perhaps, be delay in shipments from Kingston. In connection with the banana trade new plans on the part of the trust are said to be nearing completion which, when made public, will show a practically perfected organization for the monopoly of the situation in the West Indies.

The vegetable trade is none too brisk. Quotations are altered in several lines, and some new goods are listed. Cranberries are considerably lower. Very light stocks and heavy demand are said to be the cause of a noticeable rise in onion prices.

MONTREAL.

GREEN FRUITS—Business is slow. Few lots are being sold in any line. Better trade cannot be expected at this season. Cranberries are lower this week as are also California oranges. Lemons are in small demand at figures quoted. Demand for bananas exceeds the supply and trade is brisk in this line. Prices are a little higher this week, ranging from $1.65 to $2.25.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 65
" jumbos		2 25
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 00
Manderines, box		1 00
Tangerines, half box	2 50	3 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 00	4 50
Lemons	2 00	2 50
Pears per half box		2 75
Mexican oranges, box		2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box	3 25	4 00
New figs per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box		4 50
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl		7 50

VEGETABLES—Vegetables are not moving out very freely. Prices are rather high to warrant good business, and the coming of Lent is causing a falling off in the demand for more than one line. Cabbage, for instance, is not sold in nearly such good quantities as it was a couple of weeks ago. Potatoes are still quoted around last week's figures.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage bbl		1 75
Florida tomatoes, crate		5 00
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		1 25
California celery, crate	6 50	7 00
Spinach, per bbl		4 50
Cucumbers, per doz		2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb		0 06
" " bbl		3 50
Jersey sweet potatoes basket		2 00
Spanish onions, crate		2 50
" 50 lb cases		0 95
Red onions, bbl		3 50
" bag		1 50
Beets bag		0 75
Carrots, bag	0 90	1 00
Green beans "		10 50
Mushrooms, lb	0 85	1 00
Horseradish, lb		0 15
Rhubarb, doz. bunches		0 90
New Orleans shallots, doz		0 60

FISH—Trade is becoming more and more brisk as Lent approaches. It is only five days off now and good orders are being received by fish dealers every day. All lines are in demand. Prices generally are much firmer this week and many advances have occured. Fresh haddock are exceedingly scarce and away up in price. Lake trout and whitefish are off the market. Flounders are now quoted, 4½c. to 5c. a pound being asked. Shell oysters are down $1 a barrel. Pickled sardines are no longer on sale.

Fresh and Frozen Fish.

Fresh haddock, express, per lb		0 04½
Halibut, " "	0 08½	0 09
Grass pike, " "	0 05½	0 06
Steak cod, " "	0 05	0 05½
Mackerel, large, " "		0 11
Dore, " "	0 08½	0 09
Cod fish, " "	0 04	0 04½
Small sturgeon " "	0 07½	0 08
Flounders, per lb	0 4½	0 05
B. C. salmon " "	0 08	0 09
Quallia salmon, " "	0 07½	0 08
Smelts " "		0 08½
New tomcods bbl		2 15
Frozen herring, large, bbls. 300 fish per 100 fish		2 10
" " less than bbls., per 100 fish		2 20
" " medium, per 100 fish	1 40	1 50
Smoked and Salted—		
St. John bloaters, "		1 20
Haddies in 15-lb boxes per lb		0 07½
Kippered herring, half boxes		1 20
Smoked herring, per lb		0 10
Yarmouth bloaters box		1 20
Skinless cod, 100 lb. cases		5 50
Boneless, 50 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25 lb., boxes, per lb		0 04½
Boneless cod per lb	0 08	0 09
No. 1 salt eel " "		0 08
Dry cod in bundles		6 50
Oysters—		
Standards bulk, per imp. gal		1 40
Selects bulk, per gal		1 60
Malpaque shell oysters bbl		8 00
Oyster pails, pints per 100		1 00
" " quarts "		1 25
Boiled lobsters, medium, per lb		0 15
Live " "		0 14
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		8 00
No. 1 Sea trout, bbls		10 50
No. 1 Sea trout, half bbl		5 75
Labrador salmon—		
" " in bbls		12 00
" " tierces		16 00
" " in ½ bbls		6 50
Large green cod, bbls, 200 lbs		9 50
No. 1 green cod, in bbls. of 200 lbs		7 50
Small " " "		5 75
No. 1 Haddock, bbls, 200 lbs		7 00
No. 1 turbot, bbls 200 lbs		8 00

TORONTO.

FRUIT—There is considerable alteration in prices this week. Grape fruit,

tangerines, and Valencia and Florida oranges are higher, while marmalade, navels and Mexicans are somewhat easier. Cranberry prices are still declining.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s		3 00
" Mexican, 126s-250s	2 10	2 25
" Tangerines, half box		3 75
" Valencias, 420 s and 714's	3 50	5 50
" navels, 9 7's, 250's	2 75	3 50
" marmalade, 160,s 200s, 210s, per box	2 25	3 00
Grape fruit, 46's 80's	3 25	4 00
Lemons, Californias, boxes	3 50	3 90
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 00	4 50
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Cranberries, per barrel	9 00	10 00
" " crate		3 50
Strawberries, per qt		0 75

VEGETABLES—A number of quotations are altered. Onions show a decided advance, as also several imported specialties, although Cuban tomatoes are considerably lower. Vegetable marrow is hard to obtain, only a few dealers quoting prices at all. Two or three new lines are added.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per hamper		2 00
Onions, Spanish, per large case		1 00
" " small case	0 90	1 25
" Yellow Danvers, bags	1 25	1 40
" Canadian, per bag	1 25	1 40
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads		1 50
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz		0 50
Cucumbers, hot house, per doz		2 50
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, Cuba, per 6 basket crate		5 00
Tomatoes, Florida, per 5-lb. basket		1 00
Peppers, per basket		
Parsley, per doz	0 20	0 25
Parsley, Jumbo bunches, per doz		0 75
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz		5 75
Squash per doz	1 00	1 25
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00½
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Fancy Baltimore spinach, per hamper		1 25
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 40

FISH—Prices are practically unaltered. The recent cold snap considerably brightened the demand, and dealers are satisfied with present prospects.

Fresh halibut		0 18
Haddock, fresh caught, per lb		0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket		1 25
Striped bass, per lb		0 15
Blue fish, per lb		0 10
Frozen mackerel		0 10
Home cured bloaters, per basket		1 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb		0 10
Pink Salmon, per lb		0 09
Red " "		0 10
Fancy Manitoba white fish, per lb	0 10	0 11

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

FISH FOR LENT

FROZEN TROUT Winter caught
B.C. SALMON Qualla Salmon
WHITE FISH Round or dressed
HALIBUT
FROZEN SEA HERRINGS **LABRADOR HERRINGS**

Positively the largest and best assorted stock to choose from

SPECIAL *100 sacks Fresh Water Frozen Herrings, 3 3-4 cents per lb.*

LONG ISLAND NATIVE OYSTERS
SYDA & COUSINS' FINNAN HADDIE

A complete price list for the asking. *Orders solicited*

WHITE & CO., Limited
TORONTO and HAMILTON

ST. NICHOLAS

2 Cars Valencia Oranges, ordinary and large, 420's
Car Navels *1 Car Cabbage*
2 Cars Lemons *1 Car Valencia Onions*
Are among our arrivals this week. Quality fine and prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
Your consignments of eggs and other produce solicited.

ARRIVALS THIS WEEK

ONE CAR FANCY CALIFORNIA NAVELS
Fine color and excellent quality
ONE CAR VALENCIA ORANGES
Ordinary and large 420s, fine quality and cheap
ONE CAR FANCY BANANAS
Also CALIFORNIA CELERY—OYSTERS—HADDIES, Etc.

HUGH WALKER & SON GUELPH, ONT.

SPECIAL FOR THIS WEEK
Fancy Florida Oranges, all sizes, $3.00 Grape Fruit, 64's and 80's, $3.50
Car fresh packed Jersey Cranberries, fine stock, $7.50 per barrel
Redlands, Highlands, California Navel Oranges, all sizes,
Signal Brand, - $3.25 Warrior Brand, - $3.00

MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

Our

Jams and Jellies

are amongst the purest and best on the market. We make no extravagant claims. Grocers know the value of our goods.

People insist on our

Pure Apple Juice

We'd like to mail you particulars.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Smelts, No. 1, per lb	0 10
" extra, per lb	0 15
Lake Superior herrings, per lb	0 03½
Pike, per lb	0 05½
Yellow pickerel, per lb	0 08
Kippered herrings	1 25
Sea herrings, per 100 count	2 25
Goldeyes, per lb	0 05½ 0 06

NOTES.

C. N. Foderingham, who has been with W.B. Stringer & Co., Toronto, for the past two years, has gone to his home in the Barbadoes for a few days to visit his father, who has been ill for some time.

White & Co., Toronto, have commenced alterations on their new building at the corner of Front and Church streets. They expect to have it in readiness for occupation by May 1st, in time for summer business.

FISH AND LENT.

"Lent does not cause such a stir in the fish business as it did twenty years ago," said William Duff, of the Atlantic Fish Companies, when seen in Montreal by the Canadian Grocer the other day. "Of course we notice an increase in business during that period, but circumstances have combined to make the difference less noticeable than in years past. Many new foods have found their way onto the market, more than one of them taking the place of fish as Lenten diet. Again it seems to me that people are becoming more broad-minded respecting Lent. They do not fast and abstain as they did years ago, and as a consequence they do not use fish in such quantities.

"Yes, we have had a very good season down east so far. There will be a larger business done in pickled fish this season than for years. Fresh and frozen are exceedingly scarce, and the demand towards the middle and end of Lent will have to be supplied with the pickled and salt goods. Owing to very stormy weather which prevented fishermen getting to work, and to the scarcity of bait, at the beginning, the catch of fresh fish this season is limited as compared to 1905 and other years.

"The fish business in the Maritime provinces is developing. We but recently purchased two plants, one in Cape Breton and the other in Shelburne, which will enable us to secure a very much larger supply of fish next year."

Speaking of mackerel Mr .Duff said that he was surprised that such a small quantity was used in the west. He thought that the people did not appreciate fish, that they should be educated to it. In his opinion it was a profitable line for the trade to carry.

JUST ARRIVED

Special direct shipment of

No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Gaspe Herring

Quality the very best.
Prices are right.
Order before supply is exhausted.

J. & R. McLEA
Wholesale Fish Dealers
23 Common St. MONTREAL

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

The Quality of Your Goods

sets the pace of your business, and when it comes to jams and jellies there's just the one reliable brand manufactured in Canada.

"E.D.S." BRAND
Jams and Jellies

are the purest, most wholesome and best on the market. There's more repetition about this than you are aware of. I am simply repeating the report of government commissioners, and every grocer in Canada should know about it.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

W.S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

BUSINESS MEN IN MUNICIPAL LIFE

No. 10

Few of our grocers have taken a more active interest in matters pertaining to the general welfare of the community than Charles A. Nairn, of Goderich. Canadian-born, Mr. Nairn has spent most of his life up to the present time in Huron's county-town, and his connection with municipal affairs and semi-public organizations has been continuous. A member of the council for many years as representative of St. Patrick's ward, he is now in his second year as president of the Board of Trade, of which he has been a member since its inception. As one indication of the way in which people recognize his capacity for business, it is worthy of note that Mr. Nairn was chairman of the Finance

CHARLES A. NAIRN

Committee while in the council, has been for the twelve years treasurer of the local I.O.O.F., is treasurer of the hospital board and the Goderich Musical Society, and even in church matters he is chairman of the board of management of Knox Presbyterian.

As long ago as 1869, the subject of our sketch left school and became connected in the humble capacity of delivery boy with the grocery business established some years previous by Henry Horton. At the end of a year Charles A. entered the store as a clerk, and in 1880 on the retirement of Mr. Horton became proprietor. The stand is the oldest in town, and Mr. Nairn can now claim to be the grocer longest in business in Goderich. His brother Tom has been associated with him in the business for nearly a dozen years, and is almost equally well known to the trade. Some ten years ago a branch store was opened in Windsor, Ont., and has grown to large proportions under the management of George H. Nairn, another brother. As may be imagined, the two stores work together in many ways.

The Goderich store has a valuable asset in a well-established reputation for handling high quality goods, and for serving the best class of trade in town. An immense tourist trade is done in summer.

The crockery department has always received a little special attention, and together with attractive window displays, has at times been referred to in The Grocer, without which, by the way, Mr. Nairn has never attempted to do business.

ALL READY FOR THE CANNERS.

Buffalo Completing Arrangements for the Big Convention.

It is evident that the convention of the National Packers' and Machinery and Supplies Associations to be held in Buffalo from Feb. 11 to 16 will see a large attendance of Canadians interested in these trades. No city in the United States more conveniently situated in regard to the more important canning sections of the Dominion, could be chosen for this meeting, and the invitation of C. A. Suydam, president of the Machinery and Supplies Association, is likely to be taken full advantage of. The Iroquois Hotel will be the headquarters of the visitors, and the big machinery exhibition with its complete cannery in operation, and other equally interesting features, will be held in the 65th Regiment armories. This building is newly completed, and will be one of the largest ever used for an exhibit of this kind. Dr. Wiley and his associates, having in their care the enforcement of the recently passed pure food law, are expected to be present and answer questions of interest to the trade, and the other matters to come before the meeting will be equally important. The entertainment committee is busy on final arrangements, and there is already evidence to hand that there will be lots doing in this line. The various railways will issue tickets at special rates to those attending the convention.

SATURDAY BOAT CONTINUED.

Hon. Rodolphe Lemieux, Postmaster-General, addressing the Montreal Produce Merchants' Association last Saturday, stated definitely that the Government had decided to continue, when navigation opens this year, the Saturday service inaugurated late in 1906. A Dominion line boat will, therefore, sail every Saturday morning in the icoming season for the Old Country, and produce dealers will be able to send their invoices and bills of lading as quickly by the Canadian route as any other.

COLD STORAGE WAREHOUSE.

Fortier & Monette, produce merchants, Montreal, will occupy the new cold storage warehouse being erected as an additional wing to the present premises of the Gould Cold Storage Company, William street. The new plant will be 50x100 feet, five storeys high and up-to-date in every particular. It will run back to King street. George Hodge & Co. have been compelled to move, and are now doing business at 118 King street, opposite their old place.

C. T. COOTES AGAIN ON THE ROAD.

After Five Years' Retailing Joins Staff of Davidson & Hay.

C. T. Cootes has joined the traveling staff of the Davidson & Hay Co., Torontqt, to take the territory which the late W. B. Smith covered for so many years.

Mr. Cootes is thoroughly versed in the grocery trade and a very likable fellow. He started his grocery career with Swan Bros., Toronto, and continued with them eight years. He graduated from this best of grocery schools into the wholesale field, joining the selling staff of John Taylor & Co. He represented that soap firm in Toronto five or six years, put in a term of two or three years on the road for the Ebv. Blain Co., and another year for Perkins, Ince & Co., then went into business for himself. For the past five years he has conducted one of the best grocery stores in

C. A. CHOUILLOU,
Recently Elected President of the French Chamber of Commerce, Montreal.

the northeast section of Toronto, at 201 Wellesley street. This business he lately sold to Spencer Smith, formerly of Orangeville.

With such an experience, backed by untiring industry and a geniality of rare quality, Mr. Cootes is sure of a warm welcome from the trade and the success he deserves.

GOVERNMENT AID ASKED.

Dr. Smale, representing the Wm. Davies Company, and Messrs. Laing, of the Laing Packing Company, of Montreal, and Matthews, of the Matthews Packing Company, of Ottawa, waited upon Hon. Nelson Monteith recently on behalf of the Pork Packers' Association, asking the Government to make arrangements for a regular series of sales of pure-bred swine, with the purpose of encouraging the farmers to a more general consideration of the question of raising fine hogs. This has been done by the Quebec Government.

LENT STARTS FEBRUARY 13th

We Lead---Others Follow

We are the largest receivers and distributors of Fresh, Frozen, Smoked and Salted Fish in Canada. Send a post card and get our quotations

THE F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters

76 and 78 Colborne Street **TORONTO**

1907

FISH

FISH **FISH**

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

SUPPLIES FOR LENT

FISH AND OYSTERS

Only five more days until Lent begins! Are you ready for business? Your stock should be complete in **Fresh, Frozen, Dried, Salted, Pickled** and **Boneless**

FISH

and in

Bulk and Shell Oysters

If you are not supplied, write to us at once, and we will take care of your commands. We carry the largest stock and best assortment in the country. It will pay you to send for our price list. Prompt shipment of goods. Mail orders a specialty.

Branches: ST. JOHN, N.B. GRAND RIVER GASPE

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE TELEPHONES

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1-lb. tablets
CHEBUCTO—In 1 and 2-lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent—

Montreal—A. A. Perry, 6 St. Sacrament St.
Toronto—Anderson Powis & Co.
Hamilton—Alfred Powis
London—Wm. G. Coles & Co.
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

Cigars For Ten Dollars Straight

might be bigger but could not be better than ***Pebble*** and ***Pharaoh***—the cigars which have made smokers rejoice all over this wide Dominion.

All shrewd Grocers handle cigars because they fully realize that a good cigar sells many a pound of tea. But—the cigars must be good and reasonably priced. Better make sure. Place

Pebble and Pharaoh

Cigars on your order list now and you'll be certain that there'll be no mistake. There's no surer way of building up a paying trade than to recommend the ***Pebble*** and ***Pharaoh*** cigars because they make the occasional a steady customer.

YOU OUGHT TO KNOW *THE PAYNE PLAN.* DO YOU?

See issue Jan. 12, or drop me a card for further particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Solace of the Weed

Good tobacco has done more to spread joy and contentment around this world of ours than the fairest flowers that ever blossomed in the sun. Most lovers of the pipe declare that

T. & B.

accentuates and emphasizes the solace and joy of the weed. Grocers certainly ought to feature ***T. & B.*** for several reasons, but chiefly because the profits are just right. Then there is this important fact in connection with ***T. & B.:***

"Tobacco sells more than Tobacco."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HERE AND THERE WITH THE TRADE

E. Bedard, grocer, Montreal, is dead.

R. C. Laurier, Laurentides, Que., is dead.

J. A. Younge & Co., Glencoe, have sold out.

Ernest Pritchard, Newbridge, Ont., has sold out.

P. J. Guilmette, Howell, is succeeded by J. Longere.

Daigneault & Co., grocers, Montreal, have dissolved.

Rowse Bros. have succeeded A. E. Rowse, Humboldt.

A .D. Tracey, Theodore, is giving up his store business.

Lynn Bros., Warsaw, Ont., have sold their general store.

The assets of Benj. Horwitz, Hawkesbury, have been sold.

U. Brunelle, general merchant, St. Simon, Que., is dead.

Louis Morneau, general merchant, St. Jean Port Joli, is dead.

Dalpe & Emond, provision dealers, Montreal, have dissolved.

F. X. Duchesneau, Hitchcock, is succeeded by J. Duchesneau.

L. Gagne, grocer, Labelle, Que., is succeeded by F. Guindon.

F. Tufts, produce and lumber merchant, St. John, is dead.

Thomas Pegnem, grocer and liquor dealer, Montreal, is dead.

A. T. Charlton, general merchant, Port Haney, B.C., is dead.

W. G. Graham & Co., Westboro, Ont., are retiring from business.

The St. John Mercantile Co., St. John, was damaged by fire.

J. A. McLachlin, grocer and baker, Glencoe, has been burnt out.

W. G. Graham & Co., Westboro, Ont. have disposed of their business.

The assets of O. T. Fernet, Boulevard St. Paul, Que., have been sold.

J. M. Taylor & Co., produce merchants, Montreal, have dissolved.

R. S. Marshall, general merchant, Leeds Village, Que., has sold out.

W. C. Currie's general store at Elmsdale, P.E.I., was recently burned.

Culbert & Scott, general merchants, Sussex, have dissolved partnership.

Clarinda Bergeron has registered the firm of Tousley & Co., grocers, Montreal.

Baker & Co., grocers, Montreal, were burnt out, but insurance covered the loss.

Lorner Bros., general merchants, Brandon, have sold their branch in Oakburn.

Jules Labre, hotel and general storekeeper, St. Lazare de Vaudreuil, is dead.

The Grand View Mercantile Co., general merchants of Grand View, have dissolved.

The assets of Albert Luloff, general merchant, Eganville, will be sold at auction.

Alex. McNaughton, of McNaughton Bros., general merchants, Huntingdon, is dead.

The assets of Murray & Barlow, general merchants, New Liskeard, have been sold.

The general stores of N. J. Ryan and Miller & Horner, Elmira, were recently burnt out.

Leonard Bros., Montreal, report the arrival of a few carloads of fresh frozen sea herring.

Paisley & Guthrie, Cedar Springs, Ont., have dissolved, Mr. Paisley continuing the business.

Goldstein & Millman, Canora, have dissolved, and the business will be continued by L. Goldstein.

A by-law to grant the London Canning Co. 10 years' exemption above $4,000, has been defeated.

H. H. Fairweather, vice-president of the firm of Hall & Fairweather, wholesale grocers, St. John, is dead.

The J. F. Brownscombe Co., general merchants, Uxbridge, are selling out, and will remove to New Liskeard.

J. A. Marven, formerly traveler for Hatheway & Co., St. John, has taken a position with the Hamm Biscuit Co., Moncton.

B. F. Smith, M.P.P., is promoting a system of starch factories throughout the potato-growing districts of New Brunswick.

The stock of U. Martel & Co., grocery and provision dealers, Three Rivers, was damaged by water during a fire on January 9th.

D. A. Finley and A. Sant, general merchants, Sheho, have retired from business. Mr. Sant has bought M. Krushen's store in Yorkton.

W. J. Bell & Co., general merchants, Cowansville, have dissolved, and W. J. Bell and Isaac H. Kerr have registered under the name of Bell & Kerr.

Narcisse Rioux, of Narcisse Rioux & Co., wholesale grocers, Quebec, died on Jan. 1st, at the age of 69. He filled a number of public offices, and took a great interest in politics.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

1887 ——— 1907

20 years of progress and successful business speak favorably of the popular firm of

JOS. COTE,

The largest Importer and Wholesale Tobacconist of the City of Quebec

Office and Sample Room, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street
PHONE 1272 QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CANADIAN CANNED GOODS AND THE ENGLISH MARKET

(By Harrison Watson, City Trade Branch, Canadian High Commissioner's Office, London.)

Few features of special interest have transpired within the year in connection with the Canadian trade in canned fruits and vegetables.

The establishment of a branch in London of the Canadian Canneries, Limited, should in due course be a powerful factor in developing a greater demand for some varieties of Canadian goods. At present, however, it would appear that probably 90 per cent. of the trade is in gallon apples. Some little business is being established in other lines, but this is very gradual. There seems to be a general opinion among the trade that Canadian packers are still careless in their methods and that in many lines the standard of quality of Canadian goods is inferior to that of the favorite American brands.

Canadian goods have also to compete against the established trade secured by American packers by dint of many years of introductory work and the expenditure of large sums in advertising. Prices in many lines have been at a level which would not be profitable to Canadian packers e.g., Italian tomatoes continue to be sold at such low figures that they have driven many other competitors out of the market.

Ineffective Labelling.

In many instances Canadian goods suffer from ineffective labelling and in this connection it has been suggested that it would be a practical step for the Canners' Association to adopt one attractively labelled brand for the output of all their canneries destined for the United Kingdom trade instead of continuing to utilize the numerous individual brands of the different members of the association. Some of these labels are insignificant and their diversity tends to create confusion.

Canadian Goods in Favor.

However it is believed that Canadian goods are advancing in public favor and with the adoption of still better methods and the devotion of particular attention to the requirements of this market there can be little doubt that there is a considerable future ahead for this important Canadian industry. The use of glass packages continues to become more general and there is a considerable section of the public which will not purchase goods packed in tins, preferring to pay higher prices rendered necessary by the substitution of glasses for cans. Canadian packers should find it advantageous to adopt glass in connection with the superior grades of certain fruits and vegetables.

Fruit Pulps.

Prices generally in this branch of the trade have ruled low and quotations offering were not attractive to Canadian shippers.

NOT UP TO FIGURES.

(From Lippincott's.)

The busy shopper paused at the fruit vendor's stand. "How much are your pineapples?" she asked.

"Eight cent apiece, lady."

"Well, I declare, that's too good to be missed; I'll take eight of them," she said.

The dealer placed them in a bag and said: "Eight cents—eighty-eight. You take dem along for eighty-five."

The lady's eyes sparkled at the bargain price, and she departed in a happy frame of mind—happy until her husband told her to brush up on the multiplication table.

BIGGER SUGAR BAG.

The Ontario Sugar Refining Co. is now putting its output into 125 lb. bags. This change is greatly appreciated by the retail trade. The old 100 lb. bag is too small for potatoes or grain and the Toronto wholesale potato dealers recently met and decided to make 80 lbs. a bag. This 125 lb. bag is standard size and makes the empty bags much more saleable.

This action is the outcome of a suggestion by J. H. Lehmann, the company's traveling representative, formerly with W. H. Millman & Sons, Toronto.

NARROW ESCAPE IN KINGSTON.

Gaspard Lemoine, manager for J. B. Renaud & Cie., Quebec, had a narrow escape from death in the recent earthquake at Kingston, Jamaica. With Mrs. Lemoine he was visiting in that city at the time of the disturbance. He was in a large store, which fell to the ground, and was only saved by the huge pillar against which he was leaning keeping up part of the ruins. Mrs. Lemoine had a similarly narrow escape.

MAPLE TREE PRODUCE ASSOCIATION.

Myron F. Goddard has been chosen by the directors of the Waterloo Maple Tree Produce Association as manager for the coming year. N. O. Rockwell was elected secretary-treasurer. Both gentlemen are experienced in the business and will bring their knowledge into use in building up the business.

RESOURCEFUL.

Gentleman of Leisure—"Don't you know that this is not a smoking compartment?"

Commercial Traveler—"Never fear. I'll hide my pipe when I see the conductor coming."—Fliefiende Blatter.

TOBACCO LEAVES.

Ed. Youngheart, of Ed. Youngheart & Co. is in Cuba at present.

J. M. Fortier, of J. M. Fortier & Co., Montreal, has returned from a short trip to Toronto.

J. Hirsch & Sons, Limited, has taken over the business formerly carried on under the name of J. Hirsch Sons & Co., Montreal. The new concern is capitalized at $100,000.

The Havana Cigar Syndicate is a new cigar company manufacturing in Montreal at 234 St. Paul street. Paul Prozesky is sole proprietor. Their leader is the "Queen Victoria" cigar.

Many persons will be surprised to learn that the potato is used in France in the manufacture of imitation meerschaum pipes and "marble" billiard balls. After the potatoes are peeled they are kept for 36 hours in an 8 per cent. solution of sulphuric acid. They are then dried and pressed hard enough for use in making pipes. Under strong pressure they become solid enough to be turned into billiard balls.

Ten Cents — **Hogen-Mogen**

Five Cents — **Royal Sport**

Two lines that please every time.

If your tobacco department does not pay it's because you do not carry paying lines.
Just give these two lines a fair trial and you will be surprised at the returns you will receive.
You will be interested in learning of our special plan to help our customers. Drop us a line.

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

Too Expensive For My Business !

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO.

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you ?

That's only one of the things Business Systems will do for you.

■ ■ ■ ■ ■ ■

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

See That Waggon!

Think about it in connection with your business. **Can you afford to go along in the old way ?**

Abbott's waggons are right in every detail. The material is the best we can procure. The work is thorough as well as artistic. Prices—no more than an honest man wants to pay for a good waggon.

Prompt shipment

H. G. Abbott & Co. London, Ont.

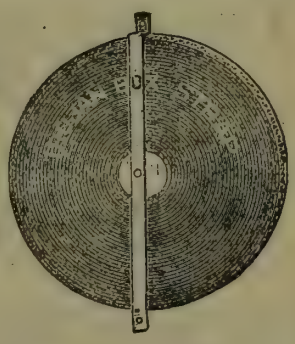
Improved

Trojan Hoop Iron

on individual hangers of 300 ft. each.

Packed 20 reels to the case. Made in ½", ⅝", ¾" and 1"

Very handy, why don't you stock it ?



J. N. WARMINTON

43 Scott St., Toronto 207 St. James St., Montreal

The Finest Family Polish on the Market.

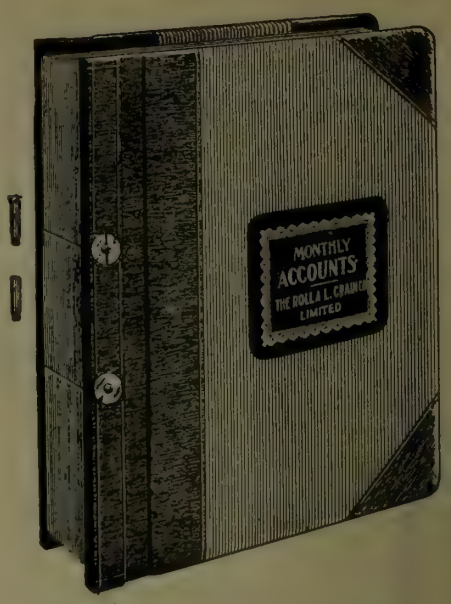
BLACK JACK

AT YOUR JOBBERS'

Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.

The Crain Monthly Account System



has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself, than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds on one sheet as easily as it does on 1,000, not one that you must have a certain number of sheets in before it will bind, and then only allows you to extend to a limited number of accounts.

Write us for particulars.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : 18 Toronto Street
Montreal Office : Alliance Building
Winnipeg Office : 11 Nanton Block

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties CO.,

126 Adelaide E., TORONTO

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have an excellent proposition to make in most Canadian cities for merchants to use electric signs.

Let us hear from you, and we will send you circulars.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any othe style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

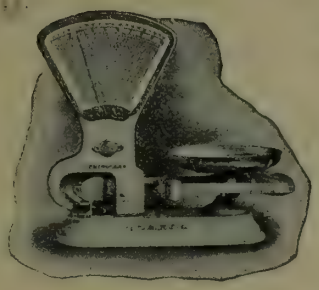
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GOOD GROCERY FIXTURES should provide for—

EFFICIENCY of Service.
ECONOMY of Space, Time and Labor.
CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

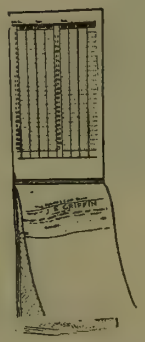
THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

ONE CENT

Would you invest one cent to find out how to save a considerable sum of money annually?



Duplex Counter Check Books

are strongly recommended by many grocers as money-savers, because they have proven them so. One cent brings particulars.

The Carter-Crume Company, Limited

Toronto and Montreal

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

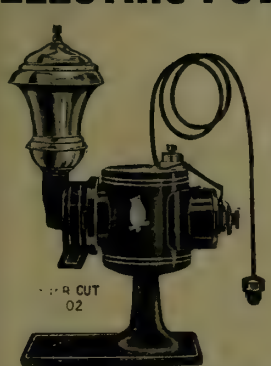
COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., Londo .. Ont.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

New Season Goods now ready, made from the finest Seville Oranges, and the name **UPTON** guarantees the quality.

UPTON'S ORANGE MARMALADE

Insist on having

UPTON'S ORANGE MARMALADE

Don't accept an inferior **MARMALADE.**
You can have **UPTON'S** if you insist.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 8 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼ lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
½ doz.	2½lb.	10 50
½ doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz. or ¼ gross, 4 oz	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

Cereals

Wheat OS, 2-lb. pkgs., per pkg 0 05
" 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's	$2 85
Canada Flakes "Household" 24/25's	5 00
5-case lots	4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
Crystalized " ½ lbs., per doz.	2 25
" ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.	$ .90
1 " " ¼ " " "	2.40
½ " " 2 " " "	4.75
½ " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ¼s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ½'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs. 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb tins.	26c
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb tins, 10 tins in case	33c.

XXXX cocoate powder—	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz. $8 25
Medium size jars	" 4 50
Small size jars	" 2 40
Individual size jars	" 1 00
Imperial holder—Large size	" 18 00
Medium size	" 17 00
Small size	" 12 00
Roquefort—Large size	" 1 40
Small size	" 2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, 25, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

TO MAINTAIN A STANDARD

RISING SUN AND SUN PASTE
STOVE POLISH STOVE POLISH

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

"EAGLE" brand
Condensed Milk

It rests entirely with you, Mr. Grocer, to make your customers regular users of Condensed Milk and Evaporated Cream—offer

Borden's Brands

Purest and Best

(Unsweetened)

"PEERLESS" brand
Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles	1-oz., case of 2 doz	Per case.
" 2 "	" 1 "	$3 20
" 4 "	" 1 "	3 00
" 20 "	" ¼ "	4 50
" 20 "	" 1 "	4 75
		9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60	1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09	0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 10
Tubs, 60 lbs.	0 10
Pails	2 05
20-lb. tin pails	1 95
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
½-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

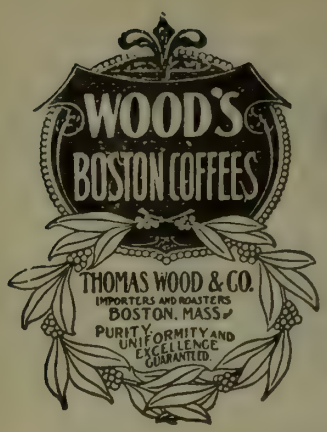
Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.



DISCIPLINE

What good thoughts do for the mind, and good habits for the body, in developing the successful man

WOOD'S COFFEES

accomplish for the Grocer's business. They fill it with energy, buoyancy and healthfulness.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 06½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06½
Barrels, 200 lb. 0 06½
Kegs, 100 lb. 0 06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case. 0 07½
6-lb. enameled tin canisters, 8 in case. 0 07½
Kegs, ex. crystals, 100 lb. 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 06½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb. 0 07

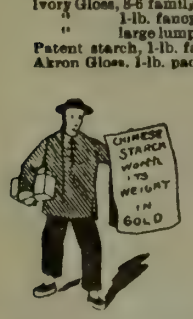
SAN TOY STARCH.

pkges, cases 5 doz., per case. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb 0 07
Durham corn starch, 40 lb 0 05

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 05½
" 3-lb. cartons, 36 lb. 0 05½
" 200-lb. bbl. 0 05
" 100-lb. kegs. 0 05
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb. 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 05½



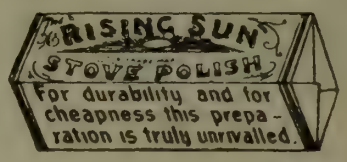
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.
In Pictorial Cardboard Boxes—
4 lbs. net weight. 8½c.
1 lb. gross weight 8½c.
½ lb. gross weight 9c.
¼ lb. gross weight 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight. 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.	2 50	Cases 24 qts	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

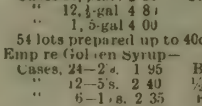
Empire Golden Syrup—

Cases, 24—2's	1 95	Bbls. per lb.	0 02½
" 12—5's	2 40	½-bbl "	0 03
" 6—10's	2 35	Kegs "	0 03½
" 3—20's	2 25	Pails, $1.40 and $1.	

Usual freight allowance for factory shipments

Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $8.00.

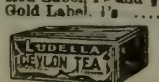
Special quantity prices Empire jelly powder, all flavors, 90c.



Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise hf c 80 lbs	0 19
Ceylon Green Tea—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

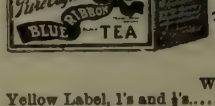
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 80 ½-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb "at	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 30-lb. "	
" XXX 80-lb. "	
" XXX 30-lb. "	
" XX 80-lb. "	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz. of

"Batger's"

Strawberry Jam

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ROSE & LAFLAMME
Montreal and Toronto

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OF FRUITS IN GLASS

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Our brands are the most perfect that up-to-date machinery and equipment combined with expert knowledge can produce.

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Come along with the **Acme Can** people to the **International Convention of the Canned Goods Packers and Machinery Supplies Association, to be held in the City of Buffalo, N.Y.**

February 11th to 16th Inclusive

It will be worth your while. A complete canning factory in operation. Splendid exhibit of the most modern machinery and canning factory equipment. Interesting discussions on live questions appertaining to the industry.

There will be much to interest, instruct and amuse you.

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Japan Tea Traders' Ass'n.
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Symington, T., Edinburgh, Scot.
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Yeast.
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Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 15, 1907. NO. 7.

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(Continued on page 4).

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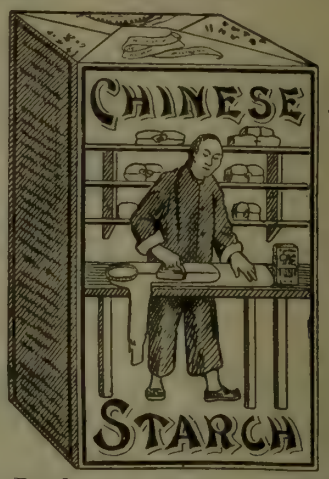

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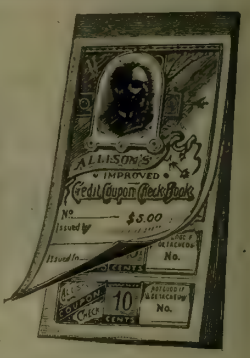

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**

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C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

Place your orders **NOW** for spring shipment of **Jams, Jellies, Marmalades, Catsups, Etc.**

1st. To ensure early shipment.

2nd. To secure your requirements before any possible advance in prices. Jam Stocks are very low, and some varieties are even now exhausted.

Aylmer and Simcoe Jams, Jellies and Marmalades are the most popular goods on the market, because they are the **BEST.**

The sales of these Jams in 1906 were nearly twice as great as in 1905, and four times as great as in 1904. **QUALITY DID IT.**

Ask your wholesaler for Aylmer Pure Fruit Preserves. They are equal to the best imported.

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Aylmer and Delhi Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

Quality Did It.

CANADIAN CANNERS,
LIMITED

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada:

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as the mere cost of growing it; and buying fruit at this price naturally we can afford to use more of it.

2. Our plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

4. Having the turnover, we are able to purchase our packages at the very lowest price.

5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will also see that it will be to your advantage, and that of your customers, to place your Jam business with us.

We quote Standard Brand Jam
in 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.

The OZO CO., Limited

MONTREAL

For the first six weeks of 1907 over the corresponding six weeks of 1906, the "SALADA" business has increased 20.10 per cent., all branches combined, and then when you consider our increase for the past fourteen years you must surely be convinced of the superior merit in

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We had 123 per cent. increase in 1893 over 1892
We had 145 per cent. increase in 1894 over 1893
We had 115 per cent. increase in 1895 over 1894
We had 85 per cent. increase in 1896 over 1895
We had 86 per cent. increase in 1897 over 1896
We had 39 per cent. increase in 1898 over 1897
We had 34 per cent. increase in 1899 over 1898
We had 18 per cent. increase in 1900 over 1899
We had 15 per cent. increase in 1901 over 1900
We had 11 per cent. increase in 1902 over 1901
We had 25½ per cent. increase in 1903 over 1902
We had 12 per cent. increase in 1904 over 1903
We had 18 per cent. increase in 1905 over 1904
We had 23 per cent. increase in 1906 over 1905

Our 23 per cent. increase in 1906 over 1905 amounted to more pounds of "SALADA" Tea than our total output was in the years 1892, 1893, 1894, 1895 and 1896 combined.

THE SALADA TEA CO., TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

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We also recommend

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Order, Ask for

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

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All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

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ROSE & LAFLAMME
Montreal and Toronto

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Geo. Mason & Co. Limited

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

LARGE SIZES IN 10-lb. AND 25-lb. BOXES.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Your Best Advertisement

is to sell good Coffees. For the best results sell the best — CHASE & SANBORN'S High Grade Brands.

Chase & Sanborn,

The Importers, Montreal

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

JOHN TAYLOR & COMPANY

TORONTO

VICTORIA BY THE GRACE OF GOD OF GREAT BRITAIN AND IRELAND QUEEN DEFENDER OF THE FAITH EMPRESS OF INDIA
PARIS
INTERNATIONAL EXHIBITION JAMAICA 1891

TAYLOR'S BEST BORAX SOAP

You will make a GOOD PROFIT at the price we will quote you and PLEASE EVERY CUSTOMER because it

SOFTENS WATER WASHES EASIER

CALGARY, ALBERTA

CALGARY'S AIM
IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

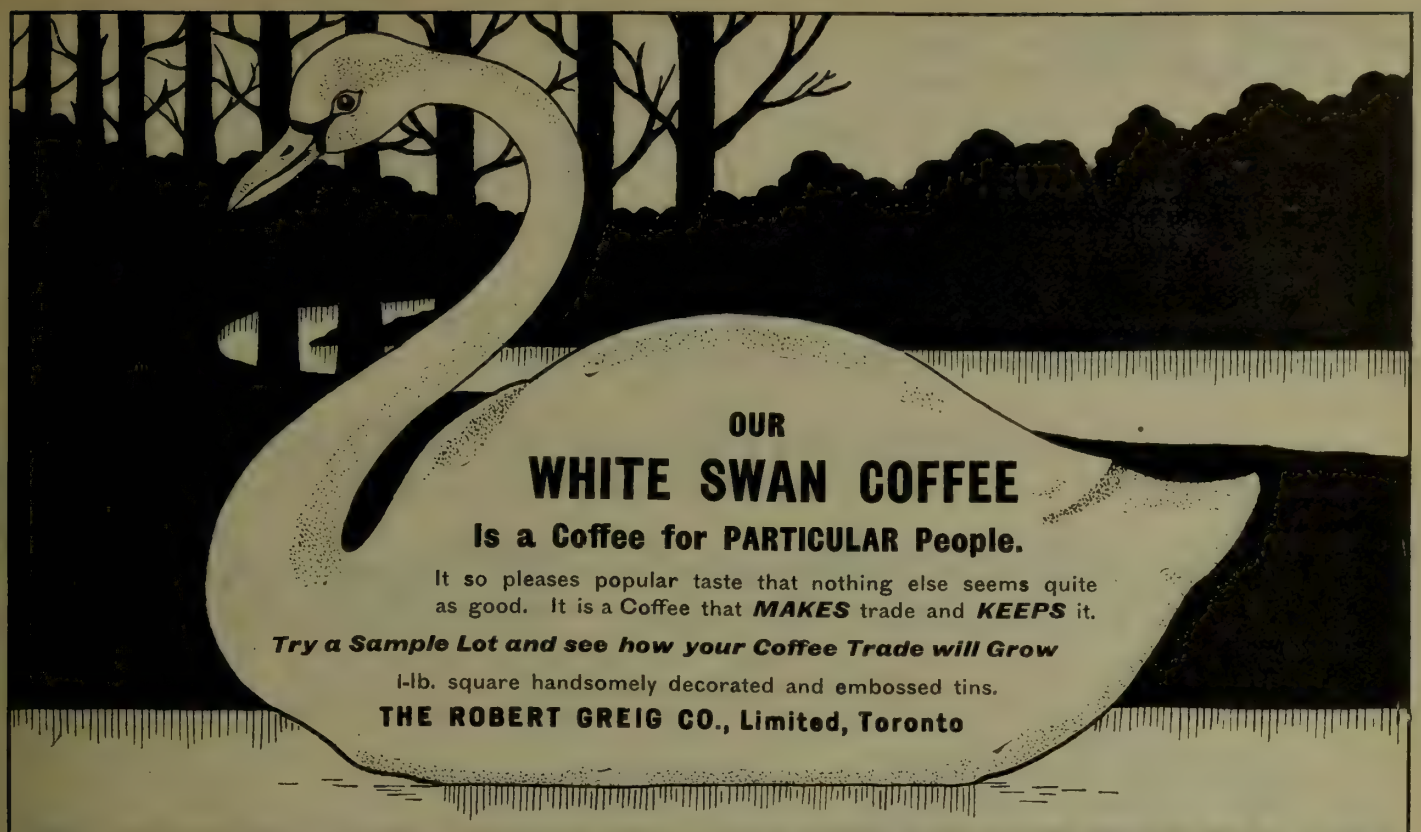
We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG



OUR

WHITE SWAN COFFEE

Is a Coffee for PARTICULAR People.

It so pleases popular taste that nothing else seems quite as good. It is a Coffee that ***MAKES*** trade and ***KEEPS*** it.

Try a Sample Lot and see how your Coffee Trade will Grow

1-lb. square handsomely decorated and embossed tins.

THE ROBERT GREIG CO., Limited, Toronto

GREIG'S White Swan BRAND

DON'T SELL STARCH

Some grocers would better stop selling starch. Just as a good starch builds up a paying trade, an inferior starch pulls it down. Feature

IVORINE

and end all your starch troubles. IVORINE is the particular housewife's best friend, and the shrewd grocer declares Ivorine is his strongest ally.

Now is a good time to express that test order.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts., Toronto.

PRUNES

40/50 PRUNES
50/60 PRUNES } 10 LB. BOXES.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Manufacturers! Attention!

Are you **successfully represented** in

BRITISH COLUMBIA?

If not, **write** to the **up-to-date Brokers**

The Standard Brokerage Co.

VANCOUVER, B.C. Limited

If you have **GOOD GOODS** we can **SELL** them! **WHY? BECAUSE** we are in **close touch** with both **Wholesale** and **Retail** trades.

Our travellers call on every merchant in British Columbia.

We can **get** the **business.** Our policy is not **get it anyway,** but get it by **energy, close attention and strictly businesslike** methods.

We recognize that as representatives we are not only expected to sell goods but to **protect** the **Manufacturers' Interests.**

The future of **British Columbia** is assured. The future of **Your Business** is assured, if you are represented by

The Standard Brokerage Co., Limited

VANCOUVER, B.C.

ARTHUR NELSON, - Managing Director

WRITE US TO-DAY **TRACK WAREHOUSE**

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results** ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Ready ?

There's going to be a big demand for

'CAMP'
COFFEE

Customers everywhere—yours among the rest are determined to *try it*. Once they have tried it, they will be even more determined to use it regularly. "CAMP" Coffee is the safest stock you can buy—never deteriorates in price or quality ; never wastes always does credit to the seller, and gives full satisfaction to the buyer. Is your stock of "CAMP" Coffee READY ?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.

If you want to sell a profitable line during Lent secure a trial case of

Alibert Sardines

They are sure sellers and sell often after the first sale.

Shipment of 500 cases due end of the month.

Order early and be certain of obtaining a supply.

FOR FURTHER INFORMATION

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

BUY WISELY

USE DISCRETION AND PURCHASE ONLY GOODS THAT SELL

DON'T HAVE DEAD STOCK

"MELAGAMA"

MOTHER'S FAVORITE TEA

MAKES PLEASED CUSTOMERS

For Price List see back of this issue.

Our prices on Bulk Teas will interest you. Write for samples and quotations.

MINTO BROS., Packers, Importers and Blenders, TORONTO

HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retails at 50cts. Send for samples or trial package of 50 lbs.
We are agents for Canada. Guarantee to sell.

Tartan BRAND
SIGN OF PURITY

LENT—A Full Assortment of Fish

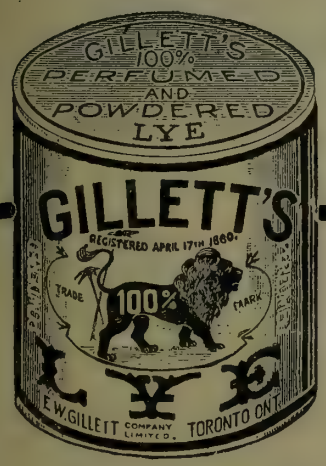
SPECIALS

Brls.—Duff's Selected Labrador
Hf.-Brls.—Sea Trout
Hf.-Brls.—Labrador Salmon
Hf.-Brls.—Mackerel
100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON



GILLETT'S LYE has many uses.

It makes soap, it cleans baths, sinks, dishes, pans, cans, refrigerators and everything about the home.

The Grocer who knows the uses of

GILLETT'S LYE

knows the great demand there is for an all 'round good cleaner.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Gillett's Chemical Works, Established 1852.

Select any of our well-known pickles or relishes and you need not fear the verdict of your customers.

"Sterling"

Brand

Pickles

stand peerless and supreme, the favorite of the trade and public.

Made in Canada by

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

Medium Scaled Herrings

At bargain day prices for a quantity —strictly superior quality, also a complete line of all seasonable fish.

Labrador Herrings, brls. and hf.-brls.

Mackerel, hf.-brls. and pails.

Boneless Fish—Cod, in 1 and 2 lb. bricks, etc., etc.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

You can't give satisfaction to a man by giving him glass or a pebble when he wants a **Diamond.**

Neither can you suit a man with an imitation tea when he wants **Japan Tea.** You can't imitate the diamond neither can you sell any other tea for **Japan Tea.**

Sell the genuine Japan Tea.

KEEN BUYERS

That's what we are after now. We like to be on the hustle all the time, and as these are not the rush days, we want to see if we can't keep as busy as usual by offering you some decided bargains which you should take advantage of.

	Per doz.
Tomatoes, Riverdale, 3s	1 15
Corn, Alvinston, 2s	82½
Navy, 2s	82½
Riverdale, 2s	82½
Farmers, 2s	82½
Beans, Riverdale Midgets, 2s	90
Riverdale Wax, 2s	82½
Peas, Belleville Quinte Garden, 2s,	85
Belleville Sweet Wrinkle, 2s,	90

	Per doz.
Catsup, Riverdale, 2s	$0 75
Belleville, 12-oz. bottles,	90
Peaches, Puritan Yellow, 2s	1 80
Puritan Yellow, 3s	2 65
Pears, Puritan, 2s	1 70
Gallon Apples, London	2 25
Strawberries, Old Mill, 2s	2 00
Pineapples, Singapore Sliced, 1½	1 35
Pineapples, Singapore Whole, 2½	2 05

Rolled Oats, Challenge brand (our own), per bag, 90 lbs. - - - $2 05
Woodstock, per bag, 90 lbs. - - - - - - 2 00
The latter for shipment in 10 days. We guarantee quality of both these.

Rice, Rangoon, for April delivery, per lb. - - - - - - - 3.05c.
Quality of this is something special and much handsomer than Montreal B Rice

Fancy Java, for prompt shipment
100-lb. bags - - - - - - - - - - 5½c.
224-lb. bags - - - - - - - - - - 5⅜c.

Tea. If you haven't handled our **Maybell** yet you should do so now. It's a trade-bringer and just the kind of tea your customers will come back and ask for. Quality always the same.

WE HANDLE EVERYTHING IN GROCERIES

Canada Brokerage Co., Ltd.

Phones—Main 870, Main 2282

9 FRONT STREET EAST **TORONTO**

TO THE EASTERN RETAIL GROCER

DEAR SIRS,—

Have you thought of the magnificent opportunities there are all over **Alberta** for the hard working and energetic Grocer? New Railways, new Country being opened up, new Towns, new chances of success everywhere; these chances are offered to every man who comes out here **NOW** and grows up with the country.

During the last three years we have located in business in different parts of **Alberta** a large number of Eastern Grocers, who are now sharing in the big prosperity of "The Last Great West"—and, with practically no exceptions, they are all enthusiastic and thoroughly satisfied, their success having been away beyond their expectations.

If you have any thought of going into the grocery business in the West, then don't let these golden chances slip away. **Now is the time,** write us (giving particulars) and we will with pleasure give you all information and assist you in every way. Yours truly,

L. T. Mewburn & Co., Limited

Wholesale Grocers and Importers

CALGARY, :: ALBERTA

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

Triangle Canned Fruits and Vegetables

¶ The home-made Canned Fruits and Vegetables are getting low, which will result in a demand for all lines of Canned Fruits and Vegetables; in these, many lines are being rapidly cleaned out.

¶ Before it is TOO LATE, look over your stock and let us have your requirements.

¶ Triangle Fruits and Vegetables are the highest production of the Canners' art.

James Turner & Co., Limited, Hamilton, Ont.

CIRACE JACQUOT
CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

CIRCAE JACQUOT

the best known on earth.

Write or Phone for Quotations

LEFORT IMPORTING CO.
LIMITED
No. 56 St. Francois Xavier St.
MONTREAL
Telephone Main 76

FISH
FOR LENTEN TRADE

A full assortment, Pickled, Dried and Canned Fish—

Only a few No. 1 Trout left

All lines are clearing rapidly.

WARREN BROS. & CO.
LIMITED
Wholesale Grocers
Toronto

NEW ORLEANS MOLASSES

Why handle Black Strap and inferior grades of mixed so-called New Orleans Molasses when you can get the genuine at the same price? Ask your jobber for **PLANTATION BRAND.**

Diamond Brand Maple Syrup
Twin Block Pure Maple Sugar
Maple Cream Hearts
Pure Fruit Marmalade and Jams

SUGARS LIMITED, - MONTREAL

Bon Ami

The Finest Cleaner Made

cleans and polishes by *dissolving* the dirt or tarnish and not by "scouring off" and "wearing out" the object cleaned.

A Scouring Soap
A Metal Polish
A Glass Cleaner

UNIQUE IN ITS CLASS

SALES INCREASING IN GIANT STRIDES

To be had from nearly every Wholesaler in the Drug, Hardware and Grocery Trades of Canada, from Halifax to Vancouver

CASES OF 3 DOZEN

$1.19 per dozen. or $14.28 per gross

F.O.B. Wholesalers' Shipping Points.

Lots of 5 gross - - - - - - $13.40 per gross

Delivered to any Railway Station from Halifax to Vancouver.

TERMS—NET, 30 DAYS

HUDON, HEBERT & CO.
LIMITED

Montreal

SOLE AGENTS IN CANADA

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Some Present Trade Requirements

Tight Money for a Time—Law of Averages Calls for Lean Years—Corruption Follows Paternalism—Iron Bonuses Unfair to Ontario—Relations With the Mother Country Should be Undisturbed—Railway Commission has Raised Freight Rates—Should Have More Export Help.

By Peleg Howland, Retiring President of The Toronto Board of Trade.

The large increase in deposits in the chartered banks would indicate that the people of Canada generally are thrifty and saving, notwithstanding the extraordinary inducements offered for speculation in mining and other enterprises. All these deposits, however, find ready employment in the expansion of business as shown by the increase in current loans. The difficulty among bankers now would seem to be to keep their reserves in safe proportion to their liabilities and find means for the constantly-increasing demands of their customers; in consequence a period of dear money is probable for at least some time to come, with the possibility of curtailment in a degree of the prevailing activity.

While the railway construction going on not only in the new provinces but in the older portions of the Dominion and the constantly-increasing immigration must help towards continued prosperity, it must be remembered that we have had a series of unusually good crops, upon which we are largely dependant, and that the law of average would lead to the expectation of lean years; that the prices of nearly all commodities, including labor, are dangerously near the point of inflation; that our national expenditure is becoming extraordinarily large with immediate prospects of increase; that we are a debtor nation, and that the drain upon us for interest on our foreign borrowings, national, provincial, municipal and private, must be very heavy. It would not, therefore, seem out of place to echo the note of warning already given out by financial men and urge reasonable caution.

The United States have during the past few years been experiencing a prosperity perhaps proportionately greater than our own; they have had, however in the process of developing their almost limitless resources, periods of extreme depression. These in the past used to precede ours almost a year; whether that will continue to be the case cannot be foretold. It would be well, though, to keep a careful watch upon the conditions there for any sign of change.

Too Much Reliance on Law.

Comment is timely on the deplorable revelations made during the past year by the investigations into some of our commercial, financial, insurance and political affairs. While doubtless periods of prosperity and speculation must have accompanying evils of this kind, the conclusion cannot be avoided that they are also fostered by paternalism, whether taking the form of protection by customs duties, by bonuses, national or other, or of sumptuary laws that tend to make the individual lean on government help for his rate of wages, his profits or for the safety of his investments, to the weakening of the sturdy independence, self-reliance and toughness of fibre which is of such essential importance. The lesson taught in my opinion, is against any attempt to effect a cure by further adding to the criminal code, increasing the list of restrictions or by making government still more responsible.

Opposed to Government Bonuses.

I am strongly opposed to government bonuses generally as being one of the worst forms of class legislation, and I desire to call attention to the fact that the manufacture of the base products of iron and steel in Canada is now being fostered by a series of bonuses accompanied by customs restrictions, and very large and increasing sums are being exacted annually from the whole people for the benefit chiefly of an industry located in the far east, which, if capable of producing as represented when established, should be able to stand alone. Ontario is naturally situated to draw

PELEG HOWLAND, TORONTO.

its raw materials for the more finished products in iron and steel from Pennsylvania, Ohio and West Virginia, and if allowed to do so would have chances of very large growth in all the smaller industries, which are really of so much more benefit to a community than the immense establishments, to a large degree monopolies, which produce the coaser materials. It would seem unwise on our part not to avail outselves of our neighbor's coal and iron as long as they remain the cheapest products of the kind, rather than tax ourselves to upbuild an industry a thousand miles away. We are, as yet, the largest consumers of this products, and bear the greater portion of the taxation, but are handicapped by the double freights in getting back into the east, which has as well an advantage proportionately in freights westward. Ontario must sooner or later awaken to the injustice of the present policy, which takes from it the chance of supremacy that naturally belongs to it, with the accompanying danger of sectional difference."

Opposed to Preferential Treatment.

It may perhaps be proper for me to say here that personally I do not favor the resolution urging preferential treatment of our products in the old country, nor that indicating that Canada should contribute to the defence of the empire, feeling as I do that we are able to progress without favors, and believing that entanglements must arise from any attempt to alter our relations to the mother country or to make contributions without representation, with the grave danger of our either breaking away entirely or losing that measure of independence which is of so much importance to us.

In regard to representations made before the Railway Commission that an investigation should be made into the right rates of Ontario, and that there is a discrimination in favor of Montreal in the rates to points both east and west of Toronto, no judgment has yet been given.

The conclusion is forced that the commission has not the necessary expert assistance to get through its work, and I would advocate representations to the government for such changes as will make the commission more efficient, including the extension of its jurisdiction to Dominion Government railways, which are now in my opinion, improperly exempt. The question of rates and of discrimination is of more importance to the people at large than the rights of one railroad to cross another, or matters of a similar nature which seem to chiefly occupy the attention of the commissioners.

The railroads have recently submitted to the commission schedules of rates for merchandise bound inward from many places in the United States; they are substantially higher than those now existing, and their adoption is suggested in order to overcome the decrepancy in the rates existing from American and Canadian places on the border, those from the latter being now much the higher. The co-operation of the manufacturers is sought by placing certain of their raw materials on a special basis, which will mean practically no advance. Generally speaking, however, their adoption will mean higher freights for merchants and consumers on inward stuff from the United States. A protest has been entered against these being considered at all until a general and thorough inquiry be made into the fairness of the rates now existing throughout Ontario, Any adjustment of rates upward should be resisted by every possible means.

Commission Raises Rates.

I would also call attention to the arrangements existing between railroads which prevent them from competing in

rates with one another. Such combinations are surely as harmful as arrangements affecting the prices of commodities, and are as much entitled to be forbidden by law. The Railway Commission has undoubtedly up to the present been an aid to these freight associations, and has served to increase rather than reduce the rates, thus helping to add to the revenue of the railroads, and it is questionable if the uniformity obtained is a compensation to the people generally for the additional cost of the service.

Unfair Discrimination.

The custom of charging the ordinary shipper from various centres in the northwest in some instances more than double the rates given to wholesale-dealers located in those centres shipping to traders, and which is a factor in the many difficulties experienced by the eastern merchant in getting into that country with his goods, still exists, and should have the attention of the commission at once. An eastern merchant shipping to—I will say Calgary—a carload of goods to a distributing agent to be broken up and reshipped to various consignees at points in the neighborhood, must be on a list as carrying a stock in Calgary, and the consignees must be traders before these consignees can get the benefit of the so-called traders' rates, otherwise being charged the ordinary class rates. The following examples of these rates, given as existing on January 5 last, will give an idea of the differences between the traders' rates and the so-called class rates which are paid by the ordinary shipper or consignee, the figures being per hundred pounds:—

Calgary to Revelstoke—Class rates—First, $1.35; second, $1.13; third 90c.; fourth, 68c. Trades rates—First class—64c.; second, 55c.; third, 45c.; fourth, 37c. Calgary to Fernie, B. C.—Class rates—First, $1.27; second, $1.06; third, 85c.; fourth, 64c. Traders' rates—First class, 61c.; second, 53c.; third, 44c.; fourth, 37c.

Favors Local Merchant.

Similar conditions exist at Winnipeg, Brandon, Regina, etc., though the differences are not so extreme. This system meets with the favor of the local wholesale merchant, as it protects him from his eastern competitor, and also of the retailer in the smaller towns, as he is in his turn protected, the tendency being to force the consumer to patronize the nearby merchant. It is improper, however, and contrary to the principle upon which charters are granted. It is not practised in the east, the tendency here being rather to give the advantage if any, to the more distant place. It should be stopped.

Reciprocal Demurrage.

The country suffers every year from a shortage of cars and from the inability of the railroads to move promptly the rolling stock they are able to supply. This year the trouble has been particularly serious, and has been felt by all classes of the business community, being one of the causes of the scarcity of money. The railroads now very properly enforce demurrage charges on customers detaining cars over a certain specified time, but are under no penalty themselves if shipments remain in their possession longer than is reasonable. Any system of reciprocal demurrage will be vigorously opposed by the railroads and many strong arguments will be used against it. It seems reasonable, however, to think that what works well in one way should in the other, and that its adoption might lead to such exertion on the part of the companies as will overcome, at least to some extent the evil complained of. The system has already been advocated by board, and it is well worthy of further consideration.

Anti-Dumping Law Unfair.

The attention of the Toronto Board of Trade Council has recently been called to the anti-dumping clause in the custom tariff, the application of which is being extended at the present session of Parliament. I cannot urge too strongly that the matter be thoroughly investigated. A regulation that restricts a merchant's right to buy as cheap as his ability and capital will permit, and penalize him if he does exercise such ability by requiring, besides the regular duty, the payment in the shape of special duty of any concession he can obtain in price below what the authorities fix as the home value of the goods in the country of export up to fifteen per cent. of such home value, and compels the taking of such an oath as the following—"That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said importer and the exporter, or by anyone on behalf of either of them, other than as shown in the said invoices, either by way of discount, rebate, salary, compensation or in any other manner whatsoever" which forms a part of the oath taken on the entry of goods for consumption—approaches too nearly to despotism, surely, to be borne by this community, and is besides calculated, as the oath suggests, to encourage fraud and dishonesty, and is not in the interest of the consumer. In my opinion, as a restriction on trade, no combination can compare with it. If the manufacturer requires more protection it should be afforded him in some less objectionable way.

FOUR WAYS OF SELLING.

The Dishonest, the Misrepresentation, the Suicidal, the Straight Business.

In their weekly market report of a recent date, Strasbaugh, Silver & Co., of Aberdeen, Md., go a little afield from the market and under "Points Worth Remembering" quote a successful manufacturer as follows:

"The desire to buy cheap, anything, is a mania with some people.

"To favor an article simply because its first cost is low is not only unfair, but a poor business policy.

"To buy at a fair price is shrewd, but it is false economy to forget that below a certain limit, cheapness is suicidal should be shunned.

"There are four ways to sell goods:

"1 The Dishonest Method—To sell so low that you can't earn a living, and the sheriff will finally wind up your affairs, and your creditors carry your losses.

"2 The Misrepresentation Method—Palm off upon your customers unfair goods and persuade them that they are the best.

"3 The Suicidal Method—Employ workmen at less than living wages; buy the cheapest materials; pare everything down to the lowest notch, and patch results.

"4 The Straight Business Method—Buy the best; employ skilled labor; thoroughly know your own business and business values. Provide special facilities for the execution of the greatest amount of high-grade production at a minimum cost. Avoid extravagant management, expensive methods, and have your dealings with customers who appreciate treatment that is not one way.

"He is a public benefactor who conducts an honest trade, and he is wise who pays the full value of his purchase."

TEA SITUATION IN LONDON.

Returned Tea Merchant Gives His Views on European Market.

"In London the situation in teas is very firm. The market is short of the teas most in demand. It has at last been realized that the demand for Ceylong teas has grown to such an extent that it exceeds the supply. I noticed that the general cry on the part of the public was for Ceylons."

Speaking to a representative of The Grocer, this is what A. J. Williams, Canadian manager of Crossfield, Lampard, Clark & Co., said of the London market.

Continuing, he said: "Russia, Germany, Sweden and other European nations are all asking for Ceylons and are likely to continue doing so for the next six or eight months.

"In my opinion it will be some years before prices are again down to the low basis witnessed last summer. All of the large blenders are short of stocks, but so has the taste of the public of different European countries been educated to British grown teas that they have to pay present prices rather than put any China teas in their blends.

"I was at the first auction of the year, when 30,000 packages of Ceylon teas were all absorbed at full prices. The blenders were the largest buyers. Lowest grades Ceylon Pekoe Souchongs sold in London for 6½d. spot cash.

"Quite a few lots of Canadian black teas were received in London while I was there. Considerable tea from New York arrived during that time also."

CANADIAN GROCER A STAPLE.

Mr. Durance, grocer, corner Ferguson Ave. and Ferry St., Hamilton, Ont., left on Monday for a two months' trip to Great Britain and the continent. During his stay abroad Mr. Durance will, besides enjoying himself, keep his eyes open for interesting grocery matters, as he has made a success of his business by close, careful attention and study. Speaking of The Canadian Grocer he said: "I have been a subscriber to the Canadian Grocer for over sixteen years, and I would as soon think of running a grocery store without sugar, tea and coffee and grocery staples as I would without The Grocer. I find it essential to my business." The Grocer wishes Mr. Durance a pleasant journey and safe return to Hamilton.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Short Talks from the Retailer's Viewpoint

Merely Introductory

There has been more unadulterated nonsense written about advertising during the last decade than on any other subject of interest to mankind—always excepting, of course, "Race Suicide," and "The Annexation of Canada by the United States."

* * *

Mr. Retailer! Jump right in now and advertise—if you've never done it before. Do not be barred out of the publicity columns of your local papers because you can't write as pretty an ad as the fellow round the corner. You've read Sandy's opinion of whiskey? Sandy had just swallowed a glass of whisky when a croney enquired: "Is that good whisky, Sandy?"

"Good whisky!" wrathfully ejaculated the old man; "All whisky is good but some brands are better than others."

* * *

Despite the assertions of many advertising experts I am inclined to think that all advertising is good; but—some ads are far more effective than others. Even when John Smith merely declares that he has a certain line of goods for sale John is not producing bad advertising. I have studied the methods of advertisers all over the British Empire and the United States and I have yet to see an ad which could be considered as damaging to the business of the man who produced it. The moral is double-barrelled: Advertise and keep on advertising.

* * *

The primary essential for the retailer who produces his own copy is—a thorough knowledge of his own business—its wants. Some of the best advertising copy I've seen was produced several years ago by a Chicago retailer. That copy was so strong and effective that the merchant referred to cleared a snug fortune in a few years. Prosperity made him somewhat careless. He did not pay strict attention to business all the time. He lost a knowledge of its needs. He still continued to produce the advertising—good, strong stuff it was, too—but because he had lost the intimate knowledge he once possessed regarding his business the copy gradually lost much of its old-time power.

* * *

Truth is more necessary in your advertising copy than in a preacher's discourse. Fill it up with facts. Don't exaggerate. Cut out the circus style entirely. A big concern capitalized up in the millions can sling "stupendous, unprecedented," and all such words into their advertising, but the average retailer should avoid all that gush. The man who pays the bills is a common sense individual in the main, and the retailer who tries to humbug that man is monkeying with the buzz saw. Don't even exaggerate a little bit. The merchant who makes exaggerated statements regarding his goods strikes ordinary people in the same way as the fellow who swaggers along the beach in a loud suit.

"There's nothing in him," they say—referring to the swaggerer, and, well—enough said.

* * *

Grocers as a rule advertise less than they should in their local papers. They should advertise pretty regularly and could do so profitably. And they should insist on their ad always appearing on the same page and on the same part of the page, so that customers would know just exactly where to find it. Here we get back to the production of copy. Lots of grocers do not advertise—because they very foolishly imagine they cannot produce good copy. If you have a few facts to state that will interest the public, you can depend upon it that the newspaper man will be mighty glad to help you. A good way to judge the value of your own copy is to leave it aside for a day or two, and then revise it. You'll find as a general rule, that you have spread yourself too much. You'll be able to strengthen your copy in almost every case by cutting out a few fanciful sentences. A sugar-coated pill is all right, but the man who does the coating must know his business.

* * *

Study your trade—your probable customers. You've good bargains behind your counters. Do the people of your town know about it? If you can connect with the families in your vicinity who appreciate good values in groceries you'll be happy. Study your trade. Don't advertise in any happy-go-lucky way. Find out what you can say and say truthfully about your goods, and then consider the best possible way of saying it. And the best way of saying what you've got to say is—let prices talk for you. If an article excites a woman's curiosity you can bet dollars to cents that she's looking for the price in the next instance. Then a few clinching details make her jump for her hat and hustle around to your place.

* * *

Never buy space until you have your ad written and revised. A few words in a big space are seldom effective. The printer has to dislocate your sentences, haul them about and stretch them out to fill up and, as a rule, such ads look like a graveyard after a cyclone. Tell your story in a natural way and as briefly as possible. But—don't let the old proverb, "Brevity is the soul of wit," cause you any concern. One of the best ad men on this continent is occasionally too much controlled by this blessed old chestnut and some of his ads demonstrate very forcibly that brevity is sometimes the soul of d———d nonsense. Do not let any proverb curtail a good story—if you have a good story to tell. Make sure that you have, then take time and space to tell it.

* * *

The road to Honolulu is paved with good intentions. I had intended to criticize an ad sent in by Mr. Hyndman of Smiths Falls; but this general talk seemed necessary enough to swamp my good intentions. However, we'll have something to say about Mr. Hyndman's ad this day fortnight.

Have you a sample or samples of ads which wou would like us to criticize? Send them along. You'll be glad to read a word of honest criticism about your copy by a disinterested party—even suppose that criticism is sometimes peppery and to the point.

* * *

The flow of immigration into Labrador has been abnormal for the past year—all because a high-thinking poet has been advertising the Lapland ladies. The bard cuts loose in this caressing style:

"The girls who dwell in Labrador
Don't give the frozen mitt
The maidens cuddle all the more
The farther north ye gitt."

That little verse about the cuddling propensities of the Labrador ladies has already pulled the half of the male population out of Northern Ontario. And yet one still meets some men who declare that advertising doesn't pay. Huh!

T. JOHNSON STEWART.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

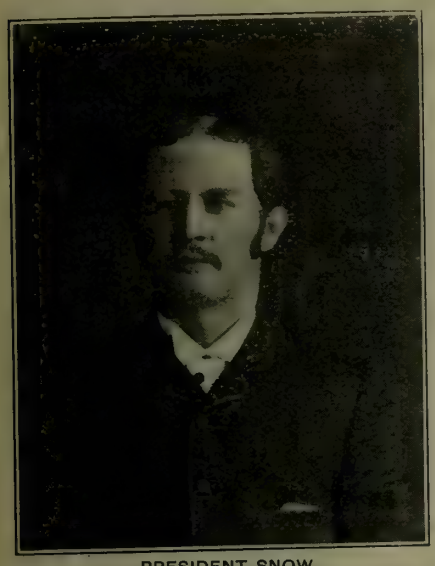
OAK POINT (MAN.) DEALERS ORGANIZE.

Secretary W. A. Coulson of the Retail Merchants' Association of Western Canada attended last week an organization meeting of the dealers in Oak Point and vicinity. A strong section was organized to include the dealers in Oak Point, Scotch Bay, Lundar, Clarkeley, and St. Laurent.

Oak Point dealers are determined to fight the credit system and they have signed a hard and fast agreement to sell only for cash for one year from March 1st. Each dealer has paid in $300 as a guarantee of good faith. For the first breach of the agreement the fine is $50, for the second $100 and for the third $150. Fines are to be devoted to charitable purposes.

TORONTO GROCERS AT HOME AND THE GOOD TIME THEY HAD

The Toronto Retail Grocers' Association held their 29th annual at-home on Wednesday evening in the beautiful assembly hall of the Temple Building. Every years seems to show a little improvement in this social climax of the grocery year in Toronto. But that may be merely in the youthful imagination of President Snow. Some old-timer grown rich in trade may say, "Ye should a seen us forty years ago." However nobody minds these old fellows nowadays.



PRESIDENT SNOW

[This portrait was taken at or about the time of his marriage. This coat wouldn't button on him now by several inches and the smile he wore then is not nearly large enough for him either. He's left off the "sideboards," too.]

The attendance was large, but not uncomfortably so, about 250. Of course all the young folks, Capt. Adams, Davey Bell and the rest danced past midnight and took no notice of it. The floor was superb, the music excellent, and the supper was good enough to eat, so good indeed that some of the gentlemen—never mind who—made a second attack. While the music was moving feet to merriment in the assembly room, quite a number of the more staid gentlemen, the staple articles, smoked and played cards in the corridor. F. W. Heyes, of Perkins, Ince & Co., got his back against the wall as far as possible from the realm of skirts and there maintained his serenity and independence. H. Hardy of the Eby, Blain Co., maintained an unruffled exterior through it all.

But there was no fun in that bunch; let's away to the hall of light laughter and rythmical movement. There's President Snow. Now he's not a tall man, but then he's not angular. His joviality suggests a modified, all-the-year-round Kris Kringle. In a dress suit? Not much, ordinary every Sunday-afternoon good clothes satisfy him. He's standing now with his hands behind him elevating his coat tails in conversation with a couple of ladies. Here he comes to headquarters, the entrance, from which point of vantage C. F. Thorne and T. Clark keep a careful look out to see that all goes smoothly and well. S. S. Searle, traveler for Douglas & Ratcliffe, the shortest man on the floor, and the best dancer, goes by in the dance, and the president lightly taps him on the head, passes him a merry quip and turns to see if the lemonade is flowing freely and everybody dancing that wants to be.

Look at Capt. Adams, springy as a boy and agile as a badger. There are young fellows moping on the side benches like sunflowers denied the sun and the captain with a bevy of pretty girls around him all wanting the first dance. A matter of temperament, perhaps, but some men's spirits never age.

You ask who's the handsomest man in the room? I could tell but I haven't enough life insurance on. Davy Bell says he is and I'm inclined to agree with him. But there's Mr. Raymond—Sunlight's none too fine for him—looking at him; one feels that he must have the blue ribbon in his pocket. Then there's John J. Fee, taller, thinner, less dash, but more distinguished looking. And here comes J. L. Bowles, very much at his ease, and behind him Wm. Kerr, the tallest man in sight. No, I won't say. I'll leave it to the ladies.

D. McLEAN, TREASURER
Who doesn't dance, so wasn't there.

Fred Rose, with a red rose in his lapel has just come in. That's why all the ladies sat up to take notice. He's just a shade bashful, or difiident. There, the shadow has passed; Secretary D. G. Beaton is introducing him to a lady. It is a fine accomplishment to be able to banish bashfulness in the presence of femininity. Mr. Rose will be alone no more this evening.

Not so Mr. Blair, who also wears the Red Rose. He accompanied Mr. Rose, but halted at the entrance to the assembly hall when the galaxy of feminine loveliness broke upon his vision, and Mr. Rose passed on. He is good to look upon and one or two very pretty girls are eyeing him covetously over their partner's shoulders, but here he stands talking to ex-Treasurer Clark as if he were interested. See him blush, having traded glances with one of the aforesaid pretty girls.

What have we to do with shyness? Here comes Gordon Humphrey with a lady on each arm, walking of course, because Gordon couldn't carry two at a time. It's a case to belie the old saw that where there's a will there's a way. If they were as big as he would like, they would weigh too much.

Talk about weighing, rest your tired eyes on the ample form of Sam McGiffin of Mc & E's. Throw in his smile and he'd tip the scale against any other man in the room.

There's the music for another dance. The tall young lady with Gillett's Pagne seems comfortable. But he's so short and jolly as he's good looking. She might be happy with a far less handsome man.

Whom else can you recognize in the throng? T. S. Grant, Joe Taylor, J. A. Montgomery of Eby, Blain Co., J. Mortimer of Christie, Brown Co., his colleage, T. Hulman; J. Smythe of the United Factories, R. C. Blackburn of Davidson & Hay, W. Spittal of Pure Gold, W. K. Booth of H. P. Eckardt & Co., Clem. Rupert of H. A. Nelson & Co.; M. Stewart of F. W. Humphrey's, L. Kemp of the McLean Produce Co., C. Kimpton, L. Williams of McWilliam & Everist, E. Botte of Clemes Bros., J. M. Wright and E. Hustwitt of the MacLaren Imperial Cheese Co.

Dan Casey of the Eby, Blain Co., smiled and smiled and smiled. The habit's contagious, of course, but what matter, it's good for business and anyway Dan can't help it.

The gentlemen to blame for the good time are: President R. B. Snow, Vice-President C. F. Thorne, Treasurer D. McLean, Secretary D. G. Beaton.

Stewards—Mr. R. Vanloan, Mr. F. W. Johnston, Mr. H. D. Kelly, Mr. J. S. Bond, Mr. T. Clark, Mr. D. Bell, Mr. R. H. Stewart, Mr. B. Panter, Mr. Beaumont.

B. PANTER.

Supper was served in two instalments. While the first contingent smiled across the tables, the remaining guests enjoyed one of the features of the evening. To the stirring swirl of Scottish melody, Capt. Adams, of Davidson & Hay, with

Miss Charity Mortimer danced a Highland reel that brought the home land vividly before the eyes of the "foreigners" present.

Chris Maxwell found it hard to believe that Maxwell's Jelly had not found a place in the menu, but in the end he proved that his liking for good things was quite unbiased.

A genuine, old-time, sit-down supper was served in the supper room adjoining the assembly hall. The committee in charge realized that the magnet necessary to draw anyone from the waxen floor would have to be a strong one, and they arranged accordingly. The visible supply was all that could be desired when the market opened, but the consumptive demand was heavy and the repeat orders many, so that if the caterer hadn't had more down cellar in a tea cup someone might have been a wing shy, but there was plenty. Prompt and careful attendance made everything move smoothly. Oyster soup, turkey and ham, ice cream and cake, were some of the main features of the menu.

RETAILERS WANT CASH DISCOUNT

Quebec Wholesale Guild Fear Criminal Code and Decline Request for Conference—Strong Condemnation of Trading Stamps.

"I don't care a rap what system it is, all these trading stamp schemes and coupon arrangements injure us, and do more evil to legitimate business than any other practice, in vogue in the trade."

So spoke second vice-president E. P. Guillemette, of the Montreal Retail Grocers' Association, at the monthly meeting held Thursday of last week in the association rooms, 273 St. Catherine St. E.

Continuing, Mr. Guillemette said that it was up to the association members to stand together and wipe out all the premium schemes which were in use at the present time.

"We are in business to make money," he said, "and we sell our goods at a reasonable price; but there is not a grocer

F. W. JOHNSTON

here who can sell his groceries at reasonable figures, giving good value, and at the same time work some coupon system of premium giving. Somebody has to pay for the premiums, and the grocer does not want to stand for the whole cost, and as a consequence he must shove some of the expense onto his customers by charging higher prices for his goods. The profit in selling groceries is small enough, as we all know, without making it any less by encouraging these various premium ideas. I understand that some of the members are running a premium business in connection with their grocery lines in order to, in their idea, help their trade. In my opinion, they should sink their own personal interests in this matter for the benefit of the association as a whole. What are we organized for if not to fight just such things as the trading stamp and the premium coupon? We were able to have a law passed forbidding the use of trading stamps, but this law has been evaded more or less, and the evil is just about as bad as ever. Some action should be taken by the association at once."

Mr. Guillemette's opening remarks were in reply to a statement made by one of the members, T. Pleau, who said he was running a coupon business proposed to him by a crockery premium company.

President Laniel speaking to the Canadian Grocer after the meeting, said that he could endorse the words of Mr. Guillemette, because he felt that as long as these schemes were in operation, so long would the grocers be at loggerheads with one another. The day of the trading stamp and the coupon idea was no more, and they both should be stamped out.

Liquor Licenses.

Ex-president P. Daoust brought up the matter of retail and wholesale liquor licenses. He understood the wholesale trade was endeavoring to have the law of a couple of years ago brought into force again. Under this law the wholesaler was permitted to sell retail as well as wholesale. The Retail Grocers' Association was successful in having a law passed which made the two licenses separate. The wholesaler was not permitted to sell under two gallons unless he had a retail license. Mr. Daoust suggested the drawing up of a resolution urging the continuance of the present law. After some discussion such a motion was carried.

Want Cash Discount.

Some time ago the association wrote to the Wholesale Grocers' Guild, of the Province of Quebec, asking that a time and a place be appointed for a meeting between the wholesalers and the retailers, to discuss the restoration of the one per cent. cash discount formerly accorded to the retail grocers. The reply of the Guild was as follows:

Montreal, Jan. 11, 1907.

Dear Sir:—I beg to inform you that your letter of the 12th. ultimo re desired interview to discuss restoration of cash discount of one per cent., was submitted to this Guild at its last meeting, when I was directed to state that while the Guild is always glad to discuss with

D. BELL.

the retailers such matters as may be to their advantage, our members can see danger in the proposed conference.

As you are aware, the law governing trade arrangements is of such a nature as to make it most unwise for trade organizations to make agreements with each other, or even to take action at the suggestion of others, and this fact, together with the circumstance that there is already a case against the Dominion Guild, of which this Guild is a branch, in connection with trade agreements, forces our members to the decision that until the Criminal Code is so amended as to allow merchants a reasonable latitude in these matters, nothing should be done which might possibly be construed into a violation of the law as it stands.

I am, Dear Sir,
Yours truly,
(Signed) STANLEY COOK,
Secretary.

It was decided to see what could be done towards coming to some more satisfactory arrangement than at present exists.

Selling off what was left of the picnic prizes took up considerable time. They were auctioned off by the president, and finally went to the highest bidder, J. A. Maynard, for $50.50.

A. Laniel occupied the chair, and other officers present were: 1st vice-president, J. A. Dore; second vice-president, E. P. Guillemette; treasurer H. Laniel and secretary A. Sarazin.

Jos. Cote's tobacco emporium, Quebec, has always a welcome for visiting merchants to the ancient city—Reference to his ad in another part of this issue gives address and invitation to visitors.

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - - 7 Market Wharf
J. Hunter White

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg.
J. Roland Kay

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

MANCHESTER - - - 92 Market Street
H. S. Ashburner

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

TO CORNER PATENT MEDICINES.

A. C. Pratt, M.P.P., is authoritatively credited with the intention of again introducing in the Legislature at the present session a bill to prohibit any but qualified druggists from selling patent medicines. Such a measure would be a potent injustice to a great many general merchants throughout the country. There is scarcely a general store in Ontario that doesn't include patent medicines, a pain killer, a tonic, a cough medicine, or a corn cure. Why shouldn't anybody sell them ?. This is simply a selfish attempt of the druggists to keep the trade to themselves, and every storekeeper who wants to sell patent medicines should write to his representative and point this out. A post card would do. It might be added that such a law would work a great hardship to the thousands of people who are not within miles of a druggist.

CANNED SALMON.

Canned salmon are noticeably in demand and more and more it is bearing in upon the trade that salmon are becoming a staple article of food in this country. A few years ago the consumption was confined almost entirely to June, July and August. Now there is a steady consumption the other nine months, increasing materially during the summer.

A Toronto wholesaler relating his experience in this regard said that early last year he advised his travelers that the next pack of salmon would be higher and many customers were induced to stock up. When it came to ordering the new pack the travelers advised going light on the ground that many of the customers were stocked up for a year at least. Many of the customers said to be supplied for a year were buying salmon before August was passed and have continued to buy ever since.

Another change is that, to a large extent, retailers have for the past four or five years practically ceased speculating in futures. Prior to that they ordered in the summer for September delivery and carried the stock till the following summer. The trade was badly bitten one year ; but probably the principal reason is that salmon has become a staple instead of an emergency ration or picnic food.

TRADING STAMPS AND PREMIUMS

Trading stamps and premium schemes of every description came in for strong condemnation at the last monthly meeting of the Montreal Retail Grocers' Association. The second vice-president, addressing the meeting, said that the association should, in his opinion, take some definite action at once to put an end to the increasing number of premium schemes which are being operated at the present time. He gave reasons why they should be done away with, explaining that grocers were forced to be content with a small profit on their goods, and that they could not afford to make the returns even smaller by introducing trading stamps and trading coupons. The grocer has to pay for the trading stamp premiums, and he often found it necessary to charge his customer this cost by advancing the price of his goods. In the end the grocer loses by the use of trading stamps. His customers will not long be content to pay high prices for their groceries to one merchant when they can buy from another at lower figures.

A law was passed by the Government which did something towards killing off the trading stamp idea, but the evil has not yet entirely disappeared, and nothing but the united action of the grocers will succeed in abolishing the practice.

The national convention of American retail grocers at Dallas passed a resolution reaffirming the stand taken against premiums, and especially against the taking in of new goods to which premiums are attached in any possible way.

In the latest Association Bulletin, Secretary Green, the former president, says :

"I believe the time is not far distant when we shall see the premium business practically a dead letter, but we must not lose sight of the fact that it will be by continued effort and unity of action if we would drive those big concerns out of the premium business.

"The Government in deciding against the transportation through the mails of missing letters and lottery schemes has been a great help in eliminating the coupon and other schemes of like kind, but it remains for the grocers of the United States to continue their opposition and use their influence in any possible way so as to make the trade in premium goods as undesirable as possible."

TO ENCOURAGE COLD STORAGE.

Hon. Mr. Fisher, Minister of Agriculture, has a bill before the House which is likely to become law. Its object is to encourage the establishment of cold storage warehouses, for the preservation of perishable food products, in locations where private individuals would not be likely to build. The bill provides that a Government subsidy of 30 per cent. shall be paid to parties building cold storage establishments, which shall not, of course, become private enterprises. The payment of the bonus is spread over four years, so that the scheme is under the control of the Government until after it has passed the critical period of its existence. The idea is to pay one-half of the 30 per cent. upon completion of the warehouse ; 7 per cent. at the end of the first year ; 4 per cent. at the end of the second year, and 2 per cent at the end of the third and fourth years. The bill applies only to mechanical cold storage. The measure will have the hearty support of all business men, who recognize the need of established cold storage warehouses in all parts of the country. Such plants would have a beneficial effect on Canada's foreign trade also, in that they would guarantee the perfect keeping of goods while held in this country, and exporters would be certain that their goods were in first-class condition when shipped from the country.

CURB PARTY BIAS.

It is invigorating to have a man like Peleg Howland come out boldly and say what he thinks about measures passed by the Government, of which he is a recognized supporter. He says, plump and plain, that the Railway Commission has helped to increase freight rates by recognizing the traffic associations. He thinks and says the anti-dumping clause of the tariff is a mistake, because it interferes with the merchant's inherent right to buy in the cheapest market. Too many men in this country have put political clamps on their independence and if they can't praise their leaders and their works, sit silent. If the commercial leaders would curb their party bias and give vent occasionally to their honest views, it would be a fine thing for Canada. What this Dominion needs most is men to speak out, regardless of what party idol is blasphemed.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Honey—Prices changed.

Sugar—Interesting.

Beans—Advancing.

Montreal, Feb, 14, 1907.

Trade is not very active, buying being only for immediate requirements. Prices generally are very well maintained and there are no features to the market. Sugar has not advanced, although it was expected to have gone up. The new tariff changes will affect the situation according to all reports. Other grocery lines will be affected somewhat by the changes also. In canned goods there is not much going on, except that outside canners are underselling the Canadian Canners. Teas are very firm, but little business is being done. Syrups are still in demand, but molasses is quiet. Dried fruits are not selling very rapidly, the trade being pretty well stocked up. Beans are strong at prices quoted.

Collections are fairly good in the country, and the city is better.

SUGAR—An advance in sugar was expected but it has not occurred, and any little excitement there may have been has died out. The new tariff changes will have the effect of changing the market somewhat, if certain things come to pass. Formerly the refiners were able to bring raw sugar from the British West Indies into Canada via New York and get the benefit of the preferential tariff. Now they must bring these sugars into the country by way of Halifax or St. John in order to take advantage of the 1-3 preferential. It may be possible to arrange ocean freight rates between the Indies and these ports which will compare somewhat favorably with New York rates, but this whole matter will have to be thrashed out before anything is done, and this will take some time.

Granulated, bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls.	4 40
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

SYRUPS AND MOLASSES— Syrups continue in good demand, but there is little activity in molasses. Advices received from the primary market don't contain anything of particular interest.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 23 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—Prices continue to climb, and as they go higher business becomes less and less. Ceylon blacks have advanced again since last report. One tea merchant cabled one day for prices and made a sale two days later, but when he attempted to have his order confirmed he found that an advance of 1½c. had taken place. Japans are subject to some inquiry. Very few Ceylon and Indian greens are obtainable. Siftings are scarce and very dear.

Japans—Fine	0 2 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 35
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 12½ 0 18
Ceylon green—Young Hysons	0 17 0 20
Hy-sons	0 16 0 17
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowder, low grade	0 11 0 15
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE—Coffee is interesting in the primary markets at present, although locally there isn't much activity. The valorization scheme goes on an everybody interested in coffee is watching for outcome of the struggle. A minimum advance of 2c. a lb. on all coffees is expected as a result of recent calorization developments. The Brazilian government is doing considerable buying, according to advices from Brazil. The people behind valorization are quite confident of winning out in the end.

Jamaica	0 10½ 0 11
Java	0 18 0 30
Mocha	0 19½ 0 22
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

FOREIGN DRIED FRUITS — Very little is being done in dried fruits. Grocers are well stocked up and do not care to buy at the moment. Currants are stiffer according to latest advices. Some reports have reached Montreal to the effect that stocks of Valencia raisins in New York are about cleaned up, but other advices say that there are still plenty offering. Denia stocks are practically nil. Prunes are now beginning to sell. Prices are steady.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 09½
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb. pkgs	0 11½
" " choice seeded, 1-lb. pkgs	0 11
" " 3 crown	0 10
" " 4 crown	0 10½
Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 0½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

SPICES—Reports on spices indicate a very active market, with a larger demand. There is considerable buying on the part of manufacturers for actual needs. Pepper is rather firmer and a little higher in price for futures, New York market. The question of quality is becoming a very important matter. Cloves are active abroad, with small supplies in New York. Nutmegs are selling more freely and are quoted at higher figures to arrive. There is no change in mace, which is dull. Higher prices are expected in ginger, the market for which is quiet and firm at the moment. Speaking generally prices are strong.

	Per lb.
Peppers, black	0 16 0 25
" white	0 25 0 32
Ginger, whole	0 16 0 20
" Cochin	0 17 0 14
Cloves, whole	0 17 0 37½
Cream of tartar	0 25 0 32
Allspice	0 12 0 10½
Nutmegs	0 30 0 55

EVAPORATED APPLES — Business is very slight. Nominal prices average 10c. The market may be characterized as quiet but steady.

BEANS—Beans are decidedly firmer and are going to advance. Prices quoted are good ones to buy at, considering the situation in the market at the present time.

Choice prime beans	1 45 1 50

MAPLE PRODUCTS—Trade is becoming more brisk as the early spring season approaches. Lent will have the effect of increasing demand for syrup now that it has set in.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 09 0 12
Pure Beauce County, per lb	0 11 0 12

PEELS—Prices have not changed, but it is expected by those in a position to know that an advance will take place in the not distant future.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11
Orange peel, per lb.	0 12

RICE AND TAPIOCA—Business in rice is good at present at prices which have not changed. Tapioca is firm at 7c. to 7½c. Some houses are asking 7½c. straight in anything but large lots. Indications point to a continued firm market.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS—Quotations remain :

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	3 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 60

CANNED GOODS

MONTREAL.—There is a little movement in corn, peas and tomatoes, but outside of this there is not much business being done either locally or with country points. Some of the outside canners are on the market offering goods at prices which are all the way from 10 per cent. to 15 per cent. below those quoted on the lists of the Canners. This is found by the jobbing trade to be the worst feature of the present situation.

The canned goods situation so far as the jobber is concerned continues firm. Fruits are particularly so. Consumptive demand for canned vegetables is large for this season and the heavy feeling on the part of speculative holders noted elsewhere does not apply in any way to the prices to the retail trade. The old schedule prices continue to some extent, but wholesalers are getting the new prices wherever possible. Peaches, 2's and 3's, yellow, are very firm and are quoted here at $2 and $3 without regard to group. The largest holder on the street would not sell to wholesalers at present scheduled prices. Canned salmon are in good demand. Lent is helping all kinds of fish products.

ONTARIO MARKETS.

POINTERS—

Sugar still a puzzle.

Evaporated apples, higher.

Weather market in eggs.

Toronto, Feb. 11, 1907.

Business continues quiet but very satisfactory for the season of the year and there are no complaints about collections. Canned goods are going out freely, though a week's sales now would not more than equal a day's a month hence. The demand for canned salmon is also noticeable. Sugar is unchanged, but the feeling is weak. Evaporated apples are higher. Grocery prices generally are steady and are likely to continue so until spring business opens.

There is a slightly heavy feeling in regard to tomatoes on the part of speculative holders. What this pretends is hard to say. Some of the jobbers here will be in the market to buy before the season is over, so that they are not all overstocked. It is quite possible the heaviness noticeable is due wholly to the seasonable inactivity. Certainly some of the wholesalers are in the market as buyers just now and it is said at least one Winnipeg house is offering tomatoes held in Ontario.

TEA—All markets are very strong and Monday's auctions in London showed a further advance of ½d., mostly in the lower grades. Consumption the world over has increased and absorbed the usual year-end surplus. On account of the firm and advancing market demand locally has been very brisk. It is held that the present production of Indian cannot be materially increased within two or three years, and that the Ceylon acreage is about at the limit.

COFFEE—The surplus supplies in the world's markets, due to the heavy crop deliveries from Brazil, are said to be in a fair way to being absorbed, and prices have shown good advances and hold steady. Locally, conditions are unchanged.

SUGAR—Last week Cuban raws declined, while European beet advanced, increasing from 32c. to 42c. per 100 lbs., the amount by which Cubans were below the parity of beet. This shows an abnormal condition in the Cuban situation. Willett & Gray, at the close of last week, say:

"Naturally the rapid making of the crop, the difficulty of storing it and the needs of quick cash by planters is responsible for much of this abnormal condition. It will no doubt continue while the crop is at the highest point of production, as during the present and the next month. After which, with decrease in crop making the conditions will become normal again and Cuba prices rise to near the parity of beet sugar in Europe as was the case last year.

"The full number (183) of centrals in Cuba are now running, under most favorable weather conditions and receipts at shipping ports are at their highest thus far this season. This week receipts were 61,000 tons, against 61,000 tons last week and 42,000 tons last year. The receipts of all sugars in the United States four ports were 36,524 tons for the week, against 23,992 tons last week and 20,711 tons last year, with indications of larger receipts next week."

Cuban raws continue on the same basis this week. The New York market for refined is steady.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 14, 1907.

BUTTER — Prices firm. Some business passing.

CHEESE—Situation a strong one. Higher Prices certain from indications.

EGGS—Firm tone to market but no quotable change.

PROVISIONS—Prices very firm on pork and compound lard. Pure lard advanced ½c. Abbattoir dressed hogs quoted $10 per 100 lbs.

Locally business is strictly from hand to mouth and prices are unchanged.

Paris lumps, in 50-lb. boxes	4 95
" in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 20
Phœnix	4 30
Bright coffee	4 10
Bright yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 "	3 90
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUPS — Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb.	0 0[illegible]
" -bbls "	0 03
" kegs "	0 0[illegible]
" 3 gal. pails, each	1 4
" 2 gal. " "	1 0[illegible]
" 2-lb. tins (in 2 doz. case) per case	1 [illegible]5
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 3
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 [illegible]35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts " "	6 00

DRIED FRUITS—Evaporated apples are higher at 9c. to 10c., though some are still quoting as low as 8½c., which is about a cent lower than they can be bought at the evaporater. Some currants are offering as low as 7¾c., but for no market reason. Other lines are steady.

	Per lb.		Per lb.
Prunes Santa Clara—			
100-120s	0 04½		
90-100s, 50-lb boxes	0 05½	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 18 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 08	Vostizzas	0 09½ 0 10
Patras	0 [illegible]8½ 0[illegible]½		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04½	" choice	0 08½
Domestic evaporated apples			0 09 0 1[illegible]

NUTS—Prices are steady.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 3[illegible] 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 .2

RICE AND TAPIOCA— Prices are firm and unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS—Prices are steady.

Beans, hand picked, per bush	1 50
" prime, No. 1 "	1 40 1 45
" Lima, per lb	0 06½ 0 07

SEEDS—Save for a slight increase in the price for flail-threshed timothy prices are unchanged.

Alsike Clover—

Fancy lots, per bush	6 75 7 00
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	8 25 8 50
No. 1	7 00 7 25
No 2	6 35 6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright upland	2 35	2 50

Lots containing seeds bring from 1½c to 2½c. a lb.

HIDES, WOOL AND FURS — Prices are unchanged. Trade is quiet.

Hides, inspected, cows and steers, No. 1	0 10½
" " " " No. 2	0 09½
Country hides, flat, per lb., cured	0 09
" " " green	0 08
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	1 25 1 35
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb	0 25
" " extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 25

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		3 25
" prairie		1 25
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 50
Marten,	3 50	20 00
Muskrat, fall		0 17
" winter		0 25
" western	0 12	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Feb. 14, 1907.)

A return to milder weather has helped to relieve the tie-up of the railways and business is bound to benefit. During the last six weeks the situation has been acute, the wholesalers being unable to get supplies themselves and being equally unable to put their goods in the hands of the retail trade. Reports are current of freight shipments from Winnipeg to Manitoba towns being more than a month on the way. Under these conditions trade has naturally been very slack and everything still depends on the weather.

CANNED GOODS—The canned goods market is quiet and featureless this week. Values are steady. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
gallons, per doz	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 73
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 78	3 73
black (new) "	3 78	3 73
Strawberries "	4 80	2 75
gallon, per doz		4 80
Blueberries, 2's, per case		2 00
gallons, " "		6 15

Goodwillie's Goods.

Strawberries, per case	3 10
Red raspberries, per case	2 60
Red cherries, "	2 60
Red currants, "	2 60
Black currants "	2 60
Lawtonberries "	2 60

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., " "		2 84
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 83
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " "	1 80
" 3 " "	2 25
" 1 " Chili "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1s "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " " 2's "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" Rivers Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb talls, per case	15 00
" " " flats, per case	15 50

SUGAR—Market quiet and prices unchanged. We quote :

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 55
Lump, hard, in bbls	5 80
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kegs., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 10½
" roasted " per lb	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS— Stocks of some lines of foreign dried fruits are running low and as it will be difficult to get fresh supplies, prices are held firmly with a tendency to advance. We quote :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 80
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins f. o. s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 07½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 4½
" 90-100 "	0 05½
" 80-90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 06½
" 50-60 "	0 0. ½
" 40-50 "	0 18
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg, dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new, per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking in loose mats, per lb	0 5½
" " in sacks	0 0 ½
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 14
" " glove boxes, per box	0 09½
" " square boxes (2 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 2 ½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines choice	0 16

EVAPORATED APPLES—Held firmly at 10½c. per lb., in 50-lb. boxes, and 10¾c. per lb. in 25-lb boxes.

CANDIED PEELS—Firm at recent advance.

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	3 75
" 1-lb " "	3 75
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5 lb. tins, 1-doz. case	3 40
" " 10-lb. " ¾ doz "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows since the recent reduction in Japan rice:

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb		0 16
" (shelled), per lb		0 33
" " in small lots, per lb		0 11½
Filberts		0 11½
Peanuts,		0 13
Jumbos		0 15½
Walnuts, new, Grenobles, per lb		0 1
" " Marbots "		0 1
" " shelled, "		0 30
Pecans, per lb	0 15	0 16
Shelled walnuts, January delivery		0 26
Brazils, per lb		0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack		1 85
" 40 " "		0 85
" 20 " "		0 39
" 8 " "		0 22½
Granulated oatmeal, per sack		2 50
Standard, per sack		2 35
Cornmeal "		1 60

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11	0 15
Ginger, In 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

RUCKWHEAT—Quoted as before at $1.70 per half sack.

NEW CALGARY COMMISSION HOUSE.

The McDonald-Dunlop Co., of Calgary, have been succeeded by the Great West Jobbing and Commission Co. "Little Mac" is no longer connected with the business and it is now under the direction of W. V. Moore, president and manager. J. W. Speer, secretary, and W. E. Moore, vice-president. The new firm will carry on a wholesale and commission business, specializing in sugar cane, honey, West India molasses, etc.

OPPOSE PARCEL POST.

At a meeting of the council of the Portage la Prairie board of trade, held last week it was decided to protest against the Dominion Government's new arrangement re the parcel post, which it proposed to bring in, and the secretary wired the local member, J. Crawford, to this effect.

It is maintained that the regulation will discriminate against smaller and local merchants in favor of the departmental stores, as it would facilitate the latter's shipments of goods through the mails.

TO ERECT LARGE WAREHOUSE.

A. A. Ayer & Co. Buy Property on Which They Will Build.

One of the oldest firms in the produce business, A. A. Ayer & Co., Montreal, have purchased the property on which the firm's present offices and warehouses are located, and considerable additional ground as well. Altogether about 30,000 square feet have passed under the control of the company. This comprises 250 feet on St. Henry St., 125 feet on William St., with about the same on St. Paul St. A modern cold storage plant will be erected, and the whole building when ready for business, will represent an outlay of from $140,000 to $150,000.

ST. JOHN'S WINTER SHIPPING

Movement of Traffic—Grocery Markets Quiet—Fisheries of 1906 Best in 50 Years—News of the Trade in New Brun swick.

(Special correspondence of The Can dian Grocer.)

St. John. N.B., Feb. 11, 1907.

During the past week the local wholesale markets have been very quiet and only moderate business has been done, the dealers say, in all lines. No changes have taken place in quotations. In the produce line, eggs were somewhat scarce last week, but the tendency of the market is said to be downward.

* * *

At the monthly meeting of the St. John Board of Trade last week, the question of the proposed c.o.d. parcels post system was again brought up, and owing to the fact that the matter had been dropped by the Government no further action was taken in the matter.

* * *

The winter-port business is booming this season, though in some particulars the volume of trade is below last year. Up to date sixty steamships have arrived with a tonnage of 234,232, against fifty-eight steamers last season, with a tonnage of 195,205, showing an increase in tonnage of 39,027 for 1906-7.

Fifty steamers that have made their returns at the customs house up to date have taken away in exports $9 041,192. Of this amount, $6,207,233 was Canadian goods, and $2,833,959 American goods. The first fifty-two steamships last year took away goods valued at $10,750,184, sho[illegible] decrease for 1906-7 of $1,708,992.

While the exports have shown a falling-off, the imports are nearly double last year's.

The low prices for grain and lumber on the other side account in a large measure for the falling off in exports, as the qualtities shipped this season are considerably below last year.

Following are some of the products that have gone forward this year :—

Wheat, (bushels)	1,135,119
Oats (bushels)	772,501
Barley (bushels)	470,548
Cheese (boxes)	60,514
Cattle (head)	13,975
Eggs (boxes)	4,404

Two steamers have sailed for South Africa taking good general cargoes.

* * *

Frank White, confectioner, and proprietor of White's restaurant, has obtained from the Horticultural Society the exclusive right to furnish amusement and sell articles at Rockwood park for a period of ten years, and in order to carry on the enterprise has organized a joint stock company, capitalized at $49,000. Mr. White, who holds the controlling interest, will introduce many new features at the park.

* * *

J. Harvey Brown, tea merchant, has sold his residence on Lancaster Heights, to J. A. Queen, of the Canada Life Assurance Co. Mr. Brown will remove about April 1, to a house he recently purchased on King street east.

D. J. Purdy, M.P.P., is gradually recovering from his recent severe illness.

W. Frank Hatheway has recovered from his recent illness and is able to attend to his business again.

Ralph E. White, of the R. E. White Co., Ltd., which assigned recently, has accepted a position on the office staff of the Sun Publishing Co.

Recent returns show that the St. John harbor fisheries yielded the fishermen about $145,000 last year, an increase of $22,000 over the average value of the fisheries in recent years. This large gain was in the value of the salmon catch, due in a large measure to the fish culture work carried on by the Dominion Government. The catches of several years have been steadily growing larger and that of 1906 was the best recorded in fifty years.

FRUIT ON THE PRAIRIE MARKETS.

Inspector Says Ontario Packing and Quality is Improving.

Mr. P. McNeill, Calgary fruit inspector for Saskatchewan and Alberta, speaking of the situation in the prairie provinces says :

"The qualities arriving from Ontario, British Columbia and California," said the inspector, "are about equal. The quality of that sent from British Columbia has been uniformly good, and their methods of packing are up-to-date and attractive. During the season I was occasioned to write only a couple of letters calling attention to defects. In these cases the fruit was slightly off color and not really inferior.

"The dealers are unanimous in the assertion that Ontario supplied better fruit than ever before. The shippers have packed to better advantage and are adapting their methods to meet the requirements of the Fruit Marks Act. In the past shippers have trusted too much to subordinates, and the result was inferior fruit, poorly packed, was sent without their knowledge.

"Ontario men have already hurt their trade by not adopting methods similar to those in vogue in British Columbia. They must exercise strict methods as to grade and pack, as they cannot afford to lose this, the best market for Ontario fruit in the world. Their product is of high quality, and if it is properly shipped will hold the place it merits in Western Canada stores."

FISHING LINE FOR COD.

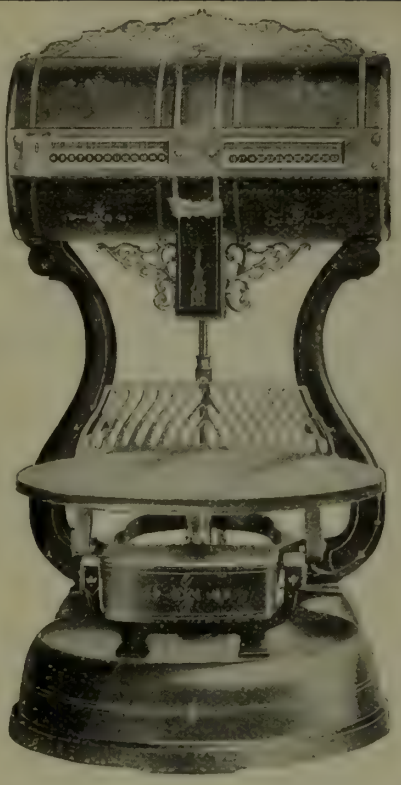
(From the Minneapolis Journal.)

"A fishing line worth $2,000 ?"

"Yes, sir."

"I don't believe it."

"It's the truth. It's a codfish line. It's one of those lines to which you owe your Sunday morning fishballs and your less appetizing, equally helpful, cod liver oil. These codfish lines, you see, are frequently eight miles long. They have 4,680 hooks. They'll often land 2,500 cod. No wonder they cost $2,000, eh ?"



AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

This is the most reliable scale on the market. We mean this and can prove it.

See us before ordering. A post card will bring our representative with samples.

See Us.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

ANY BOY CAN OPEN A BANK ACCOUNT

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies. Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

A Watch and Boxing Gloves and other prizes, in addition to money, for good work.

BOY DEPARTMENT

The MacLean Pub. Company

10 Front St. E., TORONTO

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

It Pays the Grocer a Living Profit

Gold Standard BAKING POWDER

"GUARANTEED-THE-BEST"

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

The Codville-Georgeson Co., Limited, Winnipeg, Man.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

FOR SALE.

GROCERY AND BAKERY BUSINESS

The best stand in the best town in New Ontario, turnover over forty thousand annually, business capable of expansion. Apply Box 132 CANADIAN GROCER.

FOR Sale—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and strawholder, extra bottles and glass-washer and all fittings,; two years in use; cost $414.00, will sell for $200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BUSINESS CHANCE.

A BRIGHT hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

FOR SALE—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

ENGLAND.

SALESMAN 30 years of age, 9 years' road experience in England, Canada and the United States, now representing prominent Canadian house, is open to negotiate with firm requiring representation in England, either on salary or commission basis. Thorough knowledge of the English Grocery and Provision trades. Nothing but high-grade proposition entertained. Apply Box 131, Canadian Grocer, Toronto.

PERSONALS

Donald W. Duff, manager of Perkins, Ince & Co., Toronto, has been having a bout with the grip this week that kept him at home a few days.

Minto Bros., Toronto, proprietors of Melagama tea, have this year added three new travelers, all of whom are known to the tea trade, to their already large force. The new men are, M. E. Gilbert, F. C. Greer and James Hamilton.

Allan Deans, of Deans & Walker, grocers, Galt, was a caller at the Toronto office of the Canadian Grocer last Thursday. Mr. Dean wore a smile which the Grocer hopes will never come off—Whisper—he was on his wedding trip, having been married Wednesday, 6th inst, at Stratford, to Miss Mabel Borland, of the classic city.

Jack Stewart, traveling representative for Maconochie's goods in Ontario, is spending some weeks at his home in Thornton. Tuesday of last week he came to Toronto to play with the Marlboroughs II. hockey team in the match with the St. Georges. Jack is a dandy on skates.

M. F. Goddard, manager of the Maple Tree Producers Association, Waterloo, P.Q., is absent from Montreal this week on a business trip to Toronto, London and points west. He reports bright prospects for a busy season and probably an early one. Mr. Bradley, the western traveler of this firm, is now rapidly making his way towards Winnipeg.

Lewis P. Mason, of Mason & Hickey, Winnipeg, has returned to business after an enforced holiday which was the result of a siege of typhoid fever. He is starting west on an extended trip among the trade in a few days. Few travelers are more popular than Mr. Mason, and the boys on the road and the trade in general will be glad to hear of his recovery.

Mr. and Mrs. Farrington, parents of Mrs. Wm. Brown, Cherry Valley, celebrated their golden wedding recently. There was a large gathering of relatives and friends including Geo. Farrington, a son, a merchant tailer, who is now serving his third term as mayor of Picton, and was this time elected by acclamation.

C. H. Crysdale, Oshawa, was a caller at The Grocer office on Tuesday last. Mr. Crysdale has been in business in Oshawa for 30 years, and is a member of the town council. He is enthusiastic about the town's prospects, and being convinced that Oshawa is the Koh-i-Noor of Canadian municipalities, he is a strong opponent of the bonusing system. "Let the industries come to the town, not the town go to the industries," is Mr. Crysdale's motto. He mentioned several important business changes of recent date to support his claim that Oshawa is a pretty wide-awake burg.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

EFFECTIVE WINDOW DRESSING

Manufacturers Appreciating the Value of Window Displays—A Hint to the Retailer—Traveler's View of this Department of the Grocer.

The display of Armour's Extract of Beef is one which occupied the window of Peebles, Hobson & Co., Hamilton, during the Christmas season. It was arranged by Armour's own window-dresser, and the management of the store expressed themselves as very much pleased with the display, and also with the benefit it worked to their trade in this particular line of goods. It had the effect of creating a sudden interest in the product on the part of customers, resulting in largely increased sales during the time the display remained in the window.

The ingenuity and general tastiness shown by the window-dresser are shown very clearly in the photograph, and the results obtained were evidently only the natural consequences of good work. Unfortunately the photograph cannot bring out what is said to have been one of the main features of the display—the electrical effects produced by the use of red and yellow electric bulbs at intervals across the window.

A Manufacturer's Display.

In connection with the arrangement, Armour, Limited, write as follows:

"Success of this kind only emphasizes the efficacy of window display advertising, and suggests particularly that a great deal depends upon the manner in which the window is dressed. A progressive merchant cannot help but recognize the great assistance a window display offers in the way of selling goods and there is no department of his business that demands greater interest and activity from him and his employes than the art of dressing windows."

The question that naturally follows is: When a firm so strikingly successful as Armours says and does so much in connection with this subject of window dressing, why do so many merchants content themselves with drifting on in a way which was antiquated when their fathers were running the business, and with such striking examples and arguments before them, persistently refuse to take advantage of such a simple aid to success as window dressing?

If it pays firms like Armours to employ men all the time for the special purpose of trimming other people's windows, surely it would pay the proprietors to have their own clerks dress their own windows with their own goods. The shops with the poorest displays in their windows have the clerks with the greatest amount of spare time on their hands. Why not make use of it—it costs nothing extra—and watch the results?

THEY WANTED TO KNOW.

(By a Traveller.)

Bill—Hi say, 'Arry!

'Arry—Wot's ther matter, Bill?

Bill—Wot's come hover ther bloomin' city?

'Arry—Wot do yer mean, Bill?

Bill—W'y, bless yer 'eart, ha year hago yer could walk from one hend h'of ther street to the h'other and never think h'of looking h'at a bloomin' window, h'and now, bless yer bloomin' 'eart, h'its like a panerhamer. Yer can't get past one without looking h'at h'it, they're h'all so pretty. Can you tell me 'ow h'it h'is, 'Arry?

'Arry—Blowed h'if h'I know, Bill. 'Ere comes Jack, perhaps 'e can tell yer.

(Approach Jack.)

'Arry—H'I say, Jack, can you tell Bill 'ere 'ow h'it h'is that the Grocers' windows h'are so nice now ter what they used to be?

Jack—Well, yer see, Bill, some blokes as belongs to the Canidian Goucer 'as taken a h'interest h'in these blokes be'ind ther counter h'and they 'ave been givin' prizes for ther best dressed windets h'in the city, h'and, by Jove, h'it 'as been quite a h'inspiration, h'and h'it 'as filled ther blokes be'ind ther counter with a h'aspirhation ter do domething, h'and, th'y h'are doing h'it. Those blokes wot belong to the Canidian Groucer deserve a lot of credit for they 'ave filled the city with fine dressed winders. They 'ave beautified ther city h'and they 'ave beautified ther clerks by bringing h'out h'and cultivating faculties h'and talent that was covered h'up h'and not seen before. Yer know, Bill, yer can't do nice things without becoming nice, h'and there's nothing like cultervating the beautiful h'in yer. H'it makes yer wear a smile yer never did before. H'I say, "Three cheers for the blokes h'in the Groucer!" We will soon 'ave as fine window dressers as wot's h'in ther world.

AN EXAMPLE.

C. E. Choat & Co. Halifax, were the winners of the first prize in the November window-dressing competition. This extract from a letter recently written by them to The Grocer, speaks for itself. Like lots of other good advice, a more general application wouldn't do any harm.

"It is very gratifying to us to think that our efforts in window display were so successful. We wish to thank you heartily for the cheque of $5, which, we would add, has been distributed among our clerks as an incentive for further window dressing. We hope before long to send you another photograph."

LIGHTING DISPLAY WINDOWS.

How to light the show window to the best advantage is often a difficult problem. In former times, before the incandescent electric lamp came into general use and before the various modern systems of gasoline, kerosene and acetylene lighting had been perfected, the store keeper hung in the centre of his window a big kerosene lamp, and everybody was satisfied. To-day the modern show window is a perfect blaze of light, which shines on the goods displayed and not in the eyes of the window gazer.

One of our exchanges recently published two photographs showing right and wrong methods of lighting windows. In one case the lights affected the eyes and instead of being encouraged to look at the display in the window were forced to look the other way. The second illustration showed shaded lights, the rays of which were cast in a flood upon the articles in the window, the effect on observers being to attract their attention and, as not a light glare was visible, to hold it for an indefinite time.

The third prize display in the Christmas window-dressing competition, entered by Hood & Teatzel, Nelson, B.C., will appear in next week's issue.

FROM GROCER CORRESPONDENTS

CHATHAM.

At the inaugural meeting of the Public Library Board on the 6th inst., Wm. Anderson was elected chairman of that body for 1907. Mr. Anderson has been a faithful and valued member of the board for some years past, and this elevation at the hands of his colleagues was a deserved one.

A prominent figure among Kent fruit growers, and one well known to Chatham business men, passed away on Sunday afternoon in the person of Charles McGuigan, of Cedar Springs. Mr. McGuigan, who was 71 years of age, came to Canada from Scotland at the age of five, and has resided at Cedar Springs for 40 years. He leaves a wife, two sons and one daughter. The funeral took place on Tuesday afternoon to Crawford cemetery. Mr. McGuigan was one of the best known fruit growers in Western Ontario and will be widely mourned.

HAMILTON.

The regular monthly meeting of the Grocers' Association was held on the 7th inst., when the officers for 1907 were installed, all of the last year's officers being elected by acclamation. Mr. Wm. Smye, the genial president, was welcomed back to the chair, and after this part of the business was completed, the executive committee brought in a recommendation for establishing a collecting and reporting branch. This, after some discussion, was unanimously carried, and promises to be a very important feature in the association's work. It is expected this will result in a very large increase in membership.

Considerable discussion ensued on the subject of jobbers selling others than the legitimate trade, it being contended by a large number of the members, that the laundry, restaurant, hotel and private family trade now being done by most of the Hamilton jobbers, was properly the retailers' business. The feeling expressed was, that if some one house would come out in the open, and pledge themselves to live up to the lines suggested, that they would receive the support of the association. A motion was passed, asking each jobbing house in the city to declare themselves on the question, answers to be in at the next regular meeting of the association.

Acting on the suggestion of President T. R. Close, of the Board of Trade, the manufacturers of the city are showing their wares in the retail stores. The show has proven a great success, and has demonstrated to the citizens the fact that Hamilton-made goods are not only the best produced in Canada, but at the same time are sold at fair prices. The very large sales being effected through this medium are also highly satisfactory to the exhibitors. President Close is being congratulated on the able manner in which he is filling the position, and on his ability in putting new life into the staid, old body, which he presides over. More power to the Board of Trade.

LIPTON SHREWDNESS.

The first time Sir Thomas Lipton came to America he was fifteen years old. His shrewdness in business was well marked even at that age. At that time he took forty of his fellow passengers to a hotel and obtained free board and lodging for himself for a month as a commission on their patronage.

PICKLE, NOT CANDY, JARS.

By mistake last week these jars were designated "Ozo Candy Jars." They

are pickle and chow-chow jars, and a very fine line.

CANNERS AT BUFFALO.

Discussing the Pure Food Law—Big Gathering of Big Interests.

Over 2,500 men interested in the canning industry in America and repesenting considerably more than fifty millions of invested capital, are in session this week in Buffalo. A strong deputation of about 100 is present from Canada. The principal subject for consideration at this annual convention of the packing interests is the new United States pure food law. The canners are not opposed to it; but they want to know how to comply with it. "It will drive out the fakirs in the business," said one man.

"The new law will help the business," declared W. L. Jones, of the United States Canning Company. "The people want better goods and this law will insure their getting what they demand. They will have more faith in what they eat and this will lead to their eating more canned goods."

An extended report of the convention will appear in The Grocer next week.

CHANGES IN THE NEW TARIFF.

Alterations in the Recent Schedule which Concern the Grocery Trade.

Hon. Mr. Fielding has given notice of a long list of changes in the new tariff schedule of Nov. 29. Those most immediately concerning the grocery and allied trades are given below. In this list the new tariff as first drawn up is called "New Tariff," while the alterations are marked "Change."

	Brit. pref.	Int.	Gen.
Preparations of cocoa or chocolate, n.o.p.:			
New tariff, p.c.	25	32½	35
Change	22½	32½	35
Rice flour, sago flour, tapioca flour:			
New tariff, per lb.	1	1½	1½
Change	¾	1	1
Potatoes, n.o.p.:			
New tariff, per bushel	10	12½	15
Change	12½	17½	20
Tomatoes, fresh:			
New tariff, per 100 lbs.	50	65	75
Change, per cent.	20	27½	30
Dates and figs, dried:			
New tariff, per 100 lbs.	50	70	80
Change	40	55	62½
Plums:			
New tariff, per bushel	20	20	20
Change	20	20	30
Cocoanuts, n.o.p., and cocoanuts imported direct by ship to Canadian port:			
New tariff, per 100 lbs.	65	90	1.00
Change	65	90	1.00
Glucose or grape sugar, glucose and corn syrup:			
New tariff, per 100 lbs.	35	45	50
Change	40	55	62½

Item 135, giving the rate of duty on raw sugar, is amended so as to provide that in order to entitle raw sugar to the benefit of the preferential tariff it must be imported direct by ship to a port in Canada, from any British country, otherwise the preferential tariff will not apply.

Item 136, specifying the duty to be placed upon molasses between thirty and fifty-six degrees is changed to read "between thirty-five and fifty-six degrees."

New Items.

	Brit. pref.	Int.	Gen.
Dutiable breadstuffs, grain flour and meals of all kinds, when damaged by water in transit, or prior to importation into Canada, per cent.	15	22½	25
Molasses of cane, testing under 35 degrees by polariscope, when imported for use exclusively in the manufacture of compressed food for live stock	F	F	F

Geo. Hortop of Fred Dane & Co., Toronto, is on a two weeks' trip to Memphis, Tenn., partly on pleasure bent and partly to get into personal touch with some of the firm's rice and molasses people.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

From the way in which the British Importer is waking up to the True Situation of the market, it is not at all unlikely that we shall see - - - - -

70/- Cheese

IN THE NEAR FUTURE.

The above appeared in the *Trade Bulletin*, of Montreal, last week, and has, no doubt, been inspired by the recent advance in the English markets. 70 shillings means 16c. per pound. We would advise buying what ou ma want now, and shall be glad to book our orders for large or twins, colored or white.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA

Kettle Rendered Leaf Lard

in

1 POUND BLOCKS

(50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

SEND FOR TRIAL ORDER

Lasting Success

That's the only success worth striving for. The best way to secure lasting success in your line is to push the Ryan guaranteed provisions.

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

The people insist on the Ryan quality because they have tested our goods.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The cheese situation at present is a rather curious one. It is puzzling in some ways. It is interesting and yet it is too quiet to be interesting when viewed in another light. There is more or less trading being done, but transactions last week were not so large, nor so frequent, as they have been in the past. Demand from England continues, but quantities required are not so large. Prices asked at present are a quarter, and in some cases more, higher than they were at the time of last report. Holders are not inclined to let their stocks go for any less money than they can help. This statement would seem to indicate that the market was very strong, when taken with the fact that prices are upward in tendency from a surface view, and trading is light, but just the same, at least one sale of excellent colored cheese has been made at a figure ¼c. under what was supposed to be the ruling price. This is perhaps surprising, but it shows that this party, quite well informed on conditions in England, was prepared to let his small remaining stocks go at what might seem a poor price, rather than run any risk. Others are forced to hold out for a market which will be quite a bit higher, unless they are prepared to lose money. They bought during the high September markets and have been carrying their holdings since that time. Naturally cost price is desired with at least the cost of carrying the cheese, and if higher figures than now rule are not obtained, money will be lost.

Stocks locally are rapidly decreasing. Week by week they are tapped for greater or less quantities, until now they are down to a very low ebb. More than three or four firms have not any holdings worth while, and others cannot say that what they have will last for any length of time. A very rough estimate of the holdings in Montreal would be 50,000 to 75,000 boxes. It must be remembered, however, that the greater part of this cheese is already sold, being held on English account. Of cheese actually for sale there are not at most more than 20,000 boxes, from all indications. It might be wise, perhaps, to allow for the various small lots which always turn up when least expected, and place the amount at 25,000 boxes, but this would surely be the outside figure. In England there is not much being done in cheese. The situation is in many respects the same as it is here. Regarding Canadian cheese, while quotations to hand are of wide range, dealers find it difficult to obtain top figures. Consumption is said to be lighter.

There is some discussion in the trade as to the possibility of developments in the American situation which would affect the London market. Four years ago considerable cheese was consigned, and the result was that the market on the other side went to pieces. It is remarked that there does not seem to be much demand in the United States for the cheese now offered on the American market, and prices are easier. There is little anxiety among local dealers for this reason. Arrivals of cheese last week were nil.

Butter is about steady. There have been practically no developments since the time of writing last. Receipts of large rolls are not so large as they have been, and the market for this class of butter may be called steady. Further lots of butter are being shipped back to Canada from England, but the arrivals are not heavy enough to materially affect the situation. Consumption adequately takes care of everything that is now offering.

Reportd receipts of butter during the week ending February 9 were 682 packages, making the total, since May 1, 1906, 605,334 pac ages.

PROVISION SITUATION.

The packers are attempting another downward movement in the price of live hogs, but with what success only the week end and possibly next week, will show. This is because of the unfavorable situation in the Old Country, where Wednesday cables show a decline of 2s. Canadian bacon now on the English market costs the packers 59s. and is selling at 55s. The bacon to be marketed next week cost 60s.

In Ontario this week prices for live hogs range from $6.50 to $6.65, f.o.b. country points, and deliveries are fair. Last week the total killings in Ontario were 25,000, or a little over. The cold weather doesn't help deliveries.

Just what is ailing the Old Country market the trade here do not know. February market is proverbially bad, and that's all is known.

The high price of hogs and products in the United States is helping the Canadian farmer to resist the downward pressure in prices. He knows that Canadian bacon brings more than American in the Old Country and naturally thinks hogs should be higher here. Just now, however, the returns are about the same for Canadian and American products.

It is generally conceded by the packers that prices for live hogs are not likely to decline much, if any, and they unanimously predict a sharp rise in the prices for products on the domestic market as soon as business revives with the opening of navigation.

In the United States deliveries have been much heavier but the market has remained firm.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Business is fairly good and prices are strong and advancing. Many changes will be noticed in this week's list of quotations. Hams are very firm and likely to be higher.

Lard, pure tierces	0 12	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	....	0 12⅝
" " 3-lb. "	....	0 12⅝
Lard, compound tierces, per lb.	0 09½	0 09½
" tubs	0 09½	0 10
" 20-lb. pails, wood	1 85	2 05
" 20-lb. pails, tin	....	1 95
" cases, 10-lb. tins, 60 lbs. in case	0 09½	0 10½
" " 5-lb. "	0 09⅝	0 10 ¼
" " 3-lb. "	0 09¾	0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 50	24 00
American short cut clear	23 00	24 50
American fat back	....	24 00
Breakfast bacon, per lb	0 15½	0 16½
Hams	0 13	0 16½
Extra plate beef, per bbl	12 50	13 00

BUTTER—Butter moves along about as last week, being perhaps a little firmer if anything. Receipts are not large, about sufficient to take care of the demand. Some butter is being shipped back to Canada from England, but this is disposed of without trouble.

Choicest creamery, salt, 56 lb. boxes	0 25	0 26
" " pound prints	0 25	0 25½
Medium creamery	0 23	0 24
Western dairy	0 19	0 21
Large roll	0 21	0 23
Dairy tubs	0 19	0 21

CHEESE — Old Country demand is still the chief feature of the cheese market. Some trading is being done locally. The sales made are of cheese required for actual needs.

Ontarios, September make	....	0 14
" late make	0 13½	0 13¾

EGGS—Eggs are firmer this week and prices are in most instances advanced. Storage are rapidly decreasing in quantity and cannot last much longer. Prices for this class are one cent higher this week. New laid are selling at advanced figures also. Still higher prices would not surprise.

Storage, selects, doz	....	0 28
Pickled, doz	0 22	0 24
New laid, doz	0 32	0 35

HONEY—Buckwheat honey in large packages is selling freely at about 7½c., while quite a few sales of ten-pound tins are being made at 8c. to 8½c. Very little white clover comb is coming forward and the market is quiet as far as this line is concerned. Extracted tins are not selling very rapidly, and receipts are small.

White clover comb honey	0 13½	0 15
White clover, extracted tins	0 0	0 10
Buckwheat	0 0	0 08½

TORONTO.

PROVISIONS—Prices of pork products are tending upward on account of the high price of live hogs and packers prophesy that upon the revival of business which will come with the end of Lent and the opening of navigation, there will be a sharp advance in prices. Meantime lard is ½c. higher and hams are firmer.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb	....	0 15½
Large hams per lb	0 14	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	....	0 16
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	23 00	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12¾
" compounds, per lb	0 10½	0 10¾
Plate beef, per 200-lb. bbl	11 00	12 00

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE,
DAIRY and
CHEESE
SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.
Hamilton and Winnipeg

Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	" 11½	0 12½
Hogs, street lots	9 00	9 00
Veal	0 09	0 10

BUTTER.—The market is practically unchanged. Receipts of prime quality are readily to be had, but ordinary kinds are still in over supply.

	per lb.	
Creamery prints	0 26	0 27
" solids, fresh	....	0 25
Dairy prints, choice	0 21	0 23
" ordinary	0 19	0 20
" rolls, large choice	0 20	0 22
" tubs choice	0 21	0 22
Baker's butter	0 18	0 18½

EGGS.—The situation depends wholly upon the weather. This last cold snap almost cut off supplies of new laid and prices framed up to 30c. or better. Practically all the storage and pickled eggs now held are under contract and the market is dependent entirely on the present activity of the hen. Lent also increases the demand and unless a long mild spell ensues dear eggs are likely to prevail for awhile.

Eggs strictly new laid	....	0 30
" fresh	....	0 28

CHEESE.—Markets are very firm.

	per lb.	
Cheese, fine September large	....	0 14
" " twins	....	0 14
" later makes large	0 13½	0 14
" " twins	....	0 14

HONEY.—Prices are firm and stocks are limited.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 13
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz	....	1 50

POULTRY.—The market is very quiet and prices are unchanged.

Live Weight.

Old fowl	0 08	0 10
Ducks	0 12	0 13
Young chickens	0 08	0 09

Dressed weight.

Old fowl	0 07	0 09
Ducks	0 1	0 11
Young chickens	0 10	0 11
Geese	0 09	0 10
Turkeys	0 11	0 12½

WINNIPEG MARKETS.

BUTTER—With a return to milder weather, supplies are more easily obtainable, but the market is absorbing

Consider the Satisfaction

there is in selling

Clark's Canned Meats and Beans

No guesswork, no apologies for goods returned. You have permanent customers and every tin sold pays a legitimate profit.

A GUARANTEE WITH EVERY TIN

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHEWS, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

all that the produce houses can get. Prices still rule very firm. We quote:

Creamery prints, per lb		0 30
" solids fresh, per lb		0 29
Dairy prints, choice, "		0 25
" ordinary, "	0 21	0 23
Bakers' butter	0 18	0 19

CHEESE—Prices continue as follows:

Cheese, large, per lb		0 15
" twins, per lb		0 14½
" Manitoba, small (about 20 lbs.)	0 15½	0 16

EGGS—Prices to the retail trade continue as follows:

New laid per doz	0 30	0 35
Selects, per doz	0 26	0 27
Fresh, "	0 23	0 24

LARD—Tierce basis is 12½c. per lb. We quote:

Tierce basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

OFF FOR THE WEST.

H. C. Baker, of the Eby, Blain Co., Toronto, left Wednesday for the Northwest. He will sell the trade as far as Edmonton, Calgary, and into the mountains, doing the Crow's Nest country. This is Mr. Baker's seventh year in the west for the Eby, Blain Co., and in that time he's seen some big strides in development and hasn't failed to take his share of the new business. He usually gets away about February 1, but the weather has so tied things up, he thought he might as well sit at home as in Winnipeg or on a siding snowbound in God's country. However, the weather is like everything else in the west, when it starts it hustles, and the flowers will be blooming before he gets far. His genial smile won't chill them either.

STOVE POLISH

The best Stove Polish that you can handle is

JAMES' DOME BLACK LEAD

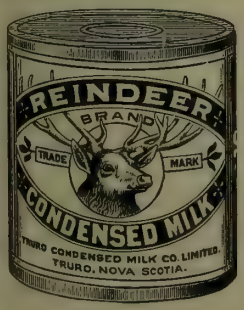
Sales during the past year almost double.

PAYS WELL WORKS WELL SELLS WELL

W. G. A. LAMBE & CO., Canadian Agents.

THE BEST MILK

Not in word only, but in actual fact



TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

TRURO CONDENSED MILK CO., Limited
TRURO, Nova Scotia

THE

Manitoba Canning Co. Ltd.

GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,

WINNIPEG AND CALGARY

CEREALS AND CONFECTIONERY

Wheat and Oat Products Higher on Account of Advanced Grain Prices—Not Much Export Business—Freight Blockade in West Easier.

Grain men are wondering if the reports that Russia is buying American grain are true. The higher markets got a setback on Wednesday but the movement both ways is regarded as purely speculative. The world's sdpply of speculative. The world's supply of a million bushels less than a year ago. The freight blockade in the west is being relieved a little because receipts of wheat are increasing at Winnipeg. There is lots of room for improvement. Wheat loaded on cars in November is still on the elevator siding, showing among other things that the railways are shorter of engines than cars. Ontario millers seem to be pretty well supplied with western wheat. For Ontario winter wheat the ... paying 72—73c. The flour millers however appear to be better off than the oatmeal millers. Western oats, upon which for a couple of years the trade has depended almost entirely, are almost unobtainable and Ontario oats are bringing 39—40c. f.o.b. The world's visible supply of oats is less than half what it was a year ago, 11,512,000 bushels, against 26,327,000 bushels.

MONTREAL.

FLOUR.—An advance would not be a surprise at the present, considering the state of the market for wheat. The milling companies report a good volume of business. City and country trade is satisfactory.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 60
Glenora	....	4 10
Manitoba spring wheat patents	....	4 60
" strong bakers	....	4 10
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS.—Considerable quantities of rolled oats are being shipped into Montreal to be sold on consignment at present and as a result there is quite a lot of price-cutting going on. The figures given hereunder cannot be regarded as the lowest. It is impossible to give a price which would stand a chance of being the average figure asked. Some are selling as much as ten and even twenty cents below quotations.

Fine oatmeal, bags	....	2 45
Standard oatmeal, bags	....	2 45
Granulated "	....	2 45
Gold dust cornmeal 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	....	2 32½
" 80-lb. bags	....	2 0 ½
" bbls.	....	4 90
Choice boiling peas	1 00	1 10

FEED.—Demand continues excellent, but dealers can do very little business owing to the scarcity of cars, which is still a very hard problem to solve, according to the railway companies. Prices are steadily maintained.

Ontario bran	21 50	22 50
Ontario shorts	22 50	23 00
Manitoba shorts	22 00	22 50
" bran	21 50	22 50
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

TORONTO.

FLOUR.—Prices have advanced in sympathy with the rise in wheat. Export is now on a basis of 2.70, slow freights, but there is not much business doing, the market seeming to be a little out of line. The domestic trade continues very good, with a little increased buying against the rise.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 10

CEREALS.—The rising grain markets are forcing the prices of products upward. Western oats, which millers

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

Success and Quality
always go hand in hand. The Grocer who recommends Our Barley recommends a sure trade-builder.
A post-card brings you interesting news.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

Coarse / Fine } PEARL BARLEY | SACKS { 98 lbs. / 49 lbs.
WRITE FOR QUOTATIONS
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT——SALT
ALL THE BEST BRANDS. FULL STOCKS
Verret, Stewart & Co., Ltd., Montreal

have come to depend on pretty largely, are practically unobtainable east of the lakes, and the supply of Ontario oats is limited. Millers are now paying 39c. to 40c.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 85	4 95
" " in bags, per bag 90 lbs	2 30	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 50	2 60

WINNIPEG.

FLOUR—Prices are quoted as follows:

Five rose	2 30
Harvest queen	2 05
Medora	1 65
Royal household	2 30
Glenora patents	2 05
Manitoba strong bakers'	1 65
Hudson's Bay Hungarian patent	2 30
Strathcona	1 30
Leader	1 75
Purity	2 30
Three star patent	2 95
Maitland bakers'	1 65
Huron	1 50

JUST ARRIVED

Special direct shipment of

No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
Prices are right.
Order before supply is exhausted.

J. & R. McLEA
Wholesale Fish Dealers
23 Common St. MONTREAL

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

THIS IS ENTERPRISE.

The Woodstock Government Cold Curing Station has been leased for a number of years to the MacLaren Imperial Cheese Company for cold storage of cheese.

The company will take over the station on the first of April. Five years ago the Dominion Government opened four curing stations at Woodstock, Brockville, Cowansville and St. Hyacinthe. A campaign of education has made such headway, that the government does not consider it necessary to operate curing rooms at the public expense for a longer period, accordingly the government advertised for tenders to rent the Woodstock plant.

There were five tenders received, one from Embro, two from Woodstock, and one from the C.P.R. The MacLaren Imperial Cheese Compaay's tender was accepted. The principal reason why the MacLaren Imperial Cheese Co. are desous of procuring cold curing rooms, is that they are great believers in possessing the finest quality of cheese, and as the Woodstock section produces this, and as the company are specialists in the curing or developing of cheese, this new addition to their various other plants shows another step forward of Canadian enterprise. In addition to their procuring this plant, they have purchased the Wellesley Cheese and Butter factory, where they will enter into the manufacture of all high grades of cheese, and amongst other productions will be several new specialties in the cheese line that heretofore Canadian manufacturers have not undertaken.

The claim is often to be heard that Canadian cheese is not up to the English standard, but while this may be true where carelessness is shown in manufacturing, MacLaren Imperial Cheese Co. from their wide experience and splendid connections are determined to produce a quality of Canadian cheese that will not be equalled or surpassed by any cheese made in any counry. They believe that with good pasture and good cows, and if the cheese is properly manufactured and well cured and cared for, that no Canadian product will give better results than well-made and well-cured cheese. The company, therefore, are determined to put themselves in a position that as far as factories and proper rooms for developing and curing cheese are concerned, no time or money will be spared.

The farmers about Bobcageon have formed the Kawartha Butter Mfg. Co., with D. Logan as president, and capital of $600. They will install a plant in a portion of the cheese factory and be ready to operate by March 1st.

The Acme of Biscuit Goodness

is reached and concentrated in

Perfection Cream Sodas

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary it is a well attested fact. Of course this means

are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that their goodness is lasting.

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

PERFECTION CREAM SODAS

We guarantee satisfaction
(3 lbs. cards or tins)
Put name on your order list now.

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada

Known and Loved for SIXTY YEARS

COX'S GELATINE
needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

We can't tell you all the goods things about

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-ler)

in an ad—

CAILLER'S needs one trial ONLY to prove to you its absolute superiority over all Swiss Milk Chocolates.

Ask your jobber for it, or write

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The strongest argument you can advance for the use of

MOTT'S

"Diamond" and "Elite"

Chocolate

is that for all purposes where Chocolate is used **Mott's** has for over a quarter of a century held the confidence of the Canadian consumer.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

All is Well When They're Southwell's

You are enabled through a stock of

Southwell's Jams and Marmalades

to win permanent high-class, good-paying trade.

Being used by the King, Southwell's goods need no credentials as to quality.

Order Southwell's. Order right away.

Frank Magor & Co.

MONTREAL

Canadian Agents for Southwell's Jams and Marmalades.

Words are Good if Backed-up by Deeds —*Roosevelt*

Every grocer in Canada knows that much.

The majority of grocers in Canada know that our advertisements are backed up by facts.

McINTOSH'S FAMOUS BRANDS OF CEREALS

are known all over the Dominion, and known favorably.

The people of Canada believe that

"Swiss Food," "Beaver Oats"

and

"McIntosh's Crown Brand Rolled Oats"

are all representative of the quality of the cereal industry.

P. McINTOSH & SON

Toronto, Canada

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument —carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

RETAILERS UNITE TO MEET MAIL ORDER COMPETITION

Bold Step Taken by Six Merchants of Cartwright, Man.—Appeal to Local Pride and Offer to Meet Outside Prices.

Six retail stores in Cartwright, Man., have amalgamated to form a joint stock company, the objects in view being to restrict the credit system and to enable the Cartwright stores to meet the competition of the big catalogue houses. This is a new way of dealing with a couple of problems with which almost every dealer is confronted, and the trade in all parts of the Dominion will be interested in watching the measure of success or failure which may attend this novel experiment.

Cartwright is a small Manitoba village of about 500 population, serving a rich and prosperous farming community. Its merchants would have found business conditions quite satisfactory were it not for two things, viz., they could not escape allowing long credits to their customers, and many of these long credit customers were sending their cash to Winnipeg and Toronto to the catalogue houses. It is an old story, a story which may be duplicated in almost any part of Canada. The local store gives credit to its customers and

R. F. MOORE, PRESIDENT.

they, being ungrateful and unappreciative, send their cash, when they have it, to the catalogue houses in the city. In one week it is said that one catalogue house took $1,200 in cash from the little village of Cartwright.

Confronted with these conditions, the Cartwright dealers have taken a bold step, the results of which it is too early yet to predict. Six firms—Moore & Hills, McKenzie & Byce, L. H. Phillips, Wm. Gemmill, W. Macklem and Cannon & Pickell—have formed a joint stock company, to be known as "Merchants Limited." In a circular letter to their customers these firms announce that the new company is capitalized at $50,000, divided into shares of $100 each, and that any farmer or private individual may purchase these shares to the extent of $500. R. F. Moore is president and general manager; Wm. Gemmill 1st vice-president; L. H. Phillips, 2nd vice-president; and J. J. Hill secretary treasurer.

To Fight Department Stores.

In the circular to their customers announcing their new departure the promoters do not disguise the fact that one of their main objects is to fight the city department store. To quote from their circular:

"We would impress strongly upon our patrons that this company is not formed for the purpose of inflating prices or restraining trade; on the other hand, it is formed expressly to enable us to compete successfully with catalogue houses.

"On account of the merger we shall be enabled to buy on the very cheapest available markets, and to save local freights, as practically all our stocks can be bought in car lots. This fact will allow us to sell goods very much cheaper than under present conditions. We would recommend any person who entertains any doubt on this point to from time to time compare our prices with those ruling in adjacent towns."

The Department Idea.

The new company—Merchants Limited—is in fact a new department store, nothing more, nothing less. Its departments are not all under one roof, but it is not impossible that that may come in the future. For the present, stocks have been consolidated and rearranged, groceries being in one store, hardware in another, and so on. To fight the mail order department of the department store in Winnipeg, another department store has been formed in Cartwright. That is the gist of the whole matter.

Against Credits.

But the department store in Cartwright is not to be conducted on exactly the same lines as a city department store. For example, while it is out to fight the credit system it is not insisting upon a strictly cash system of doing business. Credit is being given but only according to a given system. A customer who wants credit must secure a coupon book good for a stated amount, say $10 or $25. In order to get this book he must give Merchants Limited his note for the amount: he is allowed credit in no other way. When he buys goods on credit he pays for them with his coupons. Bookkeeping expenses are thus eliminated and in their advertising the new firm are making a strong feature of this point. Reduced expenses, they say, will allow a reduction in retail prices.

The Produce Question.

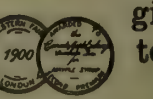
Evidently the new company purposes grappling with the produce question as it presents itself to every country store. This is a problem which never confronts the city department store and the country department store has to blaze a trail of its own.

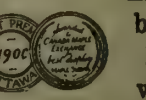
Every country dealer, whether in Western Canada or Eastern Canada knows the difficulty of handling butter and eggs and other farm produce satisfactorily. Competition among rival

MAPLE SYRUP

Small's Selected delivered is worth per case of 24-¼s $7.70.—12-½s $7.25—6-1s $7.00. Every grocer should have some continually in stock. It gives tone to the shop.

Packed in kiln dried boxes. Each Tin wrapped in tissue.





PRODUCT
CANADA
MAPLE
EXCHANGE

At All Jobbers

IT IS PRACTICAL

CRE-MO should be in all shops.

Established in 1842

HOW MANY CASES DO YOU WANT?

STRAWBERRIES 2s.

Bowlby's, Heavy Syrup, - - $2.50 doz.

DON'T WAIT TILL THE LAST MINUTE.

LOPEZ and DUKATE **Jan. 23, 1907**

BILOXI, Miss., U.S.A.

Car Erie, 107,800 - - to Montreal, P.Q.

Every Can Guaranteed

1,500	Doz.	Imperial Oysters - -	5 oz.
350	"	" " - - -	10 oz.
200	"	L. & D. 1 lb. Pickled Shrimps	
100	"	No. 1 1-2 Kingfisher Pick Shrimps	
50	"	No. 1 1-2 L. & D. Dry "	

The brand of goods that will sell. Prices have advanced, we are in a position to quote special prices.

A Nice Cup of Tea (Japan) Will make you smile if you use

"OWL CHOP" No. 50 Japan

"HAWK CHOP" No. 500, Japan

These two lines are without exception the best on the market to-day, at the price we are selling.

WE CAN PROVE THIS. **WE ARE SELLERS.**

We are offering several lines of goods at reduced price, we will let you know.

SATISFACTION GUARANTEED.

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

Agents for Libertyville Crystal Spring Water

2, 4, 6 and 8 DeBresoles St. - - Montreal

stores has often forced dealers to pay for butter and eggs a higher price than they can get from the wholesale produce houses. Of course payment is made in goods upon which there is a profit, but the practice is suicidal nevertheless. The customer who pays cash should get the discounts, not the customer who pays in produce which costs time, trouble, and money to handle. Moreover there is seldom in the country store any efficient method of grading butter, and because he does not want to offend an otherwise good customer many a merchant pays for poor butter as high a price as he pays for the first-class article.

Merchants Limited announce that all butter is to be graded and paid for according to quality; and it may be presumed quite safely that prices for produce will not be more than the market value. A big, strong concern can grapple with a problem of this kind and solve it satisfactorily.

Probable Outcome.

What will be the outcome of this venture? What will be the attitude towards it of the farmer and the general public? These are moot questions and time will give the only satisfactory answer.

In the meantime it seems that the general public in Cartwright are disposed to regard the new move with approval. Merchants Limited are making a strong bid for local sympathy and they are appealing to local self interest in a convincing way. They state that they are prepared to compete with the catalogue houses and that they invite comparison of prices. In the course of their circular announcement they say:

"We feel that our patrons will agree with us that these departmental stores are drawing on the resources of the small towns and building up the cities. This it is evident cannot be for the weal of people residing in the country and on farms, for it is generally admitted that a good town helps materially to enhance the value of adjacent farm lands; therefore we would ask your co-operation and we will prove to you that you will be benefited in dollars and cents."

The obvious danger is that the public will view the elimination of competition in Cartwright with profound distrust. Everything will depend upon the manner in which the consolidated business is managed. This paper will follow the new venture and from time to time will publish news of its success or failure.

SEEING THE WORKS.

W. G. Kyle, Toronto representative; Stanley Wharton, representing the western districts; J. P. Murray, Ottawa; and P. G. Armour, Maritime Provinces, with Miss Vance, their demonstrator, were given a trip to Boston by the Lowney Company recently. All were through the Boston factory of the firm and were royally entertained during their stay in the Hub by Walter M. Lowney.

Lowneys have issued a splendid new cook book containing recipes of every description. Maria Willet Howard is the author.

SOLVING A DIFFICULTY.

The problem of hired help is just as difficult in the Maritime provinces as in any part of Canada. The people of Kings County and Kentville, N.S., are grappling with it through their Boards of Trade. A joint meeting was arranged and widely advertised. A paragraph of a dodger sent out reads: "Adjutant Jennings, Salvation Army Immigrant and Transportation Agent, will address the meeting and will arrange with persons requiring help, indoors or out, to secure the same from the first steamer arriving at Halifax March 14th."

This is an example of aggressive Board of Trade work.

HAD A GOOD YEAR.

The annual meeting of the shareholders of the Canada Brokerage Company, Limited, was held at the Toronto offices of the company on January 30th and a most satisfactory statement of the year's business was read.

A dividend of ten per cent. was paid on preferred stock and five per cent. on the common stock, besides which the rest account was again increased by the addition of a substantial sum.

Needless to say, after such a handsome showing, the old board of directors was re-elected.

James Adams has joined the traveling staff of the Lowney Company and will in future cover the Provinces of Alberta and Saskatchewan.

A Proclamation
TO
The Grocers of Canada

Be it known to all Honest Dealers that:

We guarantee our Brands of MAPLE SYRUP and SUGARS to be the purest, most wholesome and best ever marketed in the Dominion of Canada.

Our SYRUPS and SUGARS are nothing more and nothing less than the pure concentrated sap of the maple tree. As a surety of purity we carefully analyse every drop of the product canned or bottled in our establishment. It would be impossible for you to claim too much for them.

☞N.B. We would like your opinion of our guarantee. If you can show us how to make it stronger you will please us greatly.

THE MAPLE TREE PRODUCERS' ASSOCIATION
WATERLOO, P.Q.

We sell it for you and give you a profit worth having—as large as you like to make it.

Mathieu's Syrup
of Tar and Cod Liver Oil

is extensively advertised throughout Canada. It is our salesman in print that enters thousands of homes.

When the people come to your store to buy it, be ready for them. Give them what they ask for. Sell them Mathieu's Syrup of Tar and Cod Liver Oil—it is a profit-maker. By-the-way! Send your renewal order right along now.

Here's another good thing—
Mathieu's Nervine Powders,
They sell like fury all the year round.

FOR SALE AT ALL DRUGGISTS' AND GENERAL STORES

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE - P.Q.

"LUCERNA"

BRAND

22 Tons of Swiss Milk Chocolate

direct from

Switzerland to Winnipeg

OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.
No other House has Anything Like it.
It's a Delicious Sweetmeat.

OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE NOT ALREADY REPRESENTED

JOHN BEARNS, LIMITED

OF LONDON, ENGLAND

Canadian Headquarters, 11 Bank of Hamilton Chambers, Winnipeg, Man.

THIS WEEK

600 boxes Messina Marmalade Oranges

600 boxes Messina Lemons

The finest brands of NAVELS are quoted out on our price list.

GRAPE FRUIT

Can recommend our brands highly to the trade.

CRANBERRIES

We are offering a fancy lot of new arrivals, free from frost, and sound.

BANANAS

Free from chill. Will pack your order carefully.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

An Enviable Rep.

We got one by seeing that **every** box we branded **Golden Flower,** contained **strictly extra Fancy Redlands Navels**, which makes us say with all seriousness---if you have a high-class trade you want this brand. Ask your dealer.

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Opening of Lent Brings the Fish Men a Rushing Business—Cold Weather a Good Ally—Big Fruit Shipment Due To-day.

This week's markets belonged to the fish trade. The opening of Lent has brought with it an extraordinary demand. The two days preceding Ash Wednesday were record-breakers, the cold weather helping things along in fine style. A good range of fish is being offered, and all lines are in good supply.

There is considerable alteration of prices in the fruit market, although none are of great importance. This week will see the arrival in Toronto of one of the largest shipments of fruit ever brought in at one time, and present indications are that it will not take long to dispose of it.

Vegetable trade is comparatively quiet.

MONTREAL.

GREEN FRUITS.—Oranges and lemons are selling freely enough at quotations, but there is not a great demand for other lines. Apples are lower this week, $4 being the outside price asked. Pineapples and lemons are higher, as are also Almeria grapes, which are now quoted at $10.50.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 65
" jumbos		2 25
Cocoanuts, per bag of 100		4 25
Pineapples, crate	4 50	4 75
Tangerines, half box	2 75	3 00
Apples, bbl	3 00	4 00
Lemons	2 00	3 50
Mexican oranges, box		2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box		4 50
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 50	12 00

VEGETABLES.—Vegetables are not moving out very rapidly, business being limited. Prices are now, as they usually are in the winter months, too high to permit much buying except for the high-class trade. Vegetables obtainable at reasonable and even low prices in the summer time become luxuries beyond the reach of the average individual when they have to be imported. Several changes are noticeable in quotations this week.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage, bbl		1 75
Florida tomatoes, crate		4 50
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate		6 50
Radishes, doz		0 50
Spinach, per bbl		4 50
Cucumbers, per doz	1 25	2 75
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb		0 06
" " bbl		8 50
Jersey sweet potatoes basket		2 50
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl	3 50	3 75
" bag		1 75
Beets, bag		0 75
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Horseradish, lb		0 15
Rhubarb, doz. bunches		0 80
New Orleans shallots, doz		0 60

FISH.—Business is booming in fish. Orders received by fish merchants are very large and the assortment asked for shows that the Lenten trade this year is going to be large. The prices, taken as a whole, are firm. Some changes will be noticed in this week's quotations, mostly advances. Steak cod and codfish are both up ½c. Mackerel is a little easier and is selling at 10c. Fresh haddock is obtainable at 6½c. a pound. Small whitefish are now on the market; good demand is reported at 7½c. to 8c. No. 1 salt eels, live lobsters and large green cod are no longer obtainable. Oysters are selling freely at figures hereunder quoted.

Fresh and Frozen Fish

Fresh haddock, express, per lb		0 06½
Halibut, " "	0 08½	0 09
Grass pike, " "	0 05½	0 06
Steak cod, " "	0 05½	0 06
Mackerel, large, " "		0 10
Dore, " "	0 08½	0 09
Cod fish, " "	0 04½	0 05
Small sturgeon " "	0 07½	0 08
Small whitefish, per lb	0 07½	0 08
Flounders, per lb	0 4½	0 05
B. C salmon " "	0 08	0 09
Qual a salmon " "	0 07½	0 08
Smelts " "		0 08½
New tomcods bbl		2 15
Frozen herring, large, bbls. 300 fish per 100 fish		2 10
" " less than bbls., per 100 fish		2 20
" " medium per 100 fish	1 40	1 50
Smoked and Salted—		
St. John bloaters, "		1 20
Haddies, in 15-lb boxes per lb		0 07½
Kippered herring, half boxes		1 20
Smoked herring, per lb		0 10
Yarmouth bloaters box		1 20
Skinless cod, 100 lb. cases		5 50
Boneless, 50 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Boneless cod, per lb	0 08	0 09
Dry cod in bundles		6 50
Oysters—		
Standards bulk, per imp. gal		1 40
Selects, bulk, per gal		1 60
Malpaque shell oysters, bbl		8 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Boiled lobsters, medium, per lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, bbls		10 50
No. 1 Sea trout, half bbl		5 75
Labrabor salmon—		
" " in bbls		12 00
" " tierces		16 00
" " in ½ bbls		6 50
No. 1 green cod, in bbls. of 200 lbs		7 50
Small " "		5 75
No. 1 Haddock, bbls. 200 lbs		7 00
No. 1 turbot, bbls 200 lbs		8 00

TORONTO.

FRUIT.—Orange quotations are considerably altered this week, all lines being a trifle lower, with the exception of Mexicans, which are slightly advanced. Valencia prices range from $3.25 to $4.25, but special quality stock is being offered this week at from $4.25 to $5.50. Soviento oranges are quoted at $2.50 per case of 300. A special shipment of bananas is offered at $1.10 to $1.25. Cranberries are another 50 cents less per barrel.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s	2 75	3 00
" Mexican 126s-250s	2 15	2 35
" Tangerines, half box		3 25
" Valencias, 420s and 714s	3 25	4 25
" navels, 96's, 250's	2 50	3 50
" marmalade, 160s, 200s, 240s, per box	2 25	2 50
Grape fruit, 46's 80's	3 25	4 50
Lemons, Californias, boxes	3 50	3 75
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 00	4 50
Apples, snows	2 00	3 00
" Spies	3 25	4 25
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Cranberries, per barrel	9 00	9 50
" " crate	3 25	3 50
Strawberries, per qt	0 65	0 75

VEGETABLES.—The vegetable market shows very little alteration. Onions again show an advance, while cucumbers are somewhat cheaper.

Potatoes, De awares, per bag	0 85	0 90
" Ontario	...	0 75
Sweet potatoes, per hamper	...	2 00
Onions, Spanish, per large case	3 00	3 25
" " small case	....	1 00
" Yellow Danvers bags	...	1 40
" Canadian, per bag	....	1 75
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston large, per doz. heads	....	1 50
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz	....	0 50
Cucumbers hot house, per doz	....	2 25
Mushrooms, imported, 1-lb. boxes, per lb	....	1 10
Beans, white, prime, bush	1 40	1 50
" " hand-picked, bush	....	1 50
" Lima, per lb	0 06	0 06½
Watercress, per doz bunches	....	0 25
Tomatoes, Cuba, per 6 basket crate	....	5 00
Tomatoes Florida, per 5-lb. basket	....	1 00
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Parsley Jumbo bunches, per doz	....	0 75
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz	....	5 75
Squash per doz	1 00	1 25
Leeks, per doz	....	0 25
Pumpkins per doz	0 75	1 00
Parsnips per bush	....	0 50
Sage, savor, thyme, etc, per doz bunches	....	0 10
Fancy Baltimore spinach, per hamper	....	1 25
Oyster plant, per doz bunches	....	0 40
Artichokes per bag	1 00	1 50
Rhubarb, per doz bunches	1 25	1 40

FISH.—The end of the season has lowered the price of Labrador herring somewhat. No. 1 smelts, fresh haddock and cod are also cheaper this week, while lake herrings are slightly advanced.

Fresh halibut	....	0 18
Haddock, fresh caught, per lb	....	0 05½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes per basket	....	1 25
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Frozen mackerel	....	0 10
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	2 90	3 00
" " bbl	5 50	6 00
Frozen Halibut, per lb	....	0 10
Pink Salmon, per lb	....	0 09
Red " "	....	0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb	....	0 09
" extra, per lb	....	0 15
Lake Superior herrings per lb	0 03½	0 04
Pike, per lb	...	0 0.½
Yellow pickerel, per lb	....	0 08
Kippered herrings	....	1 25
Sea herrings per 100 count	....	2 25
Goldeyes, per lb	0 05½	0 06

FISHING FOR PEARLS IN CANADA.

Many Beautiful Gems Have Been Taken From the Icy Streams of Ungava.

In the mighty streams flowing through Ungava, Canada, a profitable pearl industry is carried on among the Indians and Eskimos. Barrenness and desolation, rocky shores beaten by an icy sea, long winters and short, inclement summers are the chief characteristics of that northern land.

Signs of human life are scarce there, but at intervals may be seen rude huts

HOME GUARD BRAND
MESSINA
LEMONS
AND
MARMALADE ORANGES
9 CARS
of these goods are due to-day at our Toronto and Hamilton Houses.
If you want **the best** order **Home Guard Brand**
WHITE & CO., Limited
TORONTO and HAMILTON

B. | L. | ST. NICHOLAS | O. | E.

LEMONS. 2 carloads fancy stock this week.
Sun Brand, 300s, 360s, - - $2.50 per box
Eagle " " - - 2.75 " "
St. Nicholas " " - - 3.00 " "
MARMALADE ORANGES, VALENCIA ORANGES, CHEAP.
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

ARRIVALS THIS WEEK
ONE CAR FANCY CALIFORNIA NAVELS
Fine color and excellent quality
ONE CAR VALENCIA ORANGES
Ordinary and large 420s, fine quality and cheap
ONE CAR FANCY BANANAS
Also CALIFORNIA CELERY — OYSTERS — HADDIES, Etc.
HUGH WALKER & SON GUELPH, ONT.

SPECIAL FOR THIS WEEK
Fancy Florida Oranges, all sizes, $3.00 Cape Fruit. 64's and 80's, $3.50
Car fresh packed Jersey Cranberries, fine stock, $7.50 per barrel
Redlands, Highlands, California Navel Oranges, all sizes,
Signal Brand, - $3.25 Warrior Brand, - $3.00
MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

DRIED APPLES
BRIGHT, DRY STOCK WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

The Grocer Knows

That the people insist on our

Pure Apple Juice

while the most fastidious of his customers know that our

Jams and Jellies

are amongst the purest and the best on the market.

A post-card brings particulars.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

of rocks erected by whale and seal hunters long since departed for more profitable fields.

In the rushing waters of the streams which empty into the sea, pearls are found hidden in the shells of the mussels, which are often so plentiful as to partially block the river. Unlike the pearls of Ceylon, they are snowy white, but nevertheless of the finest quality, although a certain percentage are irregular in shape.

Those who visited the shore of the Ungava streams often wondered why people before them had collected so many mussel shells, but it devolved upon a well read ne'er-do-well to discover that pearls existed in those shells.

He was sitting on the banks of one of the rivers when he picked up a mussel and pried it open with his pocket-knife, and was surprised to find a good sized pearl, which he afterwasd sold for a good price, and although he spent several weeks hunting for others, those he managed to find did not bring him $5 for the lot.

At the present time several hundred men are engaged in systematically hunting for the pearls. They collect the mussels and pile them in heaps, where they are left until decomposed, and then the pearls are easily extracted from the shells. Several large jewelry houses send travelers on periodical visits to buy these pearls, and, of course, the Hudson's Bay Company's traders get a fair share of the gems.

Recently two pink pearls, beautifully matched, were discovered in the same shell. They weighed about fourteen grains apiece and were sold for $140 to a New York dealer.

Pearls worth as much as $1,000 for a single stone have been found there, but such finds are exceedingly rare. However, a large number of men are making good profits searching the mussel shells, but none is making a great fortune.—N.Y. Herald.

Don't stop to sing "Bringing in the Sheaves," but go out and get a bunch.

Mr. Grocer! It's Strictly Up to You

to make every chance customer a permanent one by pushing the famous

"E.D.S." BRAND
Jams and Jellies

All I ask is that you allow me to place before you convincing proofs of every claim I make for my Jams and Jellies. They are the purest, most wholesome and best manufactured in Canada. Once your customers know the goodness of **E.D.S. Brand Jams and Jellies** they'll have none other.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

OUR BUSINESS
IS
Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

Fruits, Green and Dried, and Nuts are our Specialties.

Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.

C. & F. prices given for car lots.

FRED^K. FISHER & SONS

St. Magnus House, Monument St.
LONDON, ENGLAND

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

HAMILTON PRESIDENT UPHOLDS MR. BECKETT

Hamilton, February 5th, 1907.
Editor Canadian Grocer, Toronto, Ont.

Dear Sir,—The Hamilton Retail Grocers' Association were very much surprised at the uncalled for and sarcastic criticism of a Toronto retailer on Mr. H. C. Beckett's address to the Hamilton Retail Grocers' Association on "The Cost of Doing Business." I am charitable enough to believe that had the writer of same taken the trouble to get at the facts, he would have hesitated about making any reference to the intelligence of Hamilton retailers.

As president of the Hamilton association I feel it would be unfair to Mr. Beckett to let the matter go unnoticed, as Mr. Beckett evidently has done.

In the first place, it may be explained that the Hamilton association has monthly meetings to which they invite some member of the trade to give them an address, or paper, on any subject of interest that would be of profit to the members of the association. The paper in question was by special request with a suggestion that the statements be as strong as possible, with a view to creating a keen and lively discussion.

In introducing the subject, Mr. Beckett made reference to the fact that his remarks would undoubtedly be taken exception to by many present, but believed that after a full discussion, much benefit would result. In the preparation of the paper he stated that his figures were prepared from information supplied by many retailers upon whom he had called, and he also directed attention to his statement that, roughly speaking, not more than five per cent. of the retail grocers succeeded, but qualified the remark by explaining that success in business in his opinion meant accumulating a sufficient sum by fifteen or twenty years of hard work to retire and live comfortably. Unfortunately I believe the statement to be correct.

The address, in the opinion of the trade, was the best we have had, and instead of resentment, a cordial vote of thanks was tendered. That is how we treat people in Hamilton. Mr. Beckett has always been willing and anxious to do all in his power to assist in any way in advancing the interests of the trade with which he is identified, either wholesale or retail. The retail trade of Hamilton, generally, are on the most friendly terms with the wholesalers and recognize the fact that both branches of trade have their place in business, and that the rights of each should be considered.

The trouble seems to be that some retailers are never satisfied to let either the wholesale trade or their neighbors in the retail business, make a fair margin of profit. The price cutting so frequently indulged in is responsible for nearly all the evils, such as short weight, inferior goods, inferior service, and dishonest methods. There certainly is a future for the retailers by organization and a live and let live policy, and, much to the credit of some manufacturers, they insist upon the proprietary articles being sold at a standard price. This plan has two advantages. It gives the retailer an opportunity to make a small profit, and prevents any individual from cutting prices and thus, indirectly, injuring the manufacturer, for it is a common sense proposition that if a proprietary line of goods has to be sold at cost by the retailer, the manufacturer will soon notice a falling off in the trade of that line.

In conclusion I would suggest that letters to the grocer should be over the name of the writer. Come out in the open.

Yours truly,
WM. SMYE, Jr.,
Hamilton.

GOLD STANDARD MOVE.

The Codville-Georgeson Co., Winnipeg, moved their stock last week into the

WM. DOBIE,
President, E. W. Gillett Co., Limited, Toronto.

Wm. Dobie is the maker of the E. W. Gillett business in Canada. Every grocer is interested in him for he is a personal equation in every grocery business. The picture of him contained in this journal of two weeks ago did not do The Canadian Grocer justice. The fault was with the photograph, not with the engraver or printer. In justice to itself and its readers The Grocer herwith presents a portrait of Mr. Dobie that gives a pretty good idea of the man whom few grocers in Canada have not done business with. Personality is often forgotten in the rush of trade and when a business becomes great its early struggles are lost sight of. The head of the E. W. Gillett Co. is an important personage in the manufacturing and trading interests of Canada, but looking at his portrait the reader of The Grocer can better appreciate the ability, courage and indomitable energy of Wm. Dobie, and the qualities required in the making of this great business,

BUSINESS WOMEN IN A MAINE TOWN

(From the Lewiston Journal.)

If Norway ever should have a mayor the chances are ten to one a woman would hold the office. The Oxford County Village of 1,500 inhabitants has more than a score of women managing progressive lines of business. The town physician is a woman. A woman is justice of the peace. A woman manages a dry goods store. Another is a photographer, a fifth is bank cashier, a sixth is an undertaker, and still a seventh is an insurance agent. Until her recent resignation Rev. Caroline E. Angell was for eighteen years pastor of the Universalist Church at Norway. Mrs. F. W. Sanborn is responsible for the appearance of the Norway Advertiser, the local weekly. This by no means completes the list of successful business women of Norway.

new warehouse which they have built on Victoria St., at the foot of Portage Ave. The offices will not be moved from the old building for a few days.

The new warehouse is a handsome large building with seven storeys and a basement. In all there will be 2½ acres of floor space or at least three times the floor space in the old building.

The world is full of wealth and possibilities, the hustlers are after both.

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINE S
KIPPERED HERRING
FINNAN HADDI ES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

SUPPLIES FOR LENT

FISH AND OYSTERS

You can't do business without the goods, and you can't make your profits unless you do the business. Your stock of fish and oysters should be complete for the Lenten trade. If it is not, we're the people to make it so. A few suggestions :

Frozen Large Sea Herring **Frozen Sea Salmon**

Salt Labador Herring

Salt Labrador Salmon

Frozen Halibut **Pure Boneless Cod**

Skinless Cod in cases

Mind, these are only a few lines. We carry the largest stock in Canada. You will be interested in our price list.

Branches : ST. JOHN, N.B. GRAND RIVER GASPE

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE TELEPHONES

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS| FOLLOWS :

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1-lb. tablets
CHEBUCTO—In 1 and 2-lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers. ***Write or see our nearest Agent—***

Montreal—A. A. Perry, 6 St. Sacrament St. **Toronto—Anderson Powis & Co.**
Hamilton—Alfred Powis **London—Wm. G. Coles & Co,**
Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

¶ I will prepay express on an assortment of 500 of my cigars to any new customer in 1907.

¶ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.

¶ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.

¶ I bring the goods to your counter, give you time to prove they will "make good." I take all the risk.

¶ If you want a better offer let me hear it, as I have not been able to "think it up."

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

¶ **NOTE—This offer not necessary to 1906 customers as they all order in 1,000 lots and upwards.**

"The moment a man takes to the pipe he becomes a philosopher."

That's true. The man who smokes is even-tempered, a lover of the square deal, and a good man to have as one's debtor. He pays his bills cheerily and it's a pleasure to do business with him.

An observant grocer writes about

T. & B.

in this strain: "Of all tobaccos I have ever handled **T. & B.** seems to please and delight most of all. That tobacco has made new customers for me by the score. You express the goodness of **T. & B.** very pertinently from the grocer's standpoint, when you say

'Tobacco sells more than Tobacco'."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HERE AND THERE WITH THE TRADE

The Minton-Barber Co., Bloor street, west, Toronto, has assigned.

A. Hilker, Underwood, is offering his business for sale. He intends going west.

Moyer & Sons, Spadina Ave., Toronto, have sold out to Jas. Kerr, formerly of Wingham.

Percy Millman, of W. H. Millman & Sons, was in Ottawa last week on business for the firm.

Geo. Moffatt, of the Davidson & Hay sampleroom, Toronto, took a week off to nurse the grippe.

J. F. Brownscombe, Uxbridge, has added groceries to his branch dry goods store in New Liskeard.

Thos. Lock, of Foley, Lock & Larson, wholesale grocers, Winnipeg, was in Toronto last week.

Lucas, Steele & Bristol, Hamilton, are offering a "drive" in canned peas. Peas are great sellers this year.

W. J. Carruthers, Baltimore, has been considerably improving his store. He has one of the best businesses in the vicinity.

A. V. Bradley, Spadina Ave., Toronto, has taken his brother Joseph into partnership, and the firm name is now Bradley Bros.

Lucas, Steele, & Bristol, Hamilton, are offering some red sockeye salmon at a cut price. As soon as this lot is gone it's all off.

A traveler told The Grocer he thought seven-eighths of the grocers take stock annually. The other eighth keep the assignees going.

R. Scott & Co., Mount Forest, are holding their annual clearing sale. They are making things hum and have 23 clerks employed.

John Gibb, for years a prominent grocer of Elora has sold his grocery stock to Mr. Campbell, and opened a coal and wood office in same town.

Lucas, Steele & Bristol, Hamilton, have not yet advanced the price of teas. Their present quotations may, therefore, be said to be special.

W. T. Oak, formerly a G.T.R. conductor, has started a grocery business on Bloor street west, Toronto. He has a nice store and is doing well.

H. A. Hodgson of Hodgson Bros. & Rowson, Montreal, is in the States this week. Arthur Hodgson, of the same firm, sails for England February 16.

E. A. Dalley, of the F. F. Dalley Co., has been appointed one of Hamilton's license commissioners. As he is a 2 in 1 man he ought to make a shining success.

Babcock Bros., Oshawa, have sold their building and are looking for other premises. They got a good offer for their present property, but it necessitated their removal within a month.

Castor & Davey, Aurora and Schomberg, have dissolved partnership, and the business will be continued by T. T. Caster. Mr. Davey contemplates going west, but he will live retired for a while.

The J. E. Costin Co., Ltd., is the name of a new firm in Montreal which has taken over the wine and liquor and canned goods business formerly carried on under the name of Claudon & Co., at 749 St. Denis street. The new concern is capitalized at $75,000.

W. J. Cameron, Southampton, has decided to sell out and go to the Northwest. He has had the business four or five years and has made a good thing of it, but he made a visit to the west and caught the fever. He will either run the stock off or sell it en block.

The T. Upton Co., Ltd., are just in receipt of two carloads of Seville bitter oranges containing over four hundred half chests of as fine marmalade oranges as were ever brought to Canada. These oranges will be used exclusively in the making of Upton's orange marmalade and all orders are now being filled with new season's goods.

A. E. Gurney, manager of the Wm. Beatty Co., store Parry Sound, was waited upon at his home about Christmas time by the employes and was made the recipient of a very handsome morris chair as an indication of their appreciation and good will. Mr. Gurney is very popular with both staff and customers.

Fire, caused by defective electric wiring, did $5,000 damage to the grocery store of Peebles, Hobson & Co., King and Macnab streets, Hamilton, on Jan. 30. The blaze was very difficult to get at, and the firemen had to move hundreds of pounds of goods in order to reach it. Much damage was done by the smoke, owing to the nature of the stock, and the meat department was practically out of business for a day or so.

Pickles & Mills, Annapolis, N.S., have dissolved partnership by mutual consent. F. W. Pickles takes over the vessels and shipping interests of the firm and will carry on that branch under the firm name of the F. W. Pickles Company. A. D. Mills and C. W. Mills take the other assets and will carry on a lumbering and general business under the firm name of A. D. Mills & Sons, in which firm A. E. Mills has been admitted a partner.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

old by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery.

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 11

One of the foremost figures in the business and muncipal life of the city of Chatham, is Ald. Wm. Potter, who has just been re-elected for the fifth time to the muncipal council of the Maple city.

Though a native of Quebec city, Ald. Potter has been a resident of Chatham for thirty-seven years, and few men are in closer touch with its interests than he. After receiving a full public school education, he took up the machine and boiler business in Chatham. Having conducted this successfully for several years, he later entered the grocery business, and is now just rounding out his twentieth year in the trade, as the proprietor of a combined grocery and meat market, conducted under one roof, which is one of the most flourishing concerns in the Maple city.

Ald. Potter has always taken a keen interest in the city's affairs. He was a member of the fire department under the old volunteer system; and had the honor to be one of the few selected for the first paid fire department in the city. He did not join, however, till a year after the organization was founded, when he served most efficiently as foreman, on many occasions being acting chief. The insight he thus gained into the business of fire-fighting proved invaluable in after years, when, as chairman of the fire, water and light, and later of the property committee of the council, he was called on to supervise the department in which he had formerly served.

Always keenly interested in musical affairs, Mr. Potter was president and business manager of the Chatham City Band when that organization was one of the best known amateur organizations in the country. In the band he was euphonium soloist.

Ald. Potter first entered municipal life in 1891, in which year he was elected to the town council under the ward system, being re-elected for 1892. He then retired, remaining out of municipal life till 1905, when, in response to the solicitations of many friends, he consented to stand for the city council (now elected by general vote), and in the ensuing contest went in with flying colors. In 1906 he was again re-elected; and has just now been returned to the council for a fifth term.

During his tenure of municipal office, Ald. Potter has served on some of the most important committees of the council. In 1891 he was chairman of the parks and cemeteries committee; and in the subsequent year was chairman of the fire, water and light committee, becoming also chairman of the waterworks committee upon the introduction of a waterworks system into the city. On re-entering the city council in 1905, he became once more chairman of parks and cemeteries; and in the following year was chosen chairman of the public property committee, one of the largest of the civic committees, having control of the fire, electric light and police departments, as well as all the city property. He has just been re-appointed for a second term chairman of this committee.

Ald. Potter has always been a warm friend of the Canadian Grocer, being one of its earliest subscribers in Chatham. He has continued a subscriber ever since. "The Canadian Grocer will always have a warm spot in my heart," he says.

Ald. Potter was one of the first to urge the formation of a grocers' organization in the city; and is now the president of the grocers' branch of the local Retail Merchants' Association. "It behooves every merchant, no matter how busy, to spare some time in the interests of his city; for what are the city's interests are the merchant's interests," such has always been his motto.

ALD. WM. POTTER, CHATHAM.

FAST HOCKEY.

Brokers Win From Jas. Lumbers & Co. in Toronto Grocery League.

The fastest and most exciting game ever played in the Toronto Wholesale Grocers' League was pulled off on Friday night at Varsity rink, between the Brokers and Jas. Lumbers & Co., before a large crowd, well representing the wholesale grocers. Brokers won by two goals to one. The score indicates how close the game was, in fact it was anybody's game in the first half, although in less than three minutes Lumbers scored their first, and only goal, from a mix-up in front of the nets. This was the only goal scored in the first half, giving Lumbers a lead at half time. The checking was so close that neither team could play much combination. In the second half the teams started to rought it a bit, and had it not been for the strictness of Referee Gordon Humphrey, several of the wholesale houses might have been short handed the next morning. After five minutes play in the second half Percy Millman made a zig-zag rush down with the puck and passed to Billie May, who shot and scored the Brokers' first goal. This tied the score and caused great excitement. Shortly after the puck was faced A. Millman and Gee wanted to show their strength and were sent to the boards for two minutes. Hard play continued for ten minutes, then Morrow came down with the puck, passing to Ade Millman, who passed Lumbers' heavy defence, then passing to Billie May, who shoved the rubber into the nets for another goal; score, Brokers 2, Lumbers 1. This finished the scoring. Both H. Ferguson and Wess Lumbers played a wonderful game in goal.

If the Brokers win their next two games they will again carry off the Tillson Trophy.

Brokers		Jas. Lumbers & Co.
H. Ferguson	goal	Wess Lumbers
C. Morrow	point	Tom Kerr
P. Millman	cover point	S. Oliver
H. Thompson	rover	F. Lumbers
A. Millman	left wing	Corrigan
Tom Webber	centre	Gee
W. W. May	right wing	Humphrey

Referee—G. Humphrey.

ORGANIZE FOR PROTECTION.

Dealers of Redvers, Sask., United to Fight Credit—Money Scarce.

The dealers in Redvers, Sask., have recently organized a Trades' Protection Association in order to deal with the evils attending the long credit system. The car shortage has caused a scarcity of ready cash and outstanding accounts have become so large that the Redvers merchants have decided the time has come for drastic measures. Under the circumstances the strictly cash method of doing business is not considered practicable, but some curtailment of credit is considered absolutely necessary. At a formal meeting of the Redvers dealers the following resolution was passed:

"That we form the Redvers Mutual Protective Association.

"That the following be elected officers pro tem: President, John Carter; secretary-treasurer, R. Douglas; executive committee, T. King, John Dodds and Richard Curle.

"That the object of this association shall be to overcome to some degree the evils of the credit system and protect ourselves against the abuse of it.

"That each member doing credit business shall furnish monthly to the secretary-treasurer a list of customers' names which shall also show the indebtedness of each party named.

"That the secretary is to record in his books, to which all members shall have access at any time, the total indebtedness of members debtors, which has been incurred with any or all of the members.

"That a special committee be appointed to draft a circular which shall define the amount due by each individual who has been placed on the book of the association, and who shall receive by mail a copy of said circular.

"That we communicate with merchants doing business in other surrounding districts with the view to their cooperation and also to forward the extension of the association to other towns and places in Saskatchewan."

"Let Every Tub Stand On Its Own Bottom"

The great trouble, however, is that a lot of Tubs are so made that they can't stand long enough to warrant their expense. The wood is not properly kiln-dried, the hoops loosely rivetted and the finishing so poorly done that they warp, hoops drop off and they go to pieces.

A "Cane-made" Tub or a "Cane-made" Pail

has every detail of manufacture so closely looked after that ***a perfect article*** is the result.

Pin your faith to "CANE'S BRANDS"

UNITED FACTORIES, LIMITED
TORONTO, CAN.

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - Montreal

Spreading the Gospel of Cleanliness

You are doing that, Mr. Grocer, every time you feature our special product.

Wonderful Soap

The soap called "Wonderful" is just as near perfection as human carefulness and ingenuity can make soap.

Shrewd Grocers will appreciate the pecuniary value of as perfect a soap as **Wonderful** to them.

Manufactured by

The Guelph Soap Co.

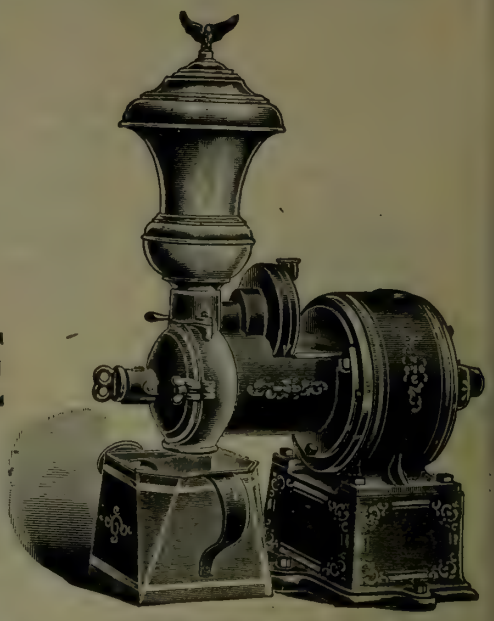
GUELPH, ONT.

Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE



Electrically Driven Coffee Mill

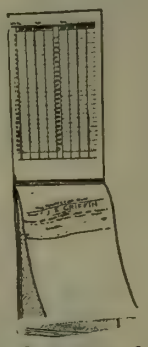
The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

HOW ABOUT YOU?

A few weeks ago we asked this question, "Can you afford to carry on business without a

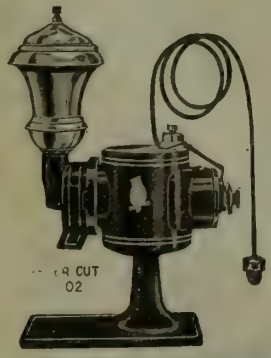
Duplex Counter Check Book?



A few hundred grocers have decided that they couldn't since then. Can you?

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

voreover, regular subscribers are allowed to adertise without charge in the paper. See the rules.

GOOD GROCERY FIXTURES should provide for—

EFFICIENCY of Service.
ECONOMY of Space, Time and Labor.
CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

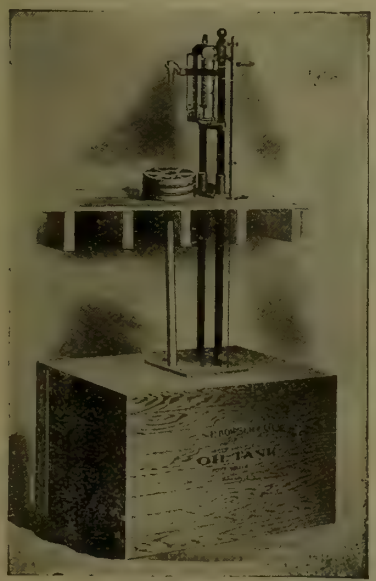
Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sas

BIGGER OIL PROFITS



CUT No. 1
CELLAR OUTFIT
ONE OF FIFTY STYLES

Are you making any profit on your oil business? Are you making all the profit you ought to make? Or are you losing oil and money through leakage, evaporation, over-measurement and other causes that always accompany the use of the old-fashioned tin tanks or leaky barrels?

You can stop these losses at once and make a good profit on your oil by simply installing a **Bowser Self-Measuring Oil Storage Outfit.** With the Bowser these losses are impossible, because the tank is leak and evaporation proof and the pump accurately measures any desired quantity and pumps it directly into the customer's can.

If you want to sell clean oil from a clean store, and at the same time make a good profit, you want a Bowser. Write for free catalogue B, which has full descriptions of the many Bowser Outfits.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave. TORONTO

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

The New Thought in Business

Whilst you as a grocer, venerate the ancient and honorable firms who in pioneer days catered to your father and your grandfather with the old style goods put up in the old style way, to-day in the face of keen competition you turn to the manufacturer of modern goods put up in the modern way. Your customers are on the look-out for the "latest and best." To serve them, to keep pace with the times, your endeavor is to give them the greatest possible value.

Therefore when buying

Pickles, Sauces, Marmalades Canned Fish

your safeguard is the name on the label—

Maconochie

It stands for quality the highest, and consistent with it the lowest possible price—provision being made to give you a substantial profit.

You can order a cask, 12 dozen of Maconochie's Goods, assorted, from any wholesale grocer. Shipment to be made in April from London, thus ensuring the delivery of perfectly fresh goods.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

February 15, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 03 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ¼-gro. boxes, per gross, $10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals

Wheat 08, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's $2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1 5 and 10-lb. tins per lb	0 20
" No. 2 5 and 10-lb. tins. "	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ¼'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 5-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 5-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb. tins,	4½	doz. to case	.....	per doz.,	$ .90
½ " "	4	" "	....	"	2.40
1 " "	2	" "	....	"	4.75
5 " "	1	" "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ¼s	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ¼s	0 40
" ½s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy " ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½ and 1-lb tins	0 43
German sweet chocolate, ¼ and ½-lb. cakes, 5-lb boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 5-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins, 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 32c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2 cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins, 26c
6-lb. bxs. 12 bxs., in case, ¼-lb. tins, 26c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs, 26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs., 22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs, 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb tins 10 tins in case ..... 36c.
10 lb tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb tins, 10 tins in case ..... 35c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	13 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

TO MAINTAIN A STANDARD

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

"EAGLE" brand
Condensed Milk

A few truthful words
are worth an hour's debate.

Borden's Brands

are the Best in make, style, price
and selling quality

(Unsweetened)
"PEERLESS" brand
Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

					Per case.
Bottles	1-oz.,	case of	2	doz	$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	½	"	4 75
"	20 "	"	1	"	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 10
Tubs, 60 lbs.	0 10
Pails	2 05
20-lb. tin pails	1 95
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

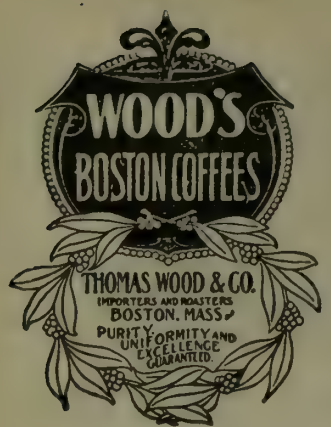
A. F. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to	3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½



"GOOD" IS BEST

"Good wares are never dear"—which means that they are cheaper than poor wares.
And "pleasing wares are half sold"—meaning that your customers are easily handled.
Both these much sought conditions are most handsomely realized in

WOOD'S COFFEES

They are the Grocer's Best Friend

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."
12-oz. case, 4 doz 0 50
Lot 10 cases, freight paid.

GRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06½
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 05½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
6-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb.... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07

SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Durham corn starch, 40 lb..... 0 05

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 05½
" 3-lb. cartons, 36 lb.. 0 05½
" 200-lb. bbl..... 0 05
" 100-lb. kegs..... 0 05
Canada Laundry, 40 to 46 lb..... 0 05
Ivory Gloss, 3-5 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb 0 06½

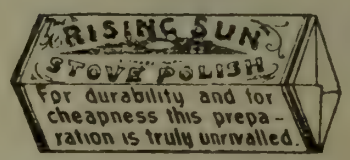
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—
Per lb.
In papers of 4 to 5 lbs..... 6½c.
Blue, white or assorted.
In Pictorial Cardboard Boxes—
4 lbs. net weight..... 8½c.
1 lb. gross weight..... 8½c.
½ lb. gross weight..... 9c.
¼ lb. gross weight..... 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight..... 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 45
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24 qts..	2 50	Cases 24 qts..	4 80
" 12 ½-gal	4 80	" 6 gals..	4 50
" 1 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—

Cases, 24—2's.	1 95	Bbls. per lb.	0 02½
" 12—5's.	2 40	½-bbl "	0 03
" 6—10's.	2 35	Kegs "	0 03½
" 3—20's.	2 25	Pails, $1.40 and $1.	

Usual freight allowance fo factory shipments

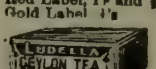
Empire Extracts all flavors—
2-oz., 15c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $8.00.

Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

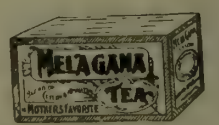
	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20

Japan Teas—

Victoria brand, 90 lbs	0 25
Princess Louise half c 80 lbs	0 19

Ceylon Green Teas—Japan style—

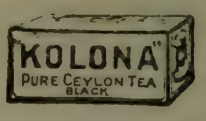
Lady cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 18	0 25
" " ½ lbs.....	0 19	0 25
" " 1 lbs. & ½s..	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

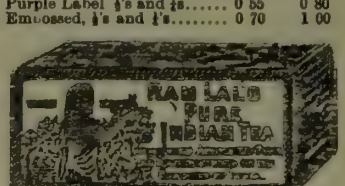
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½s...	0 22	0 30
Green " 1's and ½s..	0 25	0 35
Blue " 1's, ½s, ¼s, ⅛'s	0 30	0 40
Bronze " 1's, ½s, ¼s...	0 36	0 50
Gold " 1's, ½s, ¼s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s and ¼s..	0 30	0 40
White Label, 1's, ½'s and ¼s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00



Cases, each	60 ½-lb.	$0 35
" "	60 ¼-lb.	0 35
" "	120 ⅛-lb.	0 35

"CROWN" BRAND

	Wholesale	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb "at.....	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases.....retail	at 0 60

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 28
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s....	$0 48
" Amber, 3s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 8½s.....	0 51
" Pay Roll, 7½s.....	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case...	1 10

IT'S VERY GOOD

BATGER'S

STRAWBERRY JAM

Is made from the finest **Kent** Strawberries, great care being taken to keep the **Fruit Whole.**

The result is a jam that not only looks well and sells fast, but is really **delicious.**

Put up in a very attractive new style square jar. Four dozen to a case. Well packed; no breakages.

Order a case of your jobber, or

Rose & Laflamme, Montreal and Toronto

Goodwillie's Sun-Kissed Fruits

Packed in **Glass Jars** only, retaining all the **FRESHNESS** and **FLAVOR** of the Fruits.

ROSE & LAFLAMME, Agents
MONTREAL and TORONTO

Save money on

MATCHES

***It's easily done—order a trial lot of our matches. The prices are* RIGHT, *the quality the* BEST *and your profit the* LARGEST.**

We save you money on freight.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

If the

Canned Goods

you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make

Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms, Brushes and Woodenware.
United Factories, Limited, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd, Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co., Ottawa

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co., Toronto.
Winsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, C. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Martell-Stewart Co, Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Wianipeg.
Thomas, J. P. Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C, Regina, Sask.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Mason, Geo., & Co., Ltd., London, Eng.
Paterson's— Rose & Laflamme, Montreal.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Shrubs, Trees, Etc.
Brown Bros. Co., P.O. Brown's Nurseries, Ont.

Soap.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John, & Co., Toronto.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Ozo Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville-Georgson Co., Winnipeg
Crown Mfg Co., Toronto.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C, Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K., Co., Montreal.
Gillett, E. W. Co., Toronto.

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, FEBRUARY 22, 1907. NO. 8.

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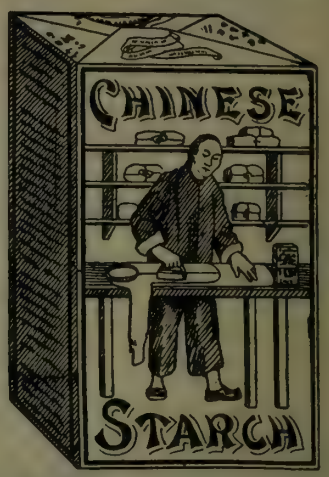

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TEA

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ACME PELLETS
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JOSEPH CARMAN,	*WINNIPEG*
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All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
ed
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

Make a Specialty of Specialties

Money is made in handling good specialties, such as

Paterson's Worcestershire Sauce.

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.

ROSE & LAFLAMME
Agents - Montreal

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: ***London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.***

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

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WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

CURRANTS

Vostizza, Patras, Fine Filiatra. Finest growths dry cleaned fruit. Prices right.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money. It is the "Salt that's all Salt."

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

Has it ever occurred to you that

RED ROSE TEA

HAS GOT TO BE GOOD ALL THE TIME?

The very fact of it having gained such a high reputation has a tendency to make those who use it more harsh in their criticism if it ever fails to come fully up to their expectations.

No man requires to watch his everyday actions so closely as the man who has achieved a high reputation for honor and ability. A mistake, at once, makes him a target for public criticism. It is just so with Red Rose Tea. Its high standard of quality must be maintained every day. Any mistake would be keenly criticised by those who have learned to have confidence in it.

Therefore I am bound not only to keep the quality higher than other teas, but to keep it absolutely uniform.

Red Rose Tea will help increase your tea business.

Toronto Office,
3 Wellington St., East

GEO. H. CAMPBELL,
Manager

T. H. ESTABROOKS,
St. John, N.B.

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG

ALWAYS A WINNER

YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Rising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

CIRAGE JACQUOT
CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

CIRAGE JACQUOT

the best known on earth.

Write or Phone for Quotations

LEFORT IMPORTING CO.
LIMITED

No. 56 St. Francois Xavier St.
MONTREAL

Telephone M n 76

YOU GET
LARGE PROFITS and PLEASED CUSTOMERS
FROM

INFANTS' DELIGHT SOAP

ORDER NOW

JOHN TAYLOR & COMPANY
TORONTO

CANADA'S LEADING PERFUMERS AND SOAP MAKERS

Ceylon Japan Tea

We have a good line to retail at 25c. lb.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Manufacturers! Attention!

Are you **successfully represented** in

BRITISH COLUMBIA?

If not, write to-day to the **up-to-date Brokers,**

The Standard Brokerage Co., Limited
VANCOUVER, B.C.

We want **good goods** to sell. You want **good representatives** to sell them.

(Track Warehouse) **ARTHUR NELSON, Managing Director**

It will Pay

you to stock and push
the sale of the famous

Frame-Food
PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

ROWAT'S

The name that applies to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

EASY

Easy to buy and easy to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

You Sell

a really good article, a line that will satisfy your customer, please the lady of the house and bring her back to your store, when she asks for sardines and you give her

Alibert Sardines

Besides, you make a good substantial profit on every case. Isn't this a line you should push during Lent? Our special shipment is almost here.

Order early to ensure prompt delivery. Satisfaction guaranteed.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Improved

Trojan Hoop Iron

on individual hangers of 300 ft. each.

Packed 20 reels to the case. Made in ½, ⅝, ¾ and 1-inch

Very handy, why don't you stock it?

J. N. WARMINTON

43 Scott St., Toronto **207 St. James St., Montreal**

HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retails at 50cts. Send for samples or trial package of 50 lbs.
We are agents for Canada. Guarantee to sell.

Tartan BRAND
SIGN OF PURITY

LENT—A Full Assortment of Fish

SPECIALS

Brls.—Duff's Selected Labrador
Hf.-Brls.—Labrador Salmon
Hf.-Brls.—Sea Trout
Hf.-Brls.—Mackerel
100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,
Wholesale Grocers, HAMILTON

Ten Thousand People

Every hour of every day prove to their utmost satisfaction that our

Maple Syrups and Sugars

are the purest, wholesomest and best on the Canadian Market.

Mr. Grocer! Are you getting your share of the profits?

That is the point for you to decide. Because all grocers who have tested or sold them concede first place to our brands.

☞N. B.—The public are insisting on pure goods and the Grocer who is handling the Genuine Article stands to get more business.

Our Absolute Guarantee on every can or bottle.

THE MAPLE TREE PRODUCERS' ASSOCIATION
WATERLOO, P.Q.

Our Salesman

—in print, goes into tens of thousands of homes in Canada and sells Mathieu's Syrup to those who are troubled with coughs and colds.

Mathieu's Syrup
of Tar and Cod Liver Oil

There is a constant demand in this season for Mathieu's Syrup. It is the only tonic cure made. It carries a good profit—it sells largely and quickly. The demand is constant and large. See to it that you are able to supply this demand. Send your order along for another supply. It will be filled and shipped promptly.

Mathieu's Nervine Powders—the best little cure for big headaches and nerve pains. Makes money for you.

J. L. MATHIEU CO., Proprietors
SHERBROOKE, P.Q.

For sale at all druggists and general stores

FISH

move fast at this season, when the QUALITY is right. The lines we offer are all specially selected, fit for any table.

We have some fine Labrador Herrings, in bbls. and half-bbls.

Mackerel, in bbls. and half-bbls.

Boneless Cod, in 1 and 2-lb. bricks, etc., etc.

Order early and have the goods when wanted.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

"You don't know what you can do until you try,"

is an old saying and true. It applies to your tea trade also. Try your customers with **pure, clean, healthy** and **invigorating**

Japan Teas

Watch the increased Trade.

SOAP PRICES

The prices, quality and sizes of

Sunlight Soap

and

Lifebuoy Soap

are

Unchanged

Do not be misled by interested parties who tell you differently.

We have no intention of tampering with the profits of our friends as some other makers have.

Lever Brothers Limited, Toronto

CHOICE

NEW ORLEANS MOLASSES

FOR COOKING & BAKING PURPOSES

SUGARS LIMITED MONTREAL.

Why handle Black Strap and inferior grades of mixed so-called New Orleans Molasses when you can get the genuine at the same price? Ask your jobber for **PLANTATION BRAND.**

SUGARS LIMITED, MONTREAL

Pure Fruit Marmalade

SEVILLE ORANGE

BLOOD ORANGE

LEMON

GRAPE FRUIT

Above cut represents exact size and style of our 1-lb jar

Pure Fruit Jam

RASPBERRY

STRAWBERRY

PEACH

PLUM

BLACKBERRY

CRAB APPLE JELLY

GRAPE JELLY

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

ORDER FROM YOUR JOBBER

SUGARS LIMITED, MONTREAL

FOREWARNED
IS
FOREARMED

Vegetable stocks held by Pickle Makers are very low.

Get your spring orders in now.
Every liklihood of prices going up.

BETTER BE SURE THAN SORRY

THE OZO CO., Limited
MONTREAL

HONEY

Is one of the scarcest commodities on the market.
We have a good supply of absolutely pure Honey in

60 pound tins
Cases 6-10 pound tins
" 12-5 " "
" 24-2 " "

Our prices are very attractive. . Enquire of travellers.

James Turner & Co., Limited, Hamilton, Ont.

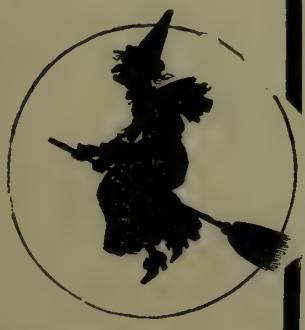
People Want Royal Crown Witch-Hazel Toilet Soap

—they have read our advertising

—and they've found our Soap all it is claimed to be — healing, beautifying, cleansing.

—Once they buy it they want it always.

It pays dealers to order early and largely.



The ROYAL CROWN
Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

22

William Galbraith & Son

WHOLESALE GROCERS

Best of everything in Groceries.

Your wants attended to promptly and satisfactorily. Full assortment of Canned Goods, Dried Fruits, Teas, Coffees and general lines.

Prices the lowest, consistent with quality.

William Galbraith & Son

68 McGill Street, Montreal

Western Retailers Cut Loose from East

At Annual Meeting in Winnipeg Decide to Sever Affiliation Entered Into a Year Ago—General Merchants Separate Also From the Hardwaremen—Large Increase in Membership During the Year, But Many Are Behind With Subscriptions—Organizer Appointed for the Country—Better System of Organization Proposed—W. G. McLaren, Souris, the New President.

(By Canadian Grocer's Special Correspondent.)

An enthusiastic convention of the Retail Merchants' Association of Western Canada was held in Winnipeg in the association rooms on Thursday, February 14th. Owing to the snow blockades on the railways and the uncertainties and dangers of travel by rail this Winter the gathering was not quite so large as it otherwise would have been. Under the circumstances, however, there was a surprisingly good attendance, and the new president and his executive have every encouragement to prosecute the work of the association vigorously during the coming year.

Unfortunately, too much of the time of the association was taken up with a discussion of the constitution and the relations of the association with the Dominion Association, of which Mr. Trowern of Toronto is secretary. It seems unfortunate that associations and debating societies and clubs must have constitutions, for the constitutions are almost invariably the subject of a great deal of fruitless discussion. However that may be it is undoubtedly unfortunate that the Western Association ever entered into relations with the Retail Merchants' Association of Canada, of which Mr. Trowern of Toronto is secretary. The only result obtained was to create a hopeless confusion of ideas as to the standing of the various bodies thereby affected, and at the meeting last week the Gordian knot was cut and the Western Association is once again as free and independent as when it was first organized.

Organizer for the Country.

The report of the secretary showed a gratifying growth of the association in the city of Winnipeg, but not so much progress in the country as might be desired. The work is too big for any one man to do and accordingly it was decided to engage Mr. Wilfrid Ledoux, of Arnaud, Man., as an assistant organizer to prosecute the work in the country districts and assist in the organization of local country sections. The choice is a wise one for Mr. Ledoux has always displayed an enthusiastic interest in association work, and he is moreover an effective speaker and a man of good organizing ability. Having been a retailer himself he can talk from experience to brother merchants in the west and it may confidently be expected that with the assistance of Mr. Ledoux, Secretary Coulson will be able to make great progress in the country districts during the next few months.

The Register.

An examination of the register shows the following names of those in attendance :

J. D. Baine, Boissevain, Man.; J. J. Kehler, Gretna, Man.; J. A. Decosse, Somerset, Man.; R. H. McLeod, Beaver, Man.; R. W. Morrison, The Commercial, Winnipeg ; T. Hill, Russell, Man.; N. Holmes, Macgregor, Man.; G. W. Stockton, Carlyle, Sask.; H. May, Stonewall, Man.; J. S. Ruddell, Frobisher, Sask.; F. R. Munro, The Canadian Grocer, Winnipeg ; A. Friesen, Altona, Man.; J. P. Langill, Giroux, Man.; A. K. Stewart, Rosenfeld, Man.; W. G. McLaren, Souris, Man.; W. A. Paynter, Tantallon, Sask.; J. F. Hunter, Boissevain, Man.; H. Brooks, Indian Head, Sask.; M. Krolick, Grayson, Sask.; E. J. Code, Carievale, Sask.; J. Hiebert, Altona, Man.; H. Halldorson, Sleipner, Sask.; J. V. Smith, Neepawa, Man.; W. Ledoux, Arnaud, Man.

In calling the meeting to order, President J. F. Hunter attributed the small attendance to the tie-up on the railways. There was no doubt that the interest in the country was much greater than one might think from the numbers present.

W. G MacLAREN, SOURIS
President.

President's Address.

After the minutes of the last two meetings had been read by Secretary Coulson and approved by the meeting, Mr. Hunter delivered his annual address. After extending a welcome to the members and dealers present, he spoke in part as follows :

"It is just two years since a number of general merchants met in the trades and labor hall in this city and organized the Retail Merchants' Association of Western Canada. From a meeting of about twenty merchants held in August 1904 to talk over the desirability of organizing and to take steps to organize we have grown and spread out until our membership extends over the provinces of Manitoba, Saskatchewan and Alberta. In these two years 900 merchants, in the provinces mentioned, have joined our association, which I take as sufficient evidence of the feeling of necessity for some such organization and of the realization of grievances to adjust and obstacles to overcome.

"I am sorry to state that the expectations of many of those who joined the association have not been realized and that because of this or some other cause, be it neglect or what not, many have failed to remit their annual dues, thereby retarding the work of the association to a very large extent. You must all realize that it takes a lot of time for an organizer to go over the territory indicated and secure membership and organize and it costs a very considerable amount of money to carry on this work, and when it is necessary that the secretary and organizer should revisit points organized or partially organized, it retards the work and largely increases the expenses. It seems to me that the members should take it upon themselves and feel it their duty to further their own and the association's interests sufficiently to go on and secure membership and complete organization where a start has been made and thereby save the association the time and money required to revisit their town, in order that it may be used to further the work at other points.

Expected Too Much.

"Some have objected to paying their annual dues on the ground that the association has not been of any benefit to them, some few on other grounds. As I stated before I am sorry the expectations of some have not been realized. In part this is, I think, largely the fault of our membership. In the first place because of the lack of sufficient funds to prosecute the work and revisit points as desired, and in the second place because they expected altogether too much in the way of direct, tangible and immediate results, perhaps not more than they were led to expect. It appears to me two years is a very short trial to give an organization, and still many became disappointed because their expectations were not realized during our first year of existence as an association.

"Unless the annual fee, which is a very small one, is paid it is impossible to carry on the work ; not only is it necessary that it be paid, but it is equally important that it be paid at the commencement of each financial year, which is February, to provide a fund with which to carry on the work. We have made errors, the principal of which I think, is that we have endeavored to accomplish too much and have spread our membership over too much territory so that it has been impossible to thoroughly do the work at all.

Subsidiary Organization.

"The territory is so large that it is difficult, I think impossible, to satisfactorily and successfully carry it on from one centre, I would suggest that we remodel our association somewhat on fraternal association lines. That is to say that we have a central, or grand set of officers and executives who shall have general

J. D. BAINE, BOISSEVAIN
1st Vice-President.

supervision of the affairs of the association as a whole, that we have subsidiary or district associations, each conducting its own work under its own officers and each contributing a certain per capita tax to the central or grand executive. With these districts having control of their own funds I think more successful and thorough work would be accomplished in a much shorter time and at much less expense than from one central point.

"That there is need for such an association as we have formed I think is admitted by ninety per cent. of the retail merchants. That there are a very great number of difficulties and grievances to be overcome that can only be successfully grappled with by united action I think is equally evident. Why, then, should some of our merchants stand back and say, 'Oh yes, that is all so, but you have not succeeded in grappling with them, and as you have not helped me, because of this I will not join you, or I will not continue my membership.' Should you not rather stay with the association and endeavor to get your neighbor to join and take an active interest and part in our affairs and help to bring about the improvements you would like to see?

Mutual Fire Insurance.

"A year ago we brought up the matter of the formation ol a mutual fire insurance company. This was referred to the Dominion Board, who stated they were working on it and wished us to co-operate with them. Since that time we have not been able to learn of anything they have done. In view of the fact that the Millers' Mutual, the Farmers' Mutual, the Grain Dealers' and Elevator Mutual and other companies of a similar kind have reduced the costs of insurance by 40 to 50 per cent. I think it our duty to take active steps to organize a mutual fire insurance company.

What have we accomplished? Not as much as we desired and still I think you will agree we have accomplished considerable. We have reached and drawn into the association members at a large expenditure of money, time and energy on the part of those who have taken an active part in the affairs of the association.

We have taken up the matter of an amendment to the County Courts Act so that small accounts can be collected with less expense and delay than formerly, and have been promised relief.

"We have been endeavoring to have an amendment to the Criminal Code passed which will permit us to agree among ourselves on a reasonable profits on goods handled, and while this is a difficult thing to obtain, we have good hopes of accomplishing it and it is only fair that we should be permitted to fix reasonable remuneration for our labor, as our labor organizations, lawyers, doctors, insurance companies, banks, etc., etc., do.

Equitable Assessment.

"We have succeeded in obtaining an amendment to the Assessment Act in Manitoba whereby instead of a merchant's stock being assessed at a valuation, and lawyers, doctors, bankers, telephone companies, and many others who carry no stock but draw as much benefit from municipal and government institutions as we do, getting off without contributing their share, the towns and villages can now assess on a basis of rental values, thereby putting all those mentioned on an equally contributing basis. And while the amendment does not go as far as it should it is a step in advance.

"A year ago a certain bill was up before the Manitoba Legislature in regard to the sale of merchants' stocks which our association considered unfair to the retail trade and which, on account of the vigorous protests of our association, was withdrawn.

"We have established a collection system and department by which many of our members have collected accounts to the amount of many times their annual dues which they had been unable to collect and considered no good. We need a credit bureau.

"We have established a Freight Claims Department to take charge of and collect freight shortage, damage and overcharge claims without the exasperating delays and correspondence formerly necessary in many cases.

"These are a few of the things accomplished and with the retail merchants as a body actively and consistently backing up the association morally and financially, I see no reason why we should not accomplish very much for our mutual benefit. I desire to emphasize the need of active and consistent moral and financial support.

"We are indebted to many of the wholesale houses for their sympathy and willingness to assist us in any way they could.

"You will remember that a year ago we heard a great deal about the contract plan of selling goods. That plan has been declared illegal and we are endeavoring to have the law amended to permit of it.

"We are also endeavoring to remedy the grievance in connection with the inspection of weights and measures. There is no reason why we should be forced to pay a fee to the Government every time our weights and measures are inspected."

Secretary's Report.

The secretary then presented his report for the year ending Feb. 1st, 1907, and in substance he spoke as follows:

"At the first of February, 1906, our membership was 516; now we have nearly 900, showing an increase of nearly 400 during the year just ended. This increase has been practically secured in the city of Winnipeg where one year ago we did not have a single member, while to-day we have grocers, butchers, druggists, furniture and music dealers sections, all in a flourishing condition, and meetings at the association rooms twice each month.

"It will not be necessary for me to state what each of these sections have accomplished to their own benefit. One item in particular which we were successful in securing, and which, of course only affects the city, is having the city remove commercial garbage, which is alone a saving of upwards of $50 per year. I make mention of this to prove to you the strength and power of your association in Winnipeg, and it substantiates my remarks at a previous meeting that the success of the association as a whole makes it necessary to have a good strong organization at its headquarters, and I am also pleased to say that no member of the association in the city would be without it now.

"In regard to work outside the city, I may say that it has been considerably retarded owing to lack of funds, for which reason we could not keep an organizer continually on the road. I may say in this connection that it takes up a good part of my time attending to

W. A. COULSON, WINNIPEG.
Secretary.

the city section, looking after matters of legislation for the association as a whole, and attending to the office work."

"Among the members in the Province, a large number have taken advantage of the benefits of our reporting and collecting department, and I regret

to say that some of the most heavy users of this medium are among those who have not paid their dues. Apart from this there as several benefits which every merchant has received, viz., the defeating of the C.O.D. Post Parcel Bill, the particulars of which you have heard about; our committee on the amendment of the criminal code have reported that they are morally certain

J. N. LINDSAY, WINNIPEG
Member of Executive.

that our amendment, as suggested at our last convention, will become law, and this will give the retail merchants throughout the Dominion the same rights and privileges as enjoyed by the working class. Before the bill comes up for its final reading you will be written to asking you to use your influence to induce your local parliamentary representative to help it through. Then again in the matter of the scale inspection tax, the association has given that considerable attention. We have one case prepared and ready to lay before the Minister of Inland Revenue according to appointment to endeavor to have the fees removed as at present charged for inspecting scales. Still another by-law which will come before the Manitoba, Saskatchewan and Alberta Governments at the next sesion, similar to that which was passed in Ontario through association efforts there at the last session of the legislature of that Province, is the act respecting the issue of licenses governing pedlars, hawkers, and transient traders, the principle feature of this act calls for licenses in citizen towns not to exceed $250, and in other municipalities $100, the penalty for infraction thereof a sum not exceeding $50 for each offence exclusive of costs. Another bill which is a Dominion Governmet matter and will cover all Canada is one respecting and co-operative societies, a copy of which is on the table for your inspection.

"I have only enumerated a small part of what the association has on hand and are working on for the benefit of the retail merchants.

Financial Report.

Mr. Coulson, continuing, gave a statement of the financial affairs of the association. The liabilities amounted to $985.75, and the assets total $1,-992.63, showing a surplus of $1,006.88 as follows:

Cash Account.

Balance Feb. 1st, 1906	$ 65.20
Membership fees received	2,070.00
Total	$2,135.20

Expenditure.

July report as published	$1,661.90
Grocery section	11.50
Butcher section	12.50
Music dealers' section	6.50
Druggist section	4.50
Furniture dealers' section	2.50
General merchant section	39.00
Office rent	112.50
Stenographer's salary	105.00
Traveling expenses	79.10
Typewriter	20.00
Telephone	12.90
Office expenses	23.00
Electric lights	3,65
Furniture account	29.30
Cash on hand	11.35
Total	$2,135.20

Correspondence Read.

After the secretary's report had been received, briefly discussed, and adopted, correspondence was read with a number of the Winnipeg wholesale houses relating to various matters. It was encouraging to note from this correspondence the active assistance which the Winnipeg wholesale houses are giving the association in discouraging reckless price-cutting by a few country merchants.

Bettering Transportation.

At the afternoon session G. E. Carpenter, secretary of the Winnipeg Jobbers' and Freight Association was in attendance and on the invitation of the convention he outlined brifly the aims and objects of his association. The betterment of transportation conditions was the object in view and the association were therefore working in conjunction with the Board of Trade. in Winnipeg and the city council in gathering data of actual cases of loss in Western Canada due to the delay in the delivery of freight and the shipment of grain. They were co-operating with all the Boards of Trade in Western Canada and would like the co-operation and assistance of the Retail Merchants' Association of Western Canada.

W. C. Paynter (Tantallon) said that he was in hearty accord with the programme and policy outlined by Mr. Carpenter. The losses from the delay in wheat shipments alone were, in his opinion, more than enough to pay all the store bills in the country.

J. Hiebert (Altona) referred to the losses from delays in the payment of claims, but thought that the delay in freight delivery was a more serious matter.

On motion of Messrs. Paynter and Hiebert a strong resolution was passed endorsing the action of the Jobbers' Association, assuring them of the co-operation of the Retail Merchants' Association of Western Canada and thanking Mr. Carpenter for his attendance.

Association's Work in the Country.

After the retirement of Mr. Carpenter a general discussion followed as to the state of the association work in the country. It was felt that the association work in the country required more attention, but it was recognized that Mr. Coulson had too much to do. The work in the city and the general supervision of the affairs of the association demanded all of Mr. Coulson's time. Accordingly his suggestion that W. Ledoux, of Arnaud, Man., be engaged as assistant organizer was favorably received.

Dominion Association.

Q. D. Baine(Boissevain) urged a reconsideration of the relations of the association with the Retail Merchants' Association of Canada, whose headquarters are in Toronto, and whose secretary is Mr. Trowern. He stated that the affiliation agreed upon a year ago had brought no results and had merely hampered the association in its work.

Secretary Coulson reported that at a meeting of the Western Board held that morning it had been decided to break off all connection with Mr. Trowern's association and the following report of the meeting had been handed out for publication:

R. F. MOORE, CARTWRIGHT
Member of Executive.

"A meeting of the Western Board of the association was held in the association rooms Thursday morning, Feb. 14th, at 9 o'clock.

"Alter considerable discussion of our connection with the Retail Merchants' Association of Canada (headquarters, Toronto, E. M. Trowern, secretary) it

was moved by Mr. Coulson, and seconded by Mr. McRobie, that we sever our connection with the above body and that the secretary be instructed to advise the secretary of the Retail Merchants' Association of Canada (E. M. Trowern, Toronto) to this effect. Carried.

"G. K. Smith, Moose Jaw, occupied the chair in the absence of W. G. McLaren, who had written that he was unable to attend owing to sickness in his family.

"It was felt by the members present that our connection with the association in the East had hampered us considerably in handling western trade evils and the feeling was general that we should be willing to work in conjunction with the eastern association on any matters of legislation pertaining to the trade as a whole.

Moved by Mr. McRobie and seconded by Mr. Coulson, that this Western Board be dissolved. Carried.

Part From Hardware Men.

This report of the Western Board was unanimously adopted and the meeting then turned to the consideration of the relations existing between the Retail Merchants' Association of Western Canada and the Western Retail Hardware Association It was felt that while there are many objects which the two associations have in common, yet their interests conflict in some important points and it would therefore be advisable for all connection between the two to be at an end. On motion of J. D. Baine and J. Hiebert, the affiliation between the two associations was declared to be at an end and the dissolution of the Western Board was approved of.

Mutual Insurance.

That hardy annual, the Mutual Insurance scheme, came up for discussion again. J. Miebert, (Altona) outlined at length and in very interesting fashion, the system of mutual insurance in force among the Mennonites, of which church he is a member. A number of other members took part in the discussion and finally a committee was appointed to investigate and report at the July meeting. This committee consists of W. C. Paynter (Tantallion), J. Hiebert (Altona), R. F. Moore (Cartwright), and W. A. Coulson (Winnipeg.)

Election of Officers.

The election of officers resulted as follows:

President—W. G. McLaren, Souris, Man.

First vice-president—J. D. Baine, Boissevain, Man.

Second vice-presedent—W. C. Paynter, Tantallion, Sask.

Secretary—W. A. Coulson, Winnipeg.

Treasurer—J. F. Hunter, Boissevain, Man.

Executive—G. W. Stockton, Carlyle, Sask.; R. F. Moore, Cartwright, Man.; H. A. Mannering, Birtle, Man.; T. T. Pearson, Carman, Man.; F. W. Clingan, Virden, Man.; E. J. Code, Carrevale, Sask; E. B. Nixon, Winnipeg, Man.; C. L. Charrest, Winnipeg, Man.; J. N. Lindsay, Winnipeg, Man.; C. W. Campbell, Winnipeg, Man.

The convention then adjourned to meet next July at the call of the president.

FOODSTUFF INTERESTS IN NEW BRUNSWICK

(Special correspondence of The Canadian Grocer.)

St. John, N.B., Feb. 16, 1907.

Business continues rather quiet, but that is to be expected at this time of year. Flour advanced slightly this week; oatmeal is firmer; fish of all kinds are reported scarce; pork shows signs of advancing, and sugar holds firm. New molasses is commencing to arrive and stocks of old molasses are fairly heavy.

FISH—In fish there is a rather active market, frozen fish of all kinds being scarce and high. Frozen herring, which are generally the heaviest selling line, have been a short supply all winter. The catch in the Bay of Fundy has been almost a failure.

MOLASSES—The dealers are already getting some small shipments of new crop Barbadoes. Stocks of old goods are fairly heavy, both in Porto Rico and Barbadoes.

PORK—The value of all hog products, pork, smoked meats and lard, continue firmer, and indications are that prices will be continually marked up as the season advances.

SUGAR—All grades are slightly firmer, though there is no present indication of any change.

FLOUR—The tendency is firmer prices. Ontario grades advanced 10 cents a barrel early in the week. Oatmeal is decidedly firmer. Mill feed is very scarce and high in price.

EGGS AND BUTTER—Eggs continue scarce, though there has been a slight decline from last reports. The scarcity will probably continue during the Lenten season. Butter remains firm. Creamery, in prints, holds at about the same figure as last reported, while tubs show a slight decline. There seems little likelihood of much change for a few weeks to come.

* * *

In the death of Thomas A. Rankine, which occurred very suddenly on Friday afternoon about one o'clock, St. John loses one of her most prominent sons. Palpitation of the heart was the cause of death. For some time Mr. Rankine had been under treatment for heart trouble, but was at his place of business as usual on Thursday. Friday morning he took a weak spell, and about noon he was again stricken and passed away shortly after.

Mr. Rankine's death came as a severe shock not only to his family, but to the community in general, who mourn the loss of so venerated a citizen. He was the senior member of the firm of T. Rankine & Sons, who conduct one of the largest baking establishments in the Maritime Provinces, and was born in this city August 1, 1825, and was therefore in his eighty-second year.

Mr. Rankine's father came to Canada from Kincardine, Scotland, in 1822, and after two years as a journeyman baker began business for himself. The plant was twice destroyed by fire, first in 1844 and again in the great conflagration of 1877. Both times it rose bigger and better than before. In 1900 a four-storey brick building, 70 by 30 feet, was erected. Deceased was admitted to partnership with his father and brother in 1871.

The children surviving are: Henry C., Walter, Hester, wife of Hon. W. S. Fielding, Minister of Finance,; Oscar, Frank, Allan, Zillah and William C., of Toronto.

Mr. Rankine was a member of St. Andrew's Society, and formerly president of the Mechanic's Institute. He was also connected with the Protestant Orphans' Home, and the St. John Horticultural society.

Mr. Rankine was never very active in civic or other politics, although he was once prevailed to be a candidate for the Legislature. His ticket, however, was not successful. He was content to be the head of an important industrial concern, and a good citizen, interested in all that made for the welfare of the city. In politics he was a Liberal, and in religion a Presbyterian.

* * *

The winterport steamship business continues to boom. Up to the present time sixty-seven steamships, with a net tonnage of 262,827 tons, have arrived, against fifty-nine steamers last year, with a net tonnage of 199,279 tons.

* * *

The steamer Alenda, of the Pickford & Black line, which sailed from Halifax on Thursday, for Bermuda, took a party of delegates of the Canadian Boards of Trade as passengers. H. B. Schofield, represents the St. John board; A. E. Jones, Halifax, and Mr. Allen, Toronto. They will visit the Boards of Trade and business men of several West India islands. Mr. Schofield was accompanied by Mrs. Schofield and Miss Alice Schofield.

A delegation of fourteen members from the St. John common council and Board of Trade left for Ottawa to-day to interview the Dominion Government regarding harbor dredging, the question of nationalizing the port, and other matters of interest to St. John. Among the delegates were: Alderman J. W. Vanwart, grocer and meat dealer; Alderman T. H. Bullock, manager of the Imperial Oil Co., Ltd.; John Sealy, fish merchant, and T. H. Estabrooks, tea merchant. Other members were: Mayor Sears, Aldermen Rowan, Pickett, Lantalum and Baxter Messrs. McRobbie, president of the Board of Trade; W. H. Thorne, R. O'Brien, A. O. Skinner and W. E. Foster.

John A. Chesley, of this city, who has been appointed Canada's commercial agent for South Africa, left Wednesday for Ottawa, where he is receiving instructions from the Department of Trade and Commerce. Mr. Chesley will succeed Mr. Kittson, who has resigned. W. T. R. Preston is temporarily filling the position on his way to China and Japan. Mr. Chesley represented St. John city in the Dominion House in the Conservative interest between 1891 and 1896, when he was defeated by Mr. Ellis. Shortly after he left the Con-

(Concluded on Page 50.)

WINDOW TRIM IN THE ROCKIES

Third Prize Winner in Canadian Grocer's Christmas Competition—A Good Thing From the Backbone of the Continent.

The accompanying illustration shows the window that was awarded third prize in the Canadian Grocer's Christmas window competition. Like the first prize winner, it is a British Columbia window and is that of Robert M. Hood, of Nelson. The display was designed and carried out by D. C. Wilson, of Hood & Co.'s staff. Without at all challenging the finding of the judges we believe that had the photographer been more successful the awards might have been differently arranged. Certainly Mr. Wilson has attained results of distinctive merit in window dressing and it is interesting to know that the window executed a markedly appreciative effect upon the firm's Christmas trade. The cherry reflection in the right pain of glass is that of the mountains. That is suggestive of Nelson's situation and acme advantages.

The following description of the window is interesting:

The base of the window was covered with purple crepe paper liberally sprinkled with diamond dust, the latter showing up well against the purple.

Round the inside casing of the entire window was an evergreen trimming covering all visible woodwork and giving the window a seasonable frame.

Front row—Peak, Frean's biscuits in long, narrow fancy ½lb. boxes placed in zigzag form, the spaces in front being filled in with a complete assortment of nuts.

Second row—Open 1lb. box of Dehesa cluster raisins alternately with open ½lb. boxes of mixed chocolates, the centre of each half row showing fancy boxes of chocolates.

Third row—Bulk chocolates in 5lb. boxes at either end, next a display of peels and between two long hand-painted Japanese wickerwork boxes of chocolates were displayed two handsome bronze vases, the bowl loaded with Malaga grapes, cluster raisins and mixed nuts, the vase holding chrysanthemums in proper table style.

Behind the vases were pyramids of oranges, a pyramid of Heinz's apple butter and also boxes of natural pulled figs and piles of Viennia figs in 1lb. baskets.

Fourth row—Pyramids of canned fruits with 10lb. and 20lb. boxes of Smyrna figs set in between and forming part of the background. The tops of the fig boxes were set off with miniature pots of holly, 2 pyramids topped with acacia palms.

Centre—Built in circular style, in front fancy chocolates, Tonee figs in bottles, behind a circle of package raisins, with pots of holly on top, the inner circle filled with Valencias, a fancy bottle of sauce set on top of pyramid. Open 5lb. boxes of 9 crown clusters, hand-painted boxes of chocolates, open boxes of Fard dates, boxes of crackers; these interspersed by bottles of champagne cider completed the outer circle.

Behind and forming part of the background a mirror with Xmas greeting The wall on the right hand was covered by a tall pyramid of tomatoes, a stuffed owl sitting on top, around and above it a dressing of evergreens. All the evergreens were sprinkled with diamond dust.

From the chandeliers was suspended a dove grasping trails of art, flowers which were carried to the four corners and drooped to the bottom, to the chandeliers and behind to the mirror encircling frame of same, sprays of finest ferns drooped over mirror, Xmas bells hung from centres of chandeliers.

All the figs and dates displayed were encased with decorations, no bare box showing; art trails fell from the tops of the pyramids.

The window was not overcrowded. Every article in it was seen to advantage and during the Xmas business it proved its attractiveness by being a great trade winner.

Prices on all the goods were advertised daily. Owing to the reflections of the mountains on the opposite side it was almost impossible to get a good photo of the window unless at considerable expense.

In the Heart of the Rockies.

NERVOUS PROSTRATION AMONG CLERKS.

Nervous prostration comes from letting the work chase you. When you chase the work, you eat, sleep and laugh, and the man who can do these three things is immune from everything from jiggers to paresis.

W. H. Barrow, of Boyd, Barrow & Co., Glasgow, Scotland, was re-elected president of the Glasgow Wholesale Fruit Trade Association at the annual meeting, Feb. 4th.

A. Irwin, formerly a traveler for Salada tea, and later representative of the MacLaren Imperial Cheese Co., in New York, has purchased the grocery business of Cook Bros., Bathurst street, Toronto. Mr. Irwin had to give over his strenuous work in the States on account of ill health.

Canners of America in Convention

Great Gathering at Buffalo of Allied Canning Interests—National Association Formed to Care for Coast to Coast Matters—Splendid Exhibition of Machinery—Lavish Entertainm ent—Dr. Wiley and other Food Experts Deliver Addresses — Canadians There.

The time-worn song of "Put Me off at Buffalo" had a resurrection last week. Something like two thousand five hundred delegates from all parts of the United States and a goodly portion of Canada, were put off at Buffalo to attend the canners' annual convention held February 11th to 16th. Men mighty in the great canning industries of the United States were present—from the shores of Chesapeake Bay and the oyster city of Baltimore, from the sunny valleys of California, the rock-bound coast of Maine, and the foggy banks of Cape Cod, from the fertile valleys of Ohio and Illinois, the blue grass region of Kentucky, the beautiful garden section of northern New York, and Ohio, from the Wolverine state, from the Badger land, from the home of the Hoosier, from Denver, San Francisco, the far-off slopes of the Rockies, from the banks of the rushing Columbia and Fraser they came. There came also from Canada, "the land of the 20th century," a host of enterprising, keen business men on knowledge bent. From St. Eustache, St. Dorothee and Montreal in the east, from lonely Prince Edward county, fertile central Ontario, and the great fruit garden of the Niagara peninsula to the confines of Georgian Bay and the St. Clair river. The Canadian Grocer was also put off at Buffalo, and, representing the canning industry of Canada, was accorded a welcome reception and many inquiries were made for it by exhibitors. Canada was a subject many delegates wanted information on, and the thoughts of many of the keen United States manufacturers of canning machinery are being turned towards the Canadian field. When it is considered that nearly 100 delegates from Canada were present, the proportion speaks well for the interest shown by Canadian canners.

The convention was the largest in the history of the canned goods trade. Four great associations were represented, the Atlantic States Packers, the Western Canned Goods Packers, the Machinery and Supplies Association, and the National Canned Goods and Dried Fruit Brokers' Association, the respective presidents being, Geo. G. Bailey, Atlantic States Packers Association; L. A. Sears, Western Packers' Canned Goods Association; C. A. Suydam, Machinery and Supplies Association; Walter A. Frost, National Canned Goods, and Dried Fruit Brokers' Association. The attendance of delegates exceeded that of any previous convention, some 2,700 being present, according to the statement of Treasurer Phinney, of the local reception committee.

The allied associations met separately and got together regularly in general convention. The executive of the National Wholesale Grocers' Association was on hand to take up with the canners and brokers the question of contract and guarantee. They also sent to Washington by telegram a resolution calling for a sufficient appropriation by Congress for the efficient enforcement of the pure food law. The resolution stated they represented an invested capital of two hundred millions and yearly business of a billion dollars.

After two days' conference an agreement was entered into by representatives of wholesalers, brokers and canners, and approved in convention, to adopt the form of contract suggested in the Government's pure food bulletin and the agreement provides for both packers' and buyers' labels.

Two outstanding features characterize this great convention of the canning interests of America, the formation of a national organization, and the discussions arising out of the new national pure food law of the United States.

NATIONAL ORGANIZATION AND ITS OBJECTS.

The president of each of the allied associations, in his opening address, advocated a national organization, and on

DR. H. W. RILEY
Leader of Uncle Sam's Pure Food Experts.

the third day of the convention the National Canners' Association was launched, with these officers:

President, George G. Bailey, of Rome, N.Y.

Vice-President, C. S. Crary, of Illinois.

Secretary and Treasurer, F. E. Gorrell, of Maryland.

Executive Committee, the above and W. R. Roach, of Michigan; J. S. Hughes, of Minnesota, and R. I. Bentley, of California.

The new association is not intended to displace the other organizations, most of which have interests peculiarly their own, but to have a definite organization of national scope and authority, to handle national questions of the cannery trade. Directly it will absorb the Atlantic States and Western packers' associations as members, but it is thought that most of the other food organizations allied will contribute many members.

The constitution states: "The objects of this association shall be to protect the manufacturer of hermetically sealed fruits and vegetables against unlawful and unjust exactions to reform abuses; and to aid and assist in promoting amongst themselves that good-fellowship and friendly intercourse so essential to the successful prosecution of business."

Only persons or firms engaged in the manufacture of canned fruits and vegetables are eligible for membership, and present members of the other existing organizations are automatically members of the new and exempt from dues. Members not in the existing organizations must pay dues of $10 annually. Provision is made for temporary "convention members." Each firm represented may have several members, but only one vote.

U. S. PURE FOOD LAW AND ITS INTERPRETER.

Dr. H. W. Wiley, of Washington, who might be termed official interpreter of the pure food law, in the course of an address, came out flat-footed against preservatives as unnecessary. Dr. Wiley is head of the Governmental forces charged with the enforcement of the national pure food law, and the talk he gave marked the high-water mark of interest and effectiveness of the whole convention. For almost two hours Dr. Wiley discussed the pure food law in all its phases with directness and conviction. At the end the convention expressed its admiration for Dr. Wiley and his ideals and its loyalty to the pure food law by passing a resolution of thanks and congratulation.

The doctor's talk was in the nature of a heart-to-heart discussion of the law as a measure of common sense, a measure not to complicate machinery or to embarrass any one, but to reassure everyone, to render goods honest and to promote a general confidence in food products such as they cannot enjoy with certain unprincipled men competing with and grinding down reputable manufacturers. He explained the necessity for treating all food products alike in the enforcement of purity and assured the audience that care was being exercised to make the law reasonable in its interpretation. He said, as an evidence of the magnitude of the work that the department has examined not less than 25,000 labels and that the Secretary of Agriculture had consulted with fully 500 experts personally in order to get full instruction on the problems involved. In brief, he said, the whole intent of the label requirement is that labels shall tell the absolute truth and nothing less. Just as the enforcement of meat inspection has created a widespread public confidence so it is hoped to give the public a sense of absolute faith in the other food products.

In view of the fact that Parliament is

now trying to provide for the protection of the consumer and the honest canner in Canada something of what he said will be instructive to readers of The Grocer. He said in part :

"Sometimes I should judge from what the newspapers say and what people write to me that all I had to do was just to express a wish and that was all that was necessary in regard to the execution of the law. Now, personally, I would be very glad if that was the case, but in point of fact I am only one of a great many people who have to come to an agreement before anything can be done in connection with this law at all. The Secretary of Agriculture is by act of Congress made the chief police officer in respect to the execution of this law, but the act associates with him two other Cabinet officers with whom he must agree before he can take any action. Then after that is done the whole matter is turned over to another cabinet officer, the Attorney General of the United States, and he is really the one who executes the law. The Department of Agriculture simply secures evidence. The decision as to whether the law has been infracted or not is based on regulations formulated by the Secretary of the Treasury, the Secretary of Agriculture and the Secretary of Commerce and Labor. The facts of the case are certified under those regulations and the law to the Attorney General of the United States, and it is only then that the actual enforcement of the law can begin. So that you see that no one person—that any one person has practically very little to do with the enforcement of this law. It is only by consensus of opinion of a great many people that these provisions can be carried into effect, and there was some opposition in the Congress of the United States to this feature. Some of the most earnest advocates of the law thought the power of its execution should be centered in a single individual and should not be spread over a great many as it is. Personally I think it is wise to have a good deal of advice in matters of this kind and that the law is perhaps a stronger law and will do more good as it is at the present time than if it had been more drastic and placed more particularly in the hands of a single individual.

Courts Decide Finally.

"Now, in the next place, you gentlemen know perhaps better than I how many questions have been asked concerning the meaning of this law. You know, too, that the only persons who can interpret the law under our form of government are the judges of the courts. Any final decision respecting the meaning of the law, the extent of its application and everything connected with its enforcement must finally be before the judges of the Federal courts. So that what we can say—any of us, must always be considered to be only an opinion or suggestion and to have no more force than that. Now a great many people have written, with the supposition that the Secretary of Agriculture or some one connected with his Department could answer definitely those points relative to the meaning and application of the law. All that they can do is to offer suggestions as to what they think the law means, and advise as to how they think the law may be obeyed. We can go no further than that. I was urged to come here particularly because there were so many questions to be asked relating to the meaning of the law, relating to what would be considered an infraction of the law, and relating to how the law will be operated. Now, all we can do in those cases is simply to say what any of you could do, to express a personal opinion. It is true that I have carefully studied this law, but not as a lawyer, but rather as one who had to come to certain decisions respecting the composition of food products or the labels which they bore, and not with a view of deciding any legal questions connected with its application at all. And yet we do not seek to evade any responsibility in this line. We are anxious to help, we are anxious to suggest, because we think by conferring with business men as we have been doing ever since this law went into effect, of having hearings, of having them come before us, by getting their views, we had a better idea of what the law really meant, and how it should be executed. All I can do is to make a few general statements in the line of suggestions, which I have made, which, perhaps, will answer almost every question which any gentleman here would like to ask.

Only One Food Product Named.

"The law in general does not apply to any particular product. There is only one food product mentioned in the law and I think it was unfortunate that was mentioned—and that was confectionery. What is true, then, of any one class of food products is true of every class. That makes the first great difficulty in answering questions relating to a specific industry because the answer to the question must apply to every other industry.

"Under this law there can be no exception made in favor of one product as against another. You cannot say that you can prepare one product in one way and that the man who prepares another product would be doing an illegal action if he prepared it in the same way, and this makes the answer to a specific question an answer to a general question, and, therefore, the answer must be given with all the more care, and this is true all along the line.

Preservatives Not Needed.

"In our interpretations we aim to bring the manufacturer into conformity along the one great line that what is in the can shall be honestly what is represented, that it shall be pure and that it shall not be misbranded. We do not desire to tear down and leave chaos, but to point out the way for a reconstruction of our ideals. Many are the instances where scientific treatment of problems has shown manufacturers that they have been treading wrong paths. This is especially true of the matter of preservatives. It is not necessary to add preservatives to products. If foods are prepared honestly, carefully sterilized and carefully sealed, preservatives are entirely unnecessary. We have scores of instances to prove that. It costs a little more, perhaps, but the pure food law aims to make food pure and genuine, not cheap. If manufacturers will only aim to make the best they can, even at slightly greater cost, I am sure they will never find the law a burden, and that instead of regarding it as a burden they will find the Department its best ally."

SELLERS' GUARANTY AND HONEST WORK.

Samuel F. Haserot, of Cleveland, argued strongly for direct and unswerving honesty, as well as practicability in the sellers' guaranty. In part he said :

"If the sellers' guaranty is going to be of service in bringing about a higher standard for food products—and it will—all kinds of people must line up with you to make your guaranty effective, therefore I shall discuss the subject under three heads :

"(1.) The responsibility of the buyer in connection with the sellers' guaranty.

"(2.) The obligation of the seller in connection with the sellers' guaranty.

"(3.) The underlying principle of the sellers' guaranty.

"In a keenly competitive business where brains and ability are matched against ability and brains, of course, you must buy goods right. You have had it dinged into you enough, 'goods well bought are half sold,' but let us get away, just as far as we can from the blind alley of impure, falsely branded and vicious food stuffs, 'not how good, but how cheap,' and turn our faces and our thoughts and our ambitions into the open highway that leads to the goal of 'not how cheap but how good.'

"Not a packer that does not recognize the obligation. He appreciates it. It means much to him. The only question is, does he appreciate it to the fullest extent ? In about ninety-nine cases out of one hundred I believe yes. In that one hundredth case perhaps no. Why ? Because of that same vicious competition that makes him forget his conscience."

The packer presented a form of guaranty and continued :

"A year ago in convention assembled at Atlantic City you voted unanimously in favor of the passage of a National Pure Food Act. Back up your records of a year ago by coming squarely out in the open with your hand outstretched and presenting, not only to the buyer, but to the people of this nation, your sellers' guaranty, written in broad, readable, unequivocal terms so that there can be no question of your platform.

"Then go home and remember the obligation.

"Next to touch upon the third phase of the subject :

The Underlying Principle.

"It can all be summed up in one word, 'honesty.' What was the cause for the demand for a sellers' guaranty ? The passage of the National Pure Food Act. What will the National Pure Food Act do for you ? It will permit the searchlight of public opinion to be cast upon you without the discovery of a flaw. It will open wide the door for a marvelous increase in your business. It will stop the tirade of abuse that has been levelled indiscriminately against you.

A Word to the Press.

"A word here to the press of the country : The question of the desirability of a National Pure Food Act is a dead issue. It is here and we, the producers of canned goods products, believe in it. Don't charge all the crimes in the category of vice against the producer of food products because it makes good head lines. It does not deserve such wholesale condemnation. Is it fair to the packer—the man whose brain is working overtime in order to present

to you the delicacies of the garden and orchard every day in the year as naturally as they come to you in the height of the season—to condemn his methods wholly, unreservedly, because of the one hundredth man who needs to be regulated for lack of conscience ?

"Am I right, brother packer ?

"Don't embrace everything in one sweeping arraignment of dishonesty and false dealing. It is not right. It is not true. Rather assist us in teaching the consumer the one needful thing, that canned products, if not used at once, after the can is opened, should not be allowed to remain in the can, but placed in a porcelain, glass, earthen or similar receptacle, away from the chemical changes that produce more instances of difficulty in one day than all the improperly prepared products produced in a year. This business of ours is not as old as grinding wheat in a stone pestle.

"If a can contains Illinois corn, do not label it fancy Maine—tell the truth. If a can contains Alaska red salmon, packed in Alaska, do not label it sockeyes—tell the truth ! If a can of salmon is packed on the Columbia river do not label it Puget Sound—tell the truth ! If a can of peaches is packed in Baltimore do not label it California extra—tell the truth ! If a can of meat, fish or vegetables contains second quality, do not label it prime, choice, extra or fancy—tell the truth ! Do not use the name of a fictitious packer on any label —tell the truth !

Read the Law and Be Good.

"Read the law, be good—tell the truth —and you will not only save the recording angel many an entry, but there will be no danger of fine, imprisonment, sleepless nights or an accumulation of tainted money.

"That's the kind of sellers' guaranty worth while.

"Would you deliberately pull up and throw to the winds the plant that gives you sustenance, life, position, a competency ?

"If not make your sellers' guaranty worth while.

"On the other hand, would you build up and broaden your industry ?

"Then take the eighty-four million people of this country into your confidence. Make them feel that every can that is handed down from the hundreds of thousands of retail shelves carries with it the safeguard of honest intention.

"There is no limit to the extension of your business, no limit to the structure that may be builded upon the foundation of the right kind of a sellers' guaranty, and besides 'putting money in thy purse.' "

CANADIAN DELEGATES PRESENT.

A. H. Baker, A. H. Allan, C. Smith, Old Homestead, Picton; S. E. Mastin, Farmers' Canning Co., Bloomfield; D. C. Munro, H. Wallace, E. A. Davison, Alvinston Canning Co., Alvinston; R. K. Ball, Essex Canning Co., Essex Centre; Wm. Flynn, John Flynn, Flynn Bros., St. Catharines; Fred J. Lowe, J. H. Wethey Co., St. Catharines; W. H. Merriman, Merriman Bros., St. Catharines, D. Marshall, M.P., Canadian Canners, Aylmer; J. J. Nairn, general manager Canadian Canners, Hamilton, S. Nesbitt, President Canadian Canners, Brighton; W. L. Innes, Canadian Canners, Simcoe; R. Innes, secretary Canadian canners, Hamilton; W. P. Niles, Canadian Canners' Wellington; H. L. Mathews, Can. Canners, Lakeport; Frank Malcolmson, Geo. Malcolmson, Canadian Canners, Chatham; Thos. Flynn, Trenton; Usher Perkins, Chatham; W. R. Drynan, Canadian Canners, Hamilton; Jas. Edgecombe, Strathroy; Ald. B. L. Edgecombe, Dunnville; F. A. House, Napanee; B. Jasperson, Kingsville; C. H. Ward, London; P. P. Bishop, Jas. A. Bishop, Bishop Bros., Niagara-on-the-Lake; J. W. Windsor, Montreal; L. J. Laurin, St. Dorothie; B. Lauzon, St. Eustache; R. E. Wright, A. C. Miller & Co., Picton; C. G. Davis, A. Fisher, Burlington Canning Co., Burlington; L. J. Coryell, Oshawa; M. F. Smith, Oshawa; G. H. Davey, Oshawa; L. K. Shourds, Canadian Canners, Wellington; W. A. Carson, Napanee; S. Stroud, Delhi; Arthur Mather, Niagara-on-the-Lake; Wesley Corner, Hamilton; Chas. McCartney, Grimsby; W. E. Stewart, Aylmer; M. Turner, Aylmer; Chas. H. Saylor, Bloomfield; Geo. Chadd, Bloomfield; Wellington Boulter, Geo. E. Boulter, Ed. Boulter, Miss Nellie Boulter, Picton; R. Bowlby, Grimsby; Wm. Moore, Welilngton; M. Cheesborough, Oshawa; A. Furman, Wellington; Geo. Hayes, London Canning Co., London; A. Hagerman, R. B. Morden, Belleville; Wm. Fretz, Jordan; Soper and Livingston, Alvinston; Geo. E. Coleman, J. W. Bates, A. W. Ardiel, B. V. Hole, St. Thomas Canning Co., St. Thomas; E. R. Hale superintendent Oshawa Canning Co., Oshawa; H. C. Beckett, W. H. Gillard & Co., Hamilton; R. C. Eckert, Gorman, Eckert & Co., London; Jas. B. Campbell, Acme Can Works, Montreal; J. Clark, of Wm. Clark, Montreal; W. H. Breckenridge, J. Breckenridge, Norton Manufacturing Co., Hamilton.

The Canadian canning industry was well represented as the above list will indicate. No doubht there were many more there, but owing to the manner in which they arrived and were located at the different hotels, it was difficult for The Grocer to obtain complete and accurate list.

Mr Jas. B. Campbell, of the Acme Can Works, was a popular and well-to-the-front favorite among not only the Canadian, but also the American canners and machinery supply men. The Acme can buttons were in evidence all over the armouries, hotels, and every delegate was tagged with them

One of the leading manufacturers of canning machinery informed The Grocer that they had proportionately done a larger business with Canadian packers than with United States visitors.

D. A. Skuse, of the Stecher Lithographing Co., Rochester was in evidence and decidedly popular with Canadian canners. Dan, as his good friends call him, is a frequent visitor to Canada ad that he gets business indicates the good work by his house and energy and knowledge on his part.

The booth of the Stecher Lithographic Co. in the main centre aisle of the armouries was an artistic conception of high merit, and in keeping with the taste displayed in their work. Of delicate trellis work with flowers and leaves entwined the blending of the colors was perfect. The arrangement of the labels, poster cards, calendars and other specimens of their work was well carired out and the large card at the entrance was a beacon light by day and night and visitors rarely passed without complimentary remarks. In booth four representatives of the company were in attendance and "you're welcome" was their greeting. Chas. A. Boller and D. A. Skuse, Rochester; Edgar P. Dagget, Chicago; Mr. Kinzie, Chicago, and Mr. Loeffler, Rochester, looked after the trade.

The Sprague Canning Machinery Co., Daniel G. Trench Co., Chicago, had a display of machinery that was the talk of the exhibition. Nearly one-half of the right side of the armouries was occupied by this company's exhibits and no feature was overlooked. Besides Mr. Trench, a staff of twenty-three assistants and demonstrators was required to show the workings of the exhibits. The large yellow and black badge of the company was conspicuous and every wearer active, attentive and willing to demonstrate. Busy wasn't a name for Mr. Trench and his staff.

The J. M. Paver Company, Indianapolis, Chicago and St. Louis, brokers in canned goods exclusively, occupied a prominent booth in the main centre aisle near the entrance. This company is one of the best known and pushing concerns in the United States and their reputation is built upon the lines of supplying the best of everything in the canning line, on a brokerage basis. John M. Paver, jr., with whom The Grocer had the pleasure of a number of interviews, seemed to be known by everybody in the trade and that he was busy is putting it mildly. Canadian canners were much interested in getting close to their representatives and the future of the Canadian canning industry should hold out prospects for good trade for the J. N. Paver Company.

The entertainments provided by the American Can Co. were on a large and magnificant scale. Their booth at the extreme end of the main aisle was conspicuous by the electric illuminations employed. On Wednesday evening, 13th inst., the delegates to the convention to the number of nearly 2,500 were entertained to a sumptuous banquet at the armouries. This spread was on a scale that must have taxed the caterer to the limit. A novel feature in connection with the affair was the arrangement of the fine large officers' mess rooms into national rooms, decorated respectively in United States, German, French and Turkish colors and styles. Refreshments were served by an army of attendants and the good things, both substantial and liquid, were done ample justice to by all.

On Thursday, St. Valentine's Day, the American Can Co. entertained the delegates to a theatre party, having bought up the Lyric Theatre for the

night Camille D'Arville, in "The Belle of London Town," was presented. Souvenirs in the shape of a handsomely decorated can with a thermometer on the side, were passed to the guests. During the entire acts complimentary speeches and thanks were tendered the hosts by the presidents of the different associations connected with the convention. Barring the placing of delegates in the gods, a feature mildly censured, the American Can Co. did the thing up "brown."

The names of Thomas and Mrs. Owens, Bloomfield, were omitted from the list of Canadians present.

(Continued next issue.)

DEATH OF ROBERT GOUINLOCK.

Traveler for Perkins, Ince & Co., Toronto, Thirty-three Years.

Robert Gouinlock, of Perkins, Ince & Co., Toronto, one of the oldest travelers in Canada, died on Monday, after an extended illness. The late Robert W. Gouinlock, or as everybody on the road and his numerous customers in Canada knew him, "Bob" Gouinlock, was one of the oldest grocery travelers in the country, at any rate, the oldest out of Toronto, was born in Paris, Ont., March 3rd, 1848, and would have been fifty-nine years old next month. Coming to Toronto he worked a short time for Charles Moore & Co., founder of the present firm of Warren Bros. & Co., later Geo. Michie & Co., finally joining the traveling staff of Perkins, Ince & Co. Toronto, in 1873. For thirty-three years he carried the samples of that firm, a period of time that represents strongly his value to his firm and the confidence of his customers, and until his death last Monday he was heart and soul with his people. Jas. Ince, speaking to The Grocer, said: "Bob Gouinlock was more to us than atraveler, he was our intimate friend. His name was synonomous with honor. He was one of the most honorable of men, charitable and kind-hearted. To say that we feel the loss of a traveler is saying little, we lose a life-long friend."

The late Mr. Gouinlock was an active member from 1870 until recent years of the Toronto Rowing Club, and took considerable interest in yachting, but shooting was his favorable pastime, and over the dogs in the fall his expeditions extended to many parts of Ontario and into Manitoba. He was one of the pioneer sportsmen in the Georgian Bay district, being among the very first to appreciate the summer beauties of that wonderful land. At the time of the Fenian raid he was a member of the 38th Batt. at Paris, and while he did not go to the front he did night sentry duty at the bridge near Paris.

He was the second of a large family, including Messrs. John, James and George, the last the architect of the exhibition, the Temple and other buildings —and five sisters, namely, Mrs. Galloway, Gladstone, Man.; Mrs. J. R. Muir, of this city; Mrs. James Monteith, of Brandon, Man.; Mrs. Watson, of this city, and Miss Lily Gouinlock. The funeral took place on Wednesday from Mrs. Muir's residence, 9 Barton avenue, Toronto, to the Union Station, thence by noon train for Paris, Ont., to the family burying ground. The deceased was never married.

BROKERS ARE CHAMPIONS.

Head the Toronto Grocery Hockey League and Get the Wilson Trophy.

The Brokers are again champions of the Toronto Wholesale Grocers' Hockey League.

Last friday night at Varsity Rink, the Brokers defeated Davidson & Hay 4 goals to 1, giving them a good lead for the Tillson trophy. The game was a poor exhibition of the winter sport.. The teams lined up as follows:

Brokers—Ferguson, goal; Morrow, point; P. Millman, cover point; Thompson, rover; W. May, right forward; Webber, centre; A. Millman, left forward.

Davidson & Hay—Robinson, goal Kirkpatrick, point; Bilton, cover point; Moffat, rover; Gladdish, right forward; Wyllie, centre; Meath, left forward.

Referee, G. Humphrey.

Brokers Win Championship.

Monday evening, Feb. 18th, at Varsity Rink, before a large crowd the

THE LATE ROBERT W. GOUINLOCK.

Brokers defeated T. Kinnear & Co., their old rivals by 6 goals to 8, giving them the championship of the Wholesale Grocers' Hockey League, and winning the handsome Tillson trophy, which was presented by the Tillson's Pan Dried Oats Company.

This is the third year the Brokers have landed this championship. They are a steady bunch of players and play well together, their forward line having played together for three winters. They are Tom Webber, Ade Millman and Billy May. Charlie Morrow and Percy Millman are two of the best defence men in the league, having lots of weight and speed, the former also plays point for the senior Argonauts, Ferguson in goal and Thompson at river have also played good hockey all winter.

The game started at 8.30 with a rush and fast hockey was played all through, ten minutes was played before the first goal was scored. Charlie Morrow taking the puck from mid ice and passing Kinnear's heavy defence. Brokers scored two more before half time, Tom Webber scoring one and Ade Millman the other. Shortly after the second half started Gordon Humphrey made a pretty rush, passing to Tom Kinnear, who scored the first for his team. Both these men played brilliant hockey and are without doubt two of the best players in the league. Brokers then added three more goals which were scored by Billy May. This ended their scoring, and just before time was up Kinnear & Co. netted one more, making the score at full time 6 to 2. Teams lined up as follows:

Brokers—H. Ferguson, goal; C. Morrow, point; P. Millman, cover point; Thompson, rover; W. May, right forward; T. Webber, centre; A. Millman, left forward.

T. Kinnear & Co.—Legge, goal; G. Humphrey, point; T. Kinnear, cover point; W. Ford, rover; C. Rennie, right forward; Jefferies, centre; Hocker, left forward.

Referee, S. W. Wyllie.

HAMILTON.

(From Our Special Correspondent)

Some of our wholesale grocers have taken quite an interest in providing amusements for the suffering public. H. C. Beckett, it is said, is very largely interested in a new roller skating rink, where the money just rolls in.

Another show that makes James St. look more like New York is the Red Mill, a new variety entertainment under the able management of Alex. Fraser, the genial city traveler for Balfour & Co.

James Price and J. J. Hill (not the railway magnates) of Reny St., both good grocery men, have just returned from a hunting trip. Tall stories about shooting are now on top.

Hamilton grocers all report business booming nearly every day. Some new manufacturing industry is announced and very large ones at that.

RETAILERS' BANQUET.

Grocer F. C. Higgins Presides and is Re-elected President.

The Toronto Retail Merchants' Association held its annual banquet on Tuesday night. F. C. Higgins, one of Toronto's tip-top grocers, presided, and advocated cheap power and light for the city. Secretary E. M. Trowern assailed the Dominion Government for not establishing a retail merchants' bureau and blamed the departmental stores for the street car overcrowding.

These officers were elected for the ensuing year: President, F. C. Higgins; vice-presidents, R. W. Dockery, Walter Main; treasurer, Wm. Dineen; secretary, E. M. Trowern.

FOR SALE

RETAIL GROCERY BUSINESS FOR SALE—Excellent store; Splendid locality St. Antoine St. West; Will sell in lump or separate. Apply 525 St. Antoine Street, Montreal.

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WESTERN ASSOCIATION.

Radical and far-reaching changes were made last week by the retail conventions which met in Winnipeg. It will be remembered that a year ago the Retail Hardware Association of the west and the Retail Merchants' Association of Western Canada decided to affiliate for the accomplishment of certain common objects and for that reason elected in joint session a common executive to be known as the Western Board. This Western Board in turn affiliated with the Retail Merchants' Association of Canada, an organization whose headquarters are in Toronto.

The conventions held in Winnipeg last week swept all these affiliations out of existence. In the first place the Western Board met and repudiated the affiliation with the Retail Merchants' Association of Canada. It also decided to disband. In the second place the conventions approved of the action of the Western Board and it was decided that the affiliation between the two western associations should be at an end. The two western associations are therefore absolutely independent from this time on. Their relations are friendly and no doubt they will often act together to attain common objects, the fact that their head offices are in the same building making this easy and convenient. But in some important matters their interests conflict and for this reason absolute independence has been decided upon.

CANADA'S NATIONAL PORT.

Montreal's advantages as a port for ocean vessels ; the general prosperity of the country and the progress of the Board of Trade are subjects dealt with in the 64th annual report of the council of the Montreal Board of Trade. Admitting that 1905 was a prosperous year for the country, the report continues that 1906 surpassed even that year of bounty, and Canada's prosperity was never at a higher point. The report reads in part :

"In dairy produce, Canada has, during the year, excelled any previous record, the cheese and butter exported to Great Britain during the past season being valued at upwards of twenty-six million dollars, and, as prices for these products have ranged high throughout the year, the profit to the farmer has been very satisfactory.

"The value of cattle exported during the year amounted to eight million dollars.

"The advantages of the port of Montreal are now, it is satisfactory to note, much more widely recognized and its total tonnage shows a satisfactory increase over that of the preceding season of navigation, the value of the exports for the year ending 31st December, 1906, being $89,616,459, against $73,786,548 for 1905, while the imports were $89,376,259, against $80,345,420 the preceding year, each being about double the amount of the figures for 1906. The returns for the Dominion being for the fiscal year ending 30th June, exact comparison with the Montreal figures is not possible, but taking the Dominion returns for the year ended 30th June, 1906, which give the total exports as $256,586,630, and the imports as $294,286,015, and comparing these with the Montreal figures for the calendar year 1906, above quoted, it will be seen that about one-third of the export and import trade of the country passed through the port of Montreal, which clearly demonstrates the fact that Montreal is the national as well as the natural Atlantic port of the Dominion."

NORMAL CONDITIONS IN WEST.

Once again normal conditions prevail in the west. It would be idle to deny that up to the first week in February the winter was exceptionally severe—it was in fact the worst in twenty years—and the resulting losses to the ranches in the Far West and to all classes through the tie-up of the railways have been heavy. At the same time people in the east and south should take with much more than the proverbial pinch of salt the stories which have been telegraphed from Winipeg by a few unscrupulous correspondents anxious to offer saleable "copy"; and they should know that during the month of February mild weather has prevailed and the railways are now grappling successfully with the tie-up in transportation. They were caught unprepared by the worst winter in a generation and the disasters which followed will surely result in provision for adequate equipment in future.

With a return to mild weather the branch lines have been opened up and trains on the main lines are running almost on schedule time. The fuel scarcity is rapidly being relieved in all parts of the west and merchants are getting delivery of their goods from the wholesale houses. A great amount of money is necessarily tied up in the country through the inability of the railways to move more than a small proportion of the 1906 wheat crop. It is evident that the railways will be busy with the 1906 crop almost up to the date when the 1907 crop commences to move; but with the opening of the lake and rail routes heavy shipments of grain will commence and money will again be plentiful from the Great Lakes to the Rockies. Eastern wholesalers and manufacturers should not permit themselves to be alarmed by foolish newspaper stories for they who know the conditions in the west best are the men who have most confidence in its immediate future. There is no reason for alarm. Normal conditions again prevail.

Canada's fish harvest in 1905, according to the figures contained in the Government report just issued, was the most profitable in the history of the Dominion by about three and three-quarters million dollars, nearly six millions larger than in 1904. The greatest previous year was 1901. Last year is not likely to look nearly so plump when it is drawn in figures to decorate another Blue Book, chiefly because of the small salmon run.

Despite the advances in tea which have taken place, the brands put up by E. D. Marceau Company, are selling at old prices. Some special offers are also made.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.
Evaporated apples—Advanced.
Beans—Advanced.
Honey—Decline.

Montreal, Feb. 21, 1907.

A fairly good sorting business is being done at present. Stocks in the hands of retailers are becoming depleted and renewal orders comprise the bulk of trade being transacted. Spring buying has hardly yet commenced, although some inquiry for Easter goods is reported. The end of the Lenten season comes earlier than usual this year. Now that Lent is in full swing there is a stronger demand for fish, syrups and such lines.

Sugar this week is quiet and steady. No change in prices is expected at the moment. Syrups, as stated, are in excellent demand, manufacturers being particularly busy. Teas are firm, but there is no great movement. Coffees and spices are selling as well as ever they do at this season. Fair trade is reported in dried fruits. Currants are in good demand and prunes are selling. Evaporated apples are higher, 11c now being asked, with indications pointing to still higher figures. Beans are selling at $1.50 now, an advance of 5c. Peels are firm, while honey is easier. Collections in the city are reported good, but only average fair in the country.

SUGAR—Sugar this week is featureless, the market being very quiet. Jobbers report a few small sales.

Granulated, bbls	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " box s, 50 lbs	4 85
Extra ground, bbls	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls.	4 40
" 5 -lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

SYRUPS AND MOLASSES—Reports on molasses from the Barbadoes state that choice is selling at 17c and fancy at 16c. Offerings are light, these being nominal values. Syrups are selling very freely. Manufacturers report stronger demand than ever before experienced.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 25
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb " ¼ doz. "	2 25

TEAS—More or less trade is being done in teas, the market continuing higher they certainly are not any lower than they have been, and holders of any quantity however small, feel that they have good property and are not inclined to part with the goods at anything except highest possible prices.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 33
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 24
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE—Usual trade is being done in coffees. There is no special demand reported.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent additional.

FOREIGN DRIED FRUITS—Little change is noticeable in the situation in dried fruits. Some houses are doing more business than their competitors, but on the whole trade is but fair. In raisins good demand is reported for Valencias at figures quoted. Sultanas are out of reach almost, and quality of the stock offering is none too good. Prunes are selling more freely, while demand for currants is satisfactory. Stocks of nuts in France and Spain are reported as being just about cleaned up.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09 0
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 10
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Loose muscatels fancy seeded, 1-lb. pkgs	0 11½
" " choice seed d, 1-lb. pkgs	0 11
" " 3 crown	0 10
" " 4 crown	0 10½

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 0.½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½ 0 07
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 0 ½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb	0 15 0 20
" stuffed figs " " box	0 25 0 30

SPICES—Spices are moving out fairly well considering the season. No radical changes have taken place in prices since last report.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

EVAPORATED APPLES—A very strong feeling is noticeable in the market for evaporated apples. As prophesied in The Grocer prices are climbing higher and higher. Nothing less than 11c will be taken for anything like good stock to-day. Even at this figure wholesalers are not anxious to sell as stocks are limited and once cleaned out it is hard to renew at decent prices.

BEANS—Beans continue strong. Advices from bean growing districts show that holdings are light and that prices are gradually climbing.

Choice prime beans	1 50

MAPLE PRODUCTS—There is an average consumptive demand for maple syrup and maple sugar prices are slightly easier in the case of the later.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09½
Pure Beauce County, per lb	0 10 0 11

PEELS—There is little business being done in peels. Prices are firm.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb	0 12

RICE AND TAPIOCA—Tapioca is practically unchanged since last report. The market is a little easier for futures, but spot is selling at 7c and 7½c for extra quality.

B rice in 10 bag lots	3 05
B rice, le s than 10 bags	3 15
C C rice in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS—Dealers continue to quote:

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 60

CANNED GOODS

MONTREAL.—A sorting business is being done in canned goods. Jobbers have every confidence in the situation at present, feeling that things will work out satisfactorily. All houses are short of every line with the exception of corn, peas and pears. For these three lines they anticipate a good demand. Strawberries there are none. Peaches, plums, cherries and gooseberries are very short. Something is being done in tomatoes at $1.17½ and $1.20.

TORONTO.—The week has brought to the surface no change in the canned goods situation. All lines are regarded as firm, and the canners' new prices are gradually prevailing. With regard to tomatoes the view that prevails among the jobbers is that the market will re-

main firm, but a considerable advance is not looked for. At the canners' convention in Buffalo last week President Geo. G. Bailey of the Atlantic States Packers' Association, reviewing the past year, said :

"About the time of our last year's session tomatoes were largely in the hands of speculators, the market was feverish, transactions confirmed, so far as distributors were concerned, to immediate requirements, and a disposition on the part of such packers as still had stock to sell at a few cents per dozen under speculators' prices. There was just enough held by packers and others outside the breastworks to supply the market long enough to bring disaster to the large holders ; the price fell to almost, if not quite, a normal one, and tomatoes went again into consumption. A fair volume of business during the balance of the year left considerable of a carry-over, which, on account of something less than a normal pack in 1906, was practically taken from first hands with the 1906 pack before the first of the year, leaving the market to-day in as healthy a condition as it has been in many years."

This does not gibe well with the statement of a Chicago paper that the 1906 U. S. pack was over 50 per cent. larger than that of 1905 and the Canadian pack 35 per cent. larger.

Salmon are in good demand for the Lenten trade. An advance for the best brands is talked of and some jobbers are quite out of them and have been unable to get more, otherwise prices are unchanged.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals , solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 7 ½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.		
Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 70	1 80
1-lb. Flat, "	...	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1 10
Sardines, French ¼'s	0 12	0 14
" ½s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS:

Evaporated apples—Still higher.
Sugar—Steady.
All teas—Very firm.
Canned Salmon—In demand.
Butter—A little firmer.

Toronto, Feb. 21, 1907.

Business is still on a sorting basis and collections are nothing to boast of, though there is not much complaining. While no lines are in special demand some report a steady output of canned goods and especially of salmon, which, it is said, is entering more largely than ever before into the Lenten trade. It is a noticeable fact in the city that canned salmon is now prominent in nearly every grocery window. Some jobbers here are quite out of the leading line and there is a tendency on the part of some to advance prices to $1.85 and even $1.90.

Sugar is steady, though far from strong. The ability of the Canadian refiners to hold on has inspired the belief in some quarters that prices will not further decline. Evaporated apples continue to harden and some jobbers are not bothering about them. Fair demand is reported for Valencia raisins. All teas continue very fine and there is a brisk demand.

TEA—Values, especially of low grade and moderate grades, continue to advance. The London market is said to be feverish. Demand locally is exceptionally brisk, induced by higher prices.

COFFEE—Demand is fair and prices are unchanging. In view of the large crops higher prices are not expected. The average of quality demanded in Canada is much higher than in the States, and is improving. In the States

the common price is 25c., and in Canada the ordinary coffee user expects to pay about 40c. The very highest grade of coffee now comes from Jamaica, and almost the lowest grade also.

SUGAR—The unusual situation of a firm, and even hardening, European beet market and a declining market for cane raws in New York was continued to the end of last week and the situation is little altered this. Refiners are offering 2c. c.o.f. for Cuban centrifugals 96 degrees test and sellers are asking 2 1-16 but it is believed would take 2 1-32. 2 1-16 for Cuban centrifugals is equal to 3. 42 duty paid New York, and beet at 8s. 10d. f.o.b. Hamburg is equal to 3.84 duty paid New York, showing a disparity of .42. This is a short week in New York on account of Washingtons birthday and changes are not expected.

The Cuba crop receipts continue to rise, being 65,000 for last week against 61,000 tons the week before and 50,000 tons for the corresponding week last year. The visible Cuba crop to date is 458,836 tons against 212,907 tons at same time last year.

Locally, sugars have not declined, and the refiners' ability to resist the market pressure thus far induces some to think that sugars are at low prices for this season.

Paris lumps, in 50-lb. boxes	4 95
" in 100-lb. "	4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 20
Phoenix	4 30
Bright coffee	4 10
Bright yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 "	3 90

Granulated and yellow, 100-lb. bags 5c. less than bbls.

DRIED FRUITS—The feature of the market is evaporated apples, and jobbers are now getting from 10c. to 10½c. They are a scare article. Valencia raisins are in fair demand. Sultanas are practically cleaned up in Turkey; a fortnight ago only 400 tons remained.

SEEDS—The crop is now pretty well out of farmers hands. Canada will probably be importing red clover this year instead of exporting as usual. England and Germany both had large crops, and England is this year an exporter. Prices are unchanged.

NOVA SCOTIA MARKETS

Halifax, N.S., Feb. 19.

Business is quite brisk at present, and the volume of trade passing is most satisfactory. The country roads are in fairly good condition and access to the business centres is now quite easy. During a mild spell early this week there was quite a large movement in apples, the growers rushing in their stock to the commission. One of the latter received a consignment of 200 barrels of northern spys. The stock was nearly all No. 1, but the high price of four dollars per barrel prevents rapid sales. In canned goods prices are steady and the sales are quite large, more particularly of fruit and vegetables. Cranberries are very scarce and none are offering at wholesale. The retailers who have small stocks on hand are asking 15 cents per quart for them. Potatoes are now fairly steady at 80 to 85 cents per bushel. There is a good stock of oranges and lemons on the market, and the demand is pretty good. Valencia oranges are unusually low in price, some retailers offering them at five cents per dozen on bargain days to catch passing trade.

FISH—With the Lenten season now on the fish markets are exceedingly firm and it is expected that they will continue so. There is a good demand for fish in the American markets and it is thought that much of the fish shipped from provincial ports finds its way back to Canada, for distribution in the west. The following will give an idea of the quantity of fish sent to the American market, this shipment being on one steamer from Yarmouth last week.

Live lobsters, 273 crates; fresh smelts, 189 boxes; boneless codfish, 611 boxes; canned lobsters, 100 cases; salt herring, 132 barrels salt codfish, 114 cases; clams, 13 barrels; French salmon, 2 boxes; live eels, 7 barrels. Fifty cases of canned lobsters for Hamburg via Boston.

Live lobsters are seling in Boston at $32 per crate.

The local market is well stocked with fish, but the fresh article is nearly all cold storage. The recent cold weather on the banks has made it bad for the fishermen and in consequence the catches are very limited so far.

Speculators are buying up all the potatoes available in Annapolis county, and are paying the farmers 75 cents per bushel at his door for the stock. It is thought that the potatoes are being bought up for export.

Eggs are coming down in price and some good fresh stock can now be purchased for 30 cents per dozen. There is a slight increase in the receipts and it is expected that they wil continue to show an improvement from now on.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Feb. 21, 1907.)

Normal weather conditions once again prevail in the west and the branch lines of railway are open again for traffic. Retailers are getting delivery of their goods and are now receiving shipments which have been weeks on the way. Except for a revision of the prices of canned fruits and vegetables, there have been no important changes in the local market.

CANNED GOODS—Prices of fruit and vegetables have been revised. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91½
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89

EVAPORATED APPLES—Held firmly at 10½c. per lb. in 50-lb. boxes. There is a good demand and supplies available in Winnipeg are none too large.

BEANS—Hand-picked beans are quoted at $1.85 per bushel.

CANDIED PEELS—Quoted as follows:

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows:

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

Provisions.

BUTTER—Supplies are not very large at present but with a return to milder weather they will soon be replenished. Produce houses are asking as high as 32c for choice creamery prints, and 27c for choice dairy prints. We quote:

Creamery prints, per lb	0 31 0 32
" solids, fresh, per lb	0 29
Dairy prints, choice, "	0 25 0 27
" ordinary, "	0 21 0 23
Bakers' butter	0 18 0 19

CHEESE—Prices are quoted as follows.

Cheese, large, per lb	0 15 0 15½
" twins, per lb	0 14½
" Manitoba, small (about 20 lbs.)	0 15½ 0 16

Other quotations unchanged.

Moss Brothers & Co., have succeeded Ernest J. Moss as general merchants at Shanghai, with branches at Hankow and Santuao. E. J. Moss will be manager of the new company.

A. T. Crockford, Brantford, has sold his grocery business to Greenshields Bros, of Atwood. Mr. Crockford will probably go west, where he has a good business opportunity awaiting him.

William Clark, Montreal, is mailing to the retail trade a handsome catalogue of his canned meats. It is printed in red and black on fine paper and is illustrated with cuts of many lines. A post card to William Clark, Montreal, will bring one.

John C. Black, manager of the Canadian business of H. J. Heinz, spent some time in Montreal with Hudon, Hebert & Co., agents for Canada. Mr. Black reports business booming as far as "the 57" are concerned. He is pushing in Canada the company's dill pickle, which is meeting with great favor.

PACIFIC COAST TRADE AND FOOD STUFF NEWS

(By Canadian Grocer Special Correspondent.)

Vancouver, B.C., Feb. 14, '07.

Much satisfaction was felt in the wholesale trade this week when the announcement was made that Mr. Hardwell, freight rate expert on the Railway Commission, had decided that Vancouver to Nelson rates should be 62 per cent. of the prevailing rates, Winipeg to Nelson, this, in the rough being about a reversal of heretofore prevailing rates.

But some of the wholesale grocer's freight experts have been doing a little figuring on the basis of the new tariff, and they find that in some lines the rates have actually increased. This will work in serious difficulty in many ways, unless adjusted. The anomalies have arisen by the abolition of all special rates which have been in force formerly, on certain commodities. For instance, condensed cream,l.c.l., was rated 4th class, now everything in that line is fixed at third-class, and 62 per cent. of 3rd class rate from Winnipeg to Nelson, is more than the 4th class from Vancouver to Nelson under the old tariff. However, with the exceptions noted, the wholesale trade is on the whole well satisfied with the change, which will be a benefit to local trade.

Continued suspension of regular transportation is working havoc with trade. Not only are all goods shipped out liable to be indefinitely held up, because of the many interruptions to rail traffic eastward, but all goods in transit to replenish stocks have been delayed and their arrival is a matter of uncertainty.

At the present time there is no coal oil in stock in the city, while condensed milk has practically all been absorbed as well. In other lines similar shortages have occurred. Conditions later on will be much worse, for up-to-date the stocks in hand have been in most cases running low, and nothing coming in, the demoralization of the regular run of trade will be complete in a few weeks, for the congestion of freight caused by the snow and cold weather, will be in its turn sufficient to disorganize the transportation facilities even after the railways get running properly.

* * *

In local grocery markets stocks of canned goods have been well up to all demands, the dealers having been well stocked up early in the season. Prices are now firmly on basis of eastern association quotations, no cutting being done in any lines. Ruling quotations for tomatoes are $1.50; corn and beans, $1.15; peas, $1.05 and $1.10.

In dried fruits, stocks are readily replenished from California. Prices are very high, and higher quotations are looked for in prunes, because of the extreme high prices of other lines, and scarcity of stocks in larger sizes of prunes. The market on evaporated apples is hardly up to outside supplies, for sales are now made at 9 and 10c, while it would cost that to replace stocks. Apricots are 23c, as against 15c a year ago,—and peaches 15c as against 10 and 11c a year ago. Prunes rule from 4¼ to 8¼c, with a jump of 2c per lb. on the larger sizes of 50 to 60's because of their scarcity, Smaller sizes are plentiful. Raisins are in big supply, and merchants are well stocked up. Present prices for 1lb. cartons are 11½c to 12c.

Rice is slightly lower, selling now at $78 per ton, with plentiful stocks in hand.

* * *

Produce markets are in more difficult position than any other. The market is of course, practically bare of eastern creamery butter. Australian selling at 32½c, and local creamery, the latter in very limited compass, selling at 35c to the trade, is all the fresh stock. Some small quantities of local dairy, fresh-made are in hand to sell at 31c.

Eggs have continued scarce, because some shipments from the south have not arrived. The price on these has been about 40c, though some lower quotations are now expected. Local fresh eggs are becoming quite plentiful, owing to fine mild weather. The price is still 40 to 45c, though to-morrow's market at New Westminster may bring the figure down considerably. There are no eastern eggs to be had, and on one dares bring them forward.

Bacon and hams, U.S. packers, which is the only stock, are away up to 19 and 20c, with prospects of even higher prices. The present quotation on pure leaf lard, in 3's, 5's, and 10's is 14½c. There is some eastern Canadian lard being brought forward, but price is not yet quoted.

Flour prices remain firm, the quotation being 5.30 to $5.60 per barrel. The fact that American mills have advanced their prices has not yet affected the market here.

* * *

In fruits and vegetables the market shows but little variation. Oranges are coming in freely from California, the price being $3.25 and $3.50. Apples are in very small compass, and much of the stock, especially in fancy lines, comes from Oregon and Washington. Prices have gone up considerably, with the advancing season. To the trade, quotations are now from 75c to $2.50 per box.

Fresh California vegetables, radishes, peas, beans, etc., are coming in, and the supply of fresh lettuce from Victoria green-houses is very liberal.

Ashcroft potatoes are scarce, and still quoted at $25, with every likelihood of going higher. Local potatoes are also going to be higher for the rest of the season, the cold weather having done serious damage to the stocks as noted previously.

Dupries, Sweet & Co., general merchants, at North Bay, are offering to compromise at 45c. on the dollar.

PERSONALS

Jas. MacKie, grocer, Oshawa, is ill at his daughter's home in Toronto. Arrangements are being made to dispose of his business.

Frank Sayer is the new manager of the grocery department of the White Packing Co., Stratford, in succession to Geo. Callum.

C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., was in New York several days this week.

C. M. McCallum, Brampton, is a young man, but the travelers, so they say, are coming to regard him as one of Ontario's best grocers.

W. J. Redstone, buyer for Marshall Bros.' big store in St. Johns, Newfoundland, is in Montreal this week placing orders for his firm.

Christie, Brown & Co., Toronto, were granted a permit this week to erect a five-storey factory immediately south of their present premises.

John Gilbert, grocer, Kingston, has been kept in the house a couple of weeks with a sore toe. He had to get a doctor to it before it would let up.

Mrs. T. B. Greening, wife of Mr. Greening, of the Pure Gold Co., Toronto, died suddenly Wednesday morning at her home, 142 St. George St., Toronto.

Jno. T. Logan, of W. H. Dunn & Co., Montreal, is in Toronto, giving a fortnight to agitating in favor of Cailler's chocolate. It is a mighty palatable confection.

Geo. Callum, manager of the grocery department of the White Packing Co., Stratford, has taken a position with Lind, Kerrigan & Co., London, to represent them west of London.

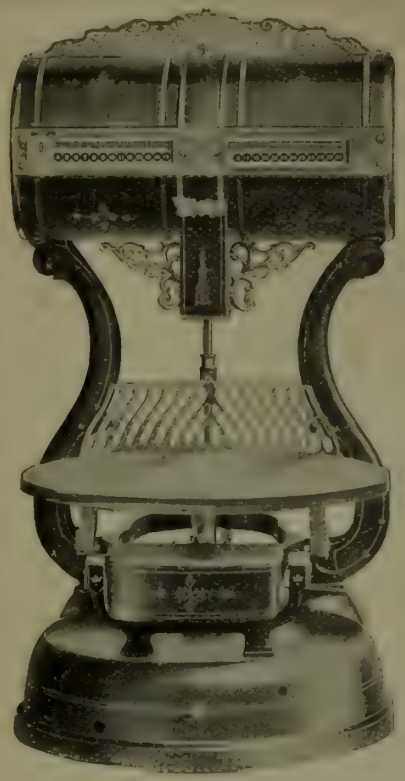
H. A. Howey, Stratford, one of T. H. Estabrook's Red Rose tea excelsiors in western Ontario, was in Toronto last week paying his monthly respects to the local manager, Geo. H. Campbell.

H. Gilbert Nobbs, Canadian manager of Holbrooks Ltd., was in Winnipeg last week interviewing the wholesale trade. Mr. Nobbs called at the Winnipeg office of The Canadian Grocer.

"J. S. Ireland, Mount Forest, is a genial fellow," said a grocery traveler to The Grocer this week. "All travelers who call on him leave with a cheerful, satisfied air, whether they take away an order or not. They can't help it; his smile is contagious,"

The father of Mrs. Jos. Ryder, grocer, Kingston, died at Watertown, N.Y., recently, and the remains were brought to his daughter's home for burial. On the way to the cemetery the hearse horses ran away. The hearse was demolished and the casket thrown to the roadside.

C. H. Meredith, manager of the Stewart Co., manufacturing confectioners, Toronto, has been in Winnipeg a couple of weeks looking after the firm's business there. He will be back this week. During his absence, O. D. Hodgins, the firm's representative in eastern Ontario and Quebec, has been directing things at the factory.



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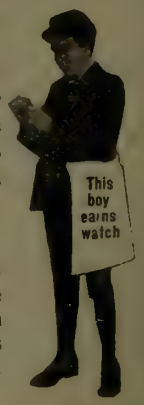

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The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

The Codville-Georgeson Co., Limited, Winnipeg, Man.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

FIRM manufacturing high-class biscuits and confectionery in Montreal is open to appoint reliable hustling agent as representative in Toronto and Ontario. Apply Box C, CANADIAN GROCER, 232 McGill Street, Montreal.

FOR SALE.

FOR Sale—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings,; two years in use; cost $414.00, will sell for $200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BUSINESS CHANCES.

A BRIGHT hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

FOR SALE—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

GROCERY and Provision Business for Sale—Dwelling and stable connected; large cash trade, capable of expansion; will lease premises. Box 136, CANADIAN GROCER, Toronto.

BRITISH COLLUMBIA — Ideal climate; store $30.000 turnover; splendid opportunity; send for list of farms and business. M. V. Leonard. the land office, Salmon Arm, B.C.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

FOR SALE

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

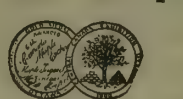
This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

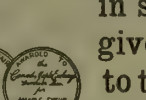
For further particulars apply to E. Bertram Windsor New Mills, N. B., or John McAlister, Barrister, Campbellton, N. B.

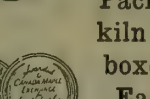
MAPLE SYRUP

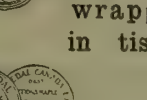
Small's Selected delivered is worth per case of 24-¼s $7.70.—12-½s $7.25—6-1s $7.00. Every grocer should have some continually in stock. It gives tone to the shop.



Packed in kiln dried boxes. Each Tin wrapped in tissue.







PRODUCT CANADA MAPLE EXCHANGE

At All Jobbers

IT IS PRACTICAL

CRE-MO should be in all shops.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the World

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A NOBLEMAN
FOR ROAST MEAT, STEAKS, CUTLETS, CURRIES, GRAVES, GAME & SOUP
HOLBROOK & Co
LONDON
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EUROPE
AND THROUGHOUT THE CIVILIZED WORLD
THIS LABEL IS ISSUED BY HOLBROOK'S LIMITED

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Bon Ami

The Finest Cleaner Made

cleans and polishes by *dissolving* the dirt or tarnish and not by "scouring off" and "wearing out" the object cleaned.

A Scouring Soap
A Metal Polish
A Glass Cleaner

UNIQUE IN ITS CLASS

SALES INCREASING IN GIANT STRIDES

To be had from nearly every Wholesaler in the Drug, Hardware and Grocery Trades of Canada, from Halifax to Vancouver

CASES OF 3 DOZEN

$1.19 per dozen. or $14.28 per gross

F.O.B. Wholesalers' Shipping Points.

Lots of 5 gross - - - - - $13.40 per gross

Delivered to any Railway Station from Halifax to Vancouver.

TERMS—NET, 30 DAYS

HUDON, HEBERT & CO. LIMITED

Montreal

SOLE AGENTS IN CANADA

THE MOST LIBERALLY MANAGED FIRM IN CANADA

About Heinz Dill Pickles

No grocery stock is complete without Heinz Dill Pickles, made from Heinz original recipe. They are, without doubt, the most appetizing and delicious of all pickles, and this is the time of year when people are looking for them.

We have them put up in whiskey barrels, fine large pickles, that can be retailed at 20c. doz. and show you a handsome profit at this price. You only have to put half a doz. in a dish on your counter with a price card attached, reading 6 for 10c., and they sell themselves. If you are not handling them then order now and get your share out of this profit-making line.

Canned Goods

are selling well just now. We are receiving some good substantial orders for all kinds of vegetables. It may be that our prices are too tempting to pass. We can still let you have some

Frankford Corn, - - 75c. *Ice Castle Pumpkin, 2s, 45c.*
Peacock Pumpkin, 3s, 75c. *Owen Sound, E. J., Peas, 75c.*

Canned Pineapple

The Phonograph Brand, packed in the Bahamas where the fruit is grown, and when it is just in the proper condition for canning. This is the most delicious pineapple put up in tins.

Phonograph Brand, sliced, 2s, cases 2 doz. - - $1.70 doz.

Fish

The fish season is now at its height. We went trolling and got the hooks into a lot of boneless fish put up in 1 and 2-lb. bricks, 20 lbs. and 40 lbs. to a box, which we quote, 4¾c.

Scaled Herring, - - 9½c. box

H. P. ECKARDT & CO.

WHOLESALE GROCERS
TORONTO

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BUTTER

Demand is good, and supplies just about enough to meet it. We would advise buying before bad roads come. We can sell you No. 1 Fresh Creamery in pound blocks or solids (56 pounds to the box) at very reasonable prices. Also Choice Dairy, in pound prints or rolls.

If you have Butter or Eggs to dispose of, write us for prices.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA

Kettle Rendered Leaf Lard

in

1 POUND BLOCKS

(50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

SEND FOR TRIAL ORDER

A Few Moments Thought

would convince most grocers that it was bad business policy to take chances. The man who features the Ryan guaranteed provisions takes no chances.

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

The people having tested our goods insist on the Ryan quality.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Cheese continues very strong. On this side holders are asking the highest price they stand any show of obtaining and while some are willing to accept ruling figures, there are others who wish to wait for a 14c. market, which will surely come if present conditions continue much longer. Slowly, week by week, prices have been climbing until at the time of writing they are at a figure which was not thought of a month ago.

That there will be a market for cheese at 14c. seems to be beyond doubt. Stocks held here, as has already been stated, are extremely low, most of the cheese being the property of English houses. Taken with this fact, and helping on the market towards higher figures, there has been constant trading in small lots at the advancing prices, thus gradually reducing stocks. It is estimated that all over the country stocks held would not amount to more than 40,000 boxes. If it were possible to state in figures the actual amount for sale, the market would certainly assume a much stronger tone than at present prevails.

Nearly all the dealers in Montreal are sold out. During the week a couple of firms cleared out the last of remaining holdings. Some there are, however, who have a few small lots which were bought in November at prices which are now considered very cheap, and on these lots good profit will be realized. More than one house, having bought at a reasonable figure in November at prices which are now considered very cheap, and on these lots good profits will be realized. More than one house, having bought at a reasonable figure in November, and sold for ½c. profit shortly afterwards is now wishing that the cheese had been held. But there is no ability of seeing into the future granted cheese men more than any others, and regrets do not go any length towards bringing back the opportunity.

Reports from England show that the market there is still strong with prices upward in tendency. London stocks are low and the demand on the part of the public keeps up. It is the belief of many that a 70s. market will rule before the season closes. This is not so unlikely when the bare state of the English market is taken into consideration.

Fifty boxes of cheese were received during the week, bringing up the total receipts since May 1, 1906, to 2,349,320 boxes. 913 packages of butter arrived, or 606,247 packages since May 1, 1906.

A better feeling prevailed in butter last week than for some time past. Prices obtained were quite satisfactory to the trade and sales made at these figures were numerous enough to further warrant this satisfaction.

Creamery returned from England is still on the market. Fresh made butter is not in large enough supply to fill the demand, and as a consequence storage stock is being cleared out. After March 1, however, fresh butter will begin to arrive more freely.

PROVISION SITUATION.

There is practically no change worth noting in the provision situation this week. The price of live hogs is practically unchanged, $6.50 to $6.60 f.o.b. country points, and deliveries are fair. Last week deliveries in Ontario totalled 25,000 to 30,000 hogs.

The domestic market for products is about at low ebb.

The Old Country market is if anything a little worse than a week ago. This is principally accounted for by large deliveries of Danish bacon. In addition, the carry-over of Danish from last week was larger than for some time. Altogether the market is far from satisfactory. It was thought at one time that the changes in the German tariff would permit the importation of hogs from Denmark and thus provide a new outlet for the Danish product. The new tariff works out at 4c. a pound, however, and that is prohibitive, and in addition, pork in Germany declined somewhat.

In Chicago pork products are lower because of heavy receipts of hogs. There were 52,000 head in the stock yards on Monday.

The London Daily Telegraph, recently discussing the meat trade of the metropolis, said :

There can be no question that the "Big Six" of the American Beef Trust has obtained an important hold on the British meat trade. For years the great combination of the United States has lost no opportunity to bid for stalls in the Central Meat Market, and they have now so secure a footing at Smithfield that upwards of forty tenants are the nominees of the trust. From these stalls nothing but trust products are procurable. Some of the carcases which the American firms sell are those of beasts landed and slaughtered at the city corporation's foreign cattle market at Deptford. The larger proportion of the sides and quarters displayed at Smithfield are dressed in Chicago, sent down to New York or Boston in refrigerator cars, and enveloped in cotton cloths and shipped on vessels equipped with "chilling" plants of the most up-to-date description. The trade in United States and Canadian meat has developed at an extraordinarily rapid rate, and it is gradually ousting British-bred meat from the market. Last year, of over 400,000 tons of produce entering Smithfield market, only 20.5 was British, a substantial decrease as compared with 1905. Australasia easily beat us, and when more rapid boats with cool chambers are ready for the meat carrying trade, there is no doubt that the supply from the Antipodes will grow enormously. From New Zealand, in particular, experts expect great things. Beef pastured in that colony has already earned a big reputation, and as the farmers there are raising great herds of cattle, it is considered that the United States will be confronted with a big competitor at no distant date. The Argentine, of course, is furnishing the British market with huge supplies, but owing to the prevalence of foot and mouth disease in a small area west of Buenos Ayres, the landing of live cattle bred on South American ranches is prohibited, and all River Platte meat is shipped frozen or chilled.

The following table of the produce passing through Smithfield will show how dependent we are upon foreign countries for our meat supply :

	1905 Tons.	1906 Tons.
United Kingdom	90,435	86,407
Australasian	96,518	104,770
North American (English killed)	74,149	72,623
N. and S. American (foreign killed)	101,462	109,525
Continental	52,731	48,602
	415,296	421,927

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Fairly good business is being done in provisions. Lard is if anything, a little easier, both pure and compound. Bacon has not changed much since last week, prices being steady. Hams are very firm. Pork is steady and in some cases higher, American fat back being advanced 25c to 75c.

Lard, pure tierces	0 11⅞	0 12¼
" ..... 56-lb. tubs	0 12¼	0 12½
" .....20-lb. pails, wood	0 12¼	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 13
" " 5-lb. "		0 12⅝
" " 3-lb "		0 12½
Lard, compound tierces, per lb.	0 09¼	0 09¾
" " tubs	0 09¼	0 10
" " 20-lb. pails, w od	1 80	2 05
" " 20-lb. pa ls tin		1 95
" " cases, 1 -lb. tins, 6 lbs. in case	0 09¾	0 10¼
" " " 5-lb. "	0 09⅝	0 10 ¼
" " " 3 lb. "	0 09¾	0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 50	24 00
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15½	0 16½
Hams.....	0 13	0 16
Extra plate beef, per bbl.....	12 50	13 00

BUTTER—Prices are easier this week. Nice fresh creamery is selling at 24½c and sometimes a little more. English creamery is going around 23c. Some business is being done with confectioners and with the out of town trade in dairy, tubs, but on the whole this line is slow. Large rolls are now quoted 22c to 22½c.

Choicest creamery, salt, 56 lb. boxes	0 24½	0 25
" " pound prints	0 25	0 25½
Medium creamery	0 23	0 24
Western dairy	0 19	0 21
Large rolls	0 22	0 22½
Dairy tubs	0 19	0 21

CHEESE—Market continues very firm with prices advancing. This week quotations are fully a cent higher. The export market is strong.

Ontarios, September make	0 14½	0 15
" late make	0 14	0 14½

EGGS—Two to three cents advance in pickled is the feature of the market this week. Storage eggs are rapidly

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags

Wrapping Paper

Twines

Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

The "Just-As-Good" Habit

The Grocer is compelled to say "it's just as good" if he succeeds in inducing a customer to take other than

Clark's Pork and Beans in Chili Sauce

That phrase "just as good" is a dangerous one for a Grocer to get into the habit of using. To acquire the reputation of being a "just-as-good" Grocer is the best thing in the world—for your competitor.

being cleaned up. Selects are off the market, while offerings of any kind from store are not heavy even at the higher prices. New laid are not arriving any too freely. For these prices have not changed.

Pickled, doz	0 25	0 26
New laid, doz	0 32	0 33

HONEY—Dealers report limited business. Receipts of white clover have been very heavy. There is some demand for this article, but comb is very slow. Some inquiry for buckwheat from the city trade is reported.

White clover comb honey	0 13	0 13½
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 07½

TORONTO.

PROVISIONS — Demand continues limited and prices firm. For plain backs, 16½c is being secured. At least one dealer is selling short cut at $22.50, but that is alleged by others to be under cost and the ruling price is $23.00 or even $23.50 to $24.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb		0 15½
Large hams per lb	0 14	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12¾	0 12¾
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 13
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER—The market here is slightly firmer. Held stocks in the country appear to be getting apparently smaller and general receipts are falling off a little.

	Per lb.	
Creamery prints	0 27	0 28
" solids, fresh	0 25	0 26
Dairy prints, choice	0 22	0 24
" " ordinary	0 20	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS—Weather conditions continue to rule. Fresh eggs touched as high as 35c last week, but 32c is top at the present writing and 30c is about the market. Some more mild weather would carry prices down sharply and quotations change daily. Stored eggs are practically off the market.

Eggs (strictly new laid)	0 30	0 32

CHEESE—The market continues very firm.

	per lb.	
Cheese, fine September large		0 14
" " twins		0 14
" later makes, large		0 13½
" " twins		0 13¾

HONEY—Prices are firm and stocks are limited.

Honey, strained, 6 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Demand is now very limited, but supplies are proportionately small. Prices are higher.

Live Weigh.		
Old fowl		0 10
Ducks		0 15
Young chickens		0 11
Dressed weight.		
Old fowl	0 09	0 10
Ducks	0 11	0 12
Young chickens	0 12	0 13
Geese	0 10	0 11
Turkeys		0 14

We thought the limit had been reached some time ago, with boneless fish and seedless fruit, but we learn of late that a Wisconsin man has discovered an odorless limburger cheese. Just what limburger cheese without the smell would be like is a matter of great interest. The consensus of opinion, as far as we have been able to collect it, is that it would not be limburger cheese at all.—Ex.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES HETHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co

WHAT WE GIVE WITH OUR GOODS

TRURO QUALITY BRAND

With every tin of Reindeer Condensed Milk and Jersey Sterilized Cream we give a guarantee of

Quality and Satisfaction

RELIABLE GOODS TO HANDLE

Truro Condensed Milk Co., Limited, Truro, N.S.

THE

Manitoba Canning Co. Ltd.

GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,

WINNIPEG AND CALGARY

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

CEREALS AND CONFECTIONERY

Wheat Receipts Larger and Prices Lower—Railways Handling the Traffic Better—Flour Steady and in Good Demand—Easter Confectionery Season.

Increasing receipts of wheat in the west, both in Canada and the States and the passing of the Russian scarce have brought about a decline in prices. Manitoba wheat in bond in Buffalo for export is being brought back to Canada to supply Ontario millers. The increasing receipts in the west indicate that the railways are getting into better shape. There is even some expectation now of getting all rail shipments through to eastern points in the near future. Oats continue very firm and the same condition prevails over the continent. Flour is firm and in fair demand. An Ontario miller reported this week a sale of 5,000 bags for South Africa.

Confectionery.

Manufacturers of confectionery are now at their top speed with the Easter trade. The usual "novelties" predominate. Easter coming early this year has hurried things. Ontario manufacturers are just completing their shipments to the east and west and they report excellent business.

The retailer who is not in line with the confectionery end of the business should correct his error at once. It is one of the grocer's most profitable lines. The prime requisites for success are to handle good goods, and display them well. Confectionery is worth a department to itself. Properly handled it will never fail to yield its share of profit.

MONTREAL.

FLOUR—Trade is fair at prices which have not advanced despite expectations of last week. Demand from city grocers is good but country merchants are not ordering very freely.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 50
Glenora	....	4 10
Manitoba spring wheat patents	....	4 60
" strong bakers	....	4 10
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS—Cutting in rolled oats still goes on, everybody selling for his own price. The range given below covers the prices quoted by different dealers as well as posible.

Fine oatmeal, bags	....	2 45
Standard oatmeal, bags	....	2 45
Granulated " "	...	2 45
Gold dust cornmeal. 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 70	4 85
Choice boiling peas	1 00	1 10

FEED—Feed is practically off the market, although demand for it keeps strong. This fact coupled with the car shortage brings business in this line to a standstill.

Ontario bran	21 50	22 50
Ontario shorts	22 50	23 00
Manitoba shorts	22 00	22 50
" bran	21 50	22 50
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

TORONTO.

FLOUR—Trade, both domestic and foreign, is fair at present and prices are on the level of a week ago, where they are likely to remain for a short time, at least.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 00

CEREALS—Oats continue scarce and high, but lowest quotations are slightly under a week ago. Demand continues fair.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 05	4 95
" " in bags, per bag 90 lbs	2 25	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 40	2 60

John F. Alexander Co., of Montreal, confectioners, have obtained a charter.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL BOLTON, ONT.

QUALITY GOODS

The people generally insist on them and when it comes to Barley our Pearl and Pot Barley wins all the way. You certainly ought to have our prices.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

SPLIT PEAS | CORONET BRAND | SACKS { 98 lbs. 49 lbs.

WRITE FOR QUOTATIONS

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the lagest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

ENCOURAGING EMPLOYES.

A system of distributing bonuses has been for some time in force in the establishment of Messrs. Ganong Bros., Limited, manufacturing confectioners of St. Stephen, N.B., with the object of securing continuous service from their employes. During the Christmas season each year amounts varying from $2 to $10 are distributed to the employes, without regard to the wages received, but based solely on the number of years each employe has been in the service of the company. Employes of one year's standing are regarded as transient labor only, the minimum bonus ($2) being paid to those who have been for two years continuously with the company. One dollar is added to the amount of the bonus for each additional year's service up to $10.

The total amount distributed in this way by the firm has been about $1,000 each year during the past five years. On September 1 last year, a printed slip was placed in each pay envelope stating that if the employe was present every working day during the balance of the year, an additional bonus of $10 would be granted, but that for every day's absence $1 would be deducted from this extra amount. The result was stated by the company to have been most satisfactory, this being the season among confectionery manufacturers when, in view of the heavy Christmas trade, every effort must be made to maintain the supply of labor.

CHANGE IN MINCEMEAT FIRM.

Nicholson & Brock, Toronto, manufacturers of mincemeat, bird seeds, etc., have dissolved partnership after a business career of eleven years. T. W. Brock disposed of his interests to James Nicholson, who has managed the business from its inception and the latter will continue under the old name of Nicholson & Brock. Both Mr. Nicholson and Mr. Brock are favorably known to the jobbing and retail grocery trade of Canada.

UNDER DOMINION CHARTER.

The Canada Gazette of Feb. 16 contains notice of the incorporation under Dominion charter of The Eby-Blain Co., with the title, "Eby-Blain," Limited. The stockholders of the new company are given as, J. F. Eby, Hugh Blain, W. P. Eby, H. D. Eby, and W. J. McMurtry. The capital stock of the company is $400,000.

INTERESTING ITEMS.

Quaker Oats has been advanced 10c. a case.

Edwin Lees, grocer, St. Thomas, has sold out.

A. Robert & Co., grocers, of St. Jerome. have assigned.

Robt. Clark's general store at Troy was burned out recently.

Odilon Desaliers, general merchant, of St. Nobert, has assigned.

John Robertson & Son, grocers, of Montreal, have been registered.

The assets of J. A. Reozon, grocer, of Montreal, Que., have been sold.

Herbert & Fortier, grocers, of Sherbrooke, Que., have been registered.

David A. Alward, m?rchant, Houghton, has assigned to James McBride.

R. Caplin, grocer, of Sherbrooke, has assigned, and is offering 30c. on the dollar.

Robertson Bros., general merchants, Bathurst, N.B., are offering to compromise.

The stock of W. McArthur, general merchant, at Bruce Mimes, is to be sold by auction.

T. A. King, of Woodstock, Ont., has purchased the bakery and confectionery business of D. Tagrey.

Munce & Dashwood, general merchants, Cheapside, have advertised their assets for sale on the 28th inst.

Joseph Brown & Sons, Montreal, have just received a car of fine, red bananas, which are selling at $2 a bunch.

There's Money---Lots of it

for the Grocer who features

Perfection Cream Sodas

This, combined with the original and lasting goodness of

goes far towards explaining the great sales' success of

PERFECTION CREAM SODAS

Perfection Cream Sodas please us because they are so representative of the bakers' most perfect work.

Perfection Cream Sodas please the grocer because they always mean the come-again customer, and then biscuits, of their goodness, always sell more than biscuits.

Perfection Cream Sodas please the most fastidious customers because there isn't a disappointment in a hundred tons of them.

They certainly do retain their goodness.

THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada

EPPS'S GRACEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITCIUS COCOA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

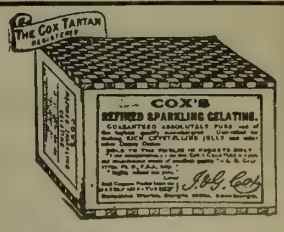
Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

AFTER SIXTY YEARS

A New Form of

COX'S GELATINE is



COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

A Healthful, Nourishing, Food—

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

The selling of Cailler's Swiss Milk Chocolate will advertise your store as a place where the Best of everything is sold—

Cailler's is made from Selected Cocoa Beans, Pure Sugar and ***Unskimmed*** Swiss Milk—

There can be and is nothing better in Chocolate—

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label. Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

2

Leaders in the Chocolate Line

are

Canada's Tried Brands

"DIAMOND" and "ELITE"

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

"Health" COCOA

Trade Mar

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers and Household Use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument —carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

FOODSTUFF INTERESTS IN N.B.

(Continued from Page 27.)

servative party and announced himself as a supporter of the Laurier government. He has been recently engaged in the life insurance business, but has had 30 years' experience here in the iron business. He is a close student of commercial questions and should be able to discharge the duties of his new position with advantage to his country and credit to himself. The salary attached to Mr. Chesley's position is about $3,000 per year.

The Pure Gold Manufacturing Co, of Toronto, have recently made a change in their New Brunswick and Nova Scotia representative, J. E. Angevine, formerly with Theodore H. Estabrooks, proprietor of Red Rose tea, and previous to that, of the firm of Bowman and Angevine, being the new representative.

* * *

E. G. Hunter, manager of the Windsor Salt Company, of Windsor, Ontario, was in the city Friday. It has been some time since Mr. Hunter has been here.

Arthur de Forest, traveler for Geo. S. de Forest & Sons, of St. John, was in Sussex on Wednesday.

M. H. Parlee, of Sussex, is in Montreal, attending the meeting of the Canadian Breeders' Association.

The Woodstock Cold Storage Co. has applied to the Provincial Government for a bonus.

The grocers here seem to have caught the hockey craze. On Monday last a team composed of clerks from Baird & Peters' played a septette from the Geo. E. Barbour Company establishment, at the Marathon rink, the game resulting in a tie score of 3—3, with but few casualties.

* * *

At the most it will be only a matter of a few weeks when the salt works at Plumweseep, Kings Co., will be in operation.

The floor of the factory is laid with cement, and the tanks for the converting of brine into salt are capable of holding 20,000 gallons, against which will be presented over 800 feet of heating surface.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

A Sure Winner

Thousands of grocers have found a sure and certain trade-builder in

Nicholson's Mince Meat

Do you know as much as you should about

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

When a Maker Offers You "Backed up by a Guarantee"

Mince Meat

Your duty is clear.

All mince meat is eatable.
But all mince meat is not digestible.

Wagstaffe's FINE OLD ENGLISH MINCE MEAT

is digestible because it is made from a faultless recipe from select fruit and spices and put up in a clean factory.
In Engand, everybody is delighted with

WAGSTAFFE'S MINCE MEAT

In Canada, you'll soon be able to say the same.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited

HAMILTON, ONT.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office **Toronto, Ont.**

Capital - $1,500,000.00
Assets, over - - 3,460,000.00
Income for 1905, over 3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. ve minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM, Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FROM GROCER CORRESPONDENTS

CHATHAM.

Edward Eddington, for fifteen years past in the employ of C. D. Williamson's grocery, passed away very suddenly on the evening of Feb. 13th. Mr. Eddington was 55 years of age, and leaves a wife and four children, Edward, of Toronto, and James, Inez and Maria, at home. Prior to coming here, he was in business in Thamesville. The funeral took place on Friday from the residence. William street, to Maple Leaf cemetery.

E. Duffy, the Lorne avenue grocer, last week sold his business to Wesley E. Parrott. The latter intends to conduct a branch store on Lorne avenue. The store re-opened under the new management on Monday, Miss Broughton being placed in charge.

John McCart, who has been conducting a meat business on Park street for some time, has given up business.

LONDON.

Some grocers have, through the daily press, directed attention to the fact that there are on the London market hucksters who cheat their customers by means of short-weight bags, short-weight rolls of butter, and other fraudulent practices. Every market day great quantities of potatoes and other vegetables are sold by the bag, in bags which will not hold more than 65 or 70 pounds of potatoes. The hucksters get hold of 100-pound sugar bags and yield to temptation. Now that one of the big sugar companies is using 120-pound bags there is a possibility that others many follow suit, and then the hucksters will not be so frequently tempted to do wrong. But that is looking into the future. For the present there is a crying need of immediate and effective means of preventing these simple, honest farmers from taking advantage of the smart city folk in the way they are doing. Some of the grocers, individually, have stirred up the civic officials and unearthed a dead-letter law on the matter. The publicity that has resulted has no doubt served as a warning to buy by weight when buying on the market. But no definite steps to remedy the evil have been taken by the Retail Grocers' Association. The writer asked a member if the association had done anything in this matter and the grocer replied, "Not yet, but soon."

If the retail grocers of London would get together oltener they would realize more fully the power and benefit of organization. They meet every once in a while, or, maybe not so often, and between times, don't know they're living—as an organization. They are too busy individually to stop and think of the time and trouble they might save themselves by acting collectively in a reasonable manner. A live grocers' association works for mutual profit. Its advantages have been often demonstrated. The London grocers will find it well worth while to meet regularly and grapple with some of the problems that have been so successfully solved by organizations in other cities. These problems become trifles when every member of the association helps towards their solution. Mutual investment will result in mutual profit.

PETERBORO.

It was with general regret in Peterboro that the announcement of the retirement of F. R. J. Mitchell from the retail grocery business was received. For nearly half a century this business has been in existence here. It was started by Mr. Mitchell's father in the early sixties, when Peterboro was a small village, in which cows and horses ran at large upon the main streets. It was one of the first grocery stores here, and is about the only one of the original firms doing business to-day. It was conducted continuously by Mr. Mitchell, sr., up to the time of his death in 1894. Some years before that, however, he took his two sons, F. R. J. Mitchell amd Geo. L. Mitchell, into partnership with him. Geo. L. retired from the firm in 1880 and went on the road and now has his headquarters in Winnipeg. After his father's death Fred. carried on the business alone and continued to receive the same liberal patronage as did his father before him. He is to-day enjoying a good share of the trade and has many customers who have dealt with him for many years.

Ever since the grocery store was started by Mr. Mitchell, a wholesale liquor business has been carried on in connection with it, and it has always been a profitable department. Fred. Mitchell is now passed middle life. He has considerable means, and as he finds the combined stores require more time and attention than he feels disposed to give, he decided to drop the grocery end. He is now selling off his stock and will soon remodel his store and carry on a retail liquor business only.

* * *

The grocery trade in the city this year so far has been good. The month of January was in most cases better than the corresponding month last year. This is partly accounted for by an increase in population. The city is growing rapidly and the next year or two will see a development unprecedented. The establishment of the Coates Co., Ltd., will bring in at least 500 people the first year, while the Canadian General Electric Works are doubling their capacity and will bring in anywhere from 1,000 to 2,000 more people. Several other large factories are about to increase their plants. All these people have to be fed, and it means a very substantial increase in the grocery business.

* * *

The heavy snow storms in the Northwest have made a material difference to the Quaker Oats Co. here. Since the railways have been blocked the company has suffered from the shortage of wheat and other grains. At least two hundred hands were laid off, while the orders for Quaker Oats and the various other cereals manufactured by the Quaker Oats Company, have increased very materially. Thousands of dollars worth of business has been turned away because the railways were not able to bring down the grain.

It will be interesting to the trade to know that the Quaker Oats Co. have decided to more than double the capacity of their mills in the near future. Plans are now nearly completed for this work and as soon as the Trent Valley canal is opened at the north end there will be a great expansion in the manufacture of cereals in Peterboro.

KINGSTON.

Kingston was dressed in its best last week to receive Premier Whitney and his followers and also opposition Graham and his party all united and as happy as a lot of school boys.

They first took in the Dairy School and were surprised and delighted. The butter and cheese was the best they had ever tasted and even the buttermilk had its admirers. Then they started for Queen's and took in everything, especially the banquet where toasts, modern and of the Zweiback type were given.

The principle interest, as they took their draughts, was centred in the treasurer, Hon. Mr. Mathieson, who made a very favorable impression and received hearty cheers.

A large petition containing thousands of names of the principle citizens of Kingston is being handed in to the Board of Trade to consider the advisabality of asking parliament to change the name of Kingston Penitentiary to Portsmouth Penitentiary. Portsmouth is a suburb of Kingston, and two of its attractions for tourists are Lake Ontario Park, the terminus of the street railway, a naturel beauty spot and in summer time full of amusements, bathing, merry-go-round and concert companies. Many a weary grocer takes a run out for a few hours' rest. The other attractions are: Penitentiary Asylum, and Bajus Brewery. There are two grocers, Samuel Lowe and James Campbell, both rich and happy.

Large signs, 10x25 advertising Lipton's Tea have been placed all over the city. There seems to be a tea war on here. The Melagama contingent were here all week putting up signs, distributing samples and demonstrating the drawing qualities of their blend. The retailers hope that no more new brands of tea, baking powder, and ready to eat foods will show themselves for a long time. It is a growing evil and as Jim, the grocer said on the square, "if any more foods come into my store, I will be obliged to start a hennery to eat them up."

Edgerton Card, manager of the National Biscuit Co., at Newark, N.J., died after a short illness. He has been connected with the company for about eight years and filled important positions for them at Odgensburg and Syracuse. He leaves a wife and one child. He was born at Ernstown and came to Kingston when a boy. He applied at Gilbert's grocery for a job and was put on a delivery His kind manner and perseverance soon got him behind the counter where he was beloved by both employer and customers for many years. His many friends here regret his early demise.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

While arrivals of **California Oranges, Lemons**, and **Marmalade Oranges** have been heavy, the trade has kept pace, in fact the demand is heavy and we look for a sharp advance, having bought quite a few cars ahead are able to give our customers great value.

Our arrivals for this week are 5 cars California Navals, consisting of the following brands: **Golden Flower, Chinook** and **Rose** (can safely say none better leaving the State,). also **Arch, Clover** and **Carnation Brands.**

2 cars **St. Nicholas** and **Kicker Brand Lemons**, also full lines of **Marmalade Oranges, Valencia Oranges, California Celery, Nuts, Figs, Dates**, etc.

25-27 Church St., TORONTO

BUY THE

Gilt Edge Golden Flower Brand Navel Oranges

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Heavy Demand for All Kinds of Green Fruits and Vegetables—Fish Scarce, Partly Because of Freight Congestion in the West.

The fruit and vegetable trade is booming. Practically everything but apples and potatoes is imported but inside a wholesale fruiter's to-day one could easily imagine oneself in the good old summer time. Strawberries from Florida, sweet potatoes from New Jersey, or anges, nectarines and celery from California, new beets and carrots from Louisiana, lettuce from Boston, pines from the West Indies. For the first time strawberries are this season being brought direct by refrigerator express to the Canadian market from the point of production instead of via New York. This is an indication of the increasing importance of this market. There is a good consumptive demand. Bitter oranges are now at their last and some very large shipments of prime quality have arrived in Canada. A very large shipment of fine quality lemons has also come in from Messena. Spy apples are in good demand and are scarce, bringing $4 to $4.50. Oranges are firming up.

Fish are in good demand and supplies are light. An increasing proportion of Canada's fish suplies is coming from the Pacific coast and the difficulty of getting shipments through from the west has interfered.

MONTREAL.

GREEN FRUITS—Very little activity is reported in green fruits. There is a fairly good demand for general lines at ruling prices, but actual sales are small. Bananas are in good supply and selling freely at prices about the same as those quoted last week.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos	1 75	2 25
Cocoanuts, per bag		3 75
Pineapples, crate		4 75
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	4 75
Lemons	3 00	3 25
Mexican oranges, box		2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 5
" frozen, bbl.	4 00	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES—Very little is being done in vegetables, dealers reporting sales extremely light. Demand is small, and prices are practically without change. Red onions have been advanced to $4, while rhubarb is selling at 75c., a decline of 5c.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage, bbl		1 75
Florida tomatoes, crate		4 50
Turnips, bag		0 75
Water cress, large bun hes, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate		6 50
Radi hes, doz		0 50
Spinach, per bbl		4 50
Cucumbers, per doz	1 25	2 75
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
New potatoes, lb		0 06
" " bbl		8 50
Jersey sweet potatoes basket		2 50
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		4 00
" bag		1 75
Beets bag		0 75
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Horseradish, lb		0 1
Rhubarb, doz. bunches		0 75
New Orleans shallots, doz		0 60

FISH—Fish trade is excellent, Lenten demand being very strong. Prices on the whole are very well maintained, few changes being noticeable. In many lines dealers are just about cleaned up. Frozen haddock are practically out of the market, while haddies are extremely scarce. Codfish are in fair supply but prices are higher, owing to the scarcity of haddock.

Fresh and F ozen Fish

Halibut, express, per lb	0 08½	0 09
Grass pike, " "	0 05½	0 06
Steak cod, " "	0 05½	0 06
Mackerel large, " "		0 10
Dore, " "	0 08½	0 09
Cod fish, " "	0 04½	0 05
Small sturgeon " "	0 07½	0 08
Small whitefish, per lb	0 07½	0 08
Flounders, per lb	0 04½	0 05
B. C salmon " "	0 08	0 09
Qual'a salmon " "	0 07½	0 08
Smelts " "		0 08½
New tomcods, bbl		2 15
Frozen herring, large, bbls. 300 fish, per 100 fish		2 10
" " less than bbls, per 100 fish		2 20
" " medium, per 100 fish	1 40	1 50
Smoked and Salted—		
St John bloaters, "		1 20
Kippered herring, half boxes		1 20
Smoked herring, per lb.		0 10
Yarmouth bloaters box		1 20
Skinless cod, 100 lb. cases		5 50
Boneless, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 04½
Boneless cod per lb	0 08	0 09
Dry cod in bundles		6 50
Oysters—		
Standards bulk, per imp. gal		1 40
Selects, bulk, per gal.		1 60
Malpaque shell oysters, bbl		8 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Boiled lobsters, medium, per lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, bbls		10 50
No. 1 Sea trout, half bbl		5 75
Labrabor salmon—		
" " in bbls		12 00
" " in ½ bbls		6 50
No. 1 green cod, in bb's. of 200 lbs		7 50
Small " " "		5 75
No. 1 Haddock, bbls. 200 lbs		7 00
No. 1 turbot, bbls 200 lbs		8 00

TORONTO.

FRUIT—Orange quotations continue to fluctuate considerably. The tendency of prices is a trifle lower. Special in Mexican oranges 126s. at $1.95. Special in bananas, $1.25 to $1.50. Strawberries are considerably cheaper.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s	2 75	3 00
" Mexican 126s-250s	2 00	2 25
" Tangerines, half box		3 25
" Valencias, 420's and 714's	3 25	5 50
" navels, 96's, 250's	2 65	3 25
" marmalade, 160,s 200s, 210s, per box	2 25	2 50
Grape fruit, 46's 80's	3 25	4 00
Lemons, Californias, boxes		3 50
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30's and 24s	4 00	4 50
Apples, snows	2 00	3 00
" Spies	3 25	4 25
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch		3 50
Cranberries, per barrel	8 50	9 50
" " crate	3 25	3 50
Strawberries per qt	0 55	0 60

VEGETABLES—A week ago Deleware potatoes were selling at prices around $1, as compared with 85c. and 90c. a few days before. Prices have since declined and the opinion is that they will settle down to 90c. for the rest of the

winter season. There is about a carload of Ontario potatoes on the market.

Potatoes, Delawares, per bag	0 90	1 00
" Ontario		0 75
Sweet potatoes, per hamper	2 00	2 75
Onions, Spanish, per large case	3 25	3 50
" " small case		1 25
" Yellow Danvers, bags		1 40
" Canadian, per bag		1 75
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads		1 50
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz		0 50
Cucumbers hot house, per doz	2 25	2 50
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, Cuba, per 6 basket crate		5 00
Tomatoes Florida, per 5-lb. basket		1 00
Peppers, per basket		
Parsley, per doz	0 20	0 25
Parsley, Jumbo bunches, per doz		0 75
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz		5 75
Squash per doz	1 00	1 25
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00½
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Fancy Baltimore spinach, per hamper		1 25
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 40

FISH—Prices in fish remain much the same, with the exception of a rise in the prices of finnan haddie, Labrador herring, pink salmon, and No. 1. smelts. The fluctuation in these prices is rather unlooked for, as last week prices were dropping.

Fresh halibut		0 18
Haddock, fresh caught, per lb		0 05½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket		1 25
Striped bass, per lb		0 15
Blue fish, per lb		0 10
Frozen mackerel		0 10
Home cured bloaters, per basket		1 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb	0 08	0 09
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb		0 10
Pink Salmon, per lb.		0 10
Red " "		0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb		0 10
" extra, per lb		0 15
Lake Superior herrings, per lb	0 03½	0 04
Pike, per lb		0 05½
Yellow pickerel, per lb		0 08
Kippered herrings		1 25
Sea herrings, per 100 count		2 25
Goldeyes, per lb	0 05½	0 06

POTATOES SCARCE IN WINNIPEG.

Cheaper to Bring Them From States Than From Eastern Canada—The Duty.

Winnipeg produce houses report potatoes very scarce and difficult to obtain because of the tie up on the railways during the last month. One or two dealers have been inquiring prices of potatoes in Ontario but so far as can be learned very few are being brought west from the Eastern Provinces. The great bulk of the supply is brought up

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

THEY'VE ARRIVED

Home Guard Brand Marmalade Oranges
Home Guard Lemons and Bronco Brand Navel Oranges

NUFF SAID. Every live dealer knows these famous brands.

SOLE DISTRIBUTORS

WHITE & CO., Limited

Capital, $100,000.00

TORONTO and HAMILTON

IN ONE SHIPMENT

LEMONS **6,000 Boxes** BITTERS

St. Nicholas, Home Guard, Kicking, Puck,

arrived this week for Ontario points.

W. B. STRINGER & CO., - Sole Agents, - TORONTO, ONT.

1 car Marmalade Oranges. 1 car each Navel, Valencia, Porto Rico Oranges. 1 car Cabbage. 1 car each St. Nicholas, Eagle and Sun brand Lemons. 1 car Valencia Onions. Among our arrivals this week.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

If you have any Onions to sell, quote us your full particulars.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.

Car Finest VALENCIA ORANGES
Regular and Large 420 size.

Car SEVILLE (MARMALADE) ORANGES

Car FANCY BANANAS
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SIGNAL BRAND ORANGES We quote for prompt shipment

Extra fancy California Navel Oranges, Signal Brand, 150's, 176's, 200's,	*$3.00*
" " " " " 96's, 126's,	*2.85*
" choice " " various brands,	*2.75*
Finest Indian River Florida Oranges, all sizes,	*2.75*
" " " " Grape Fruit, 64's, 80's,	*3.00*
" Jersey Cranberries per bbl.	*7.00*

MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

PROFIT AND GOODNESS

That's exactly what you get, Mr. Grocer, by featuring our

Jams and Jellies

There's a direct profit in them and their genuine goodness assures an indirect profit as well. Our

Pure Apple Juice

is still the prime favorite. Send for particulars.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

from the south where potatoes are plentiful.

Up to the present the duty has been more than counterbalanced by the excess in freight rates from Eastern Canada as compared with the rates from Minneapolis. Last week, however, the duty was raised from 15 cents to 20 cents per bushel. One large produce house had three carloads on the way to Winnipeg and the announcement of the increased duty was particularly unwelcome to them.

Potatoes have been selling to the retail trade at about 80 cents per bushel, and the result of the increase in the duty will be to raise the price to the trade to 85 cents. It is not thought that the increase in the duty will be sufficient to divert the trade to Eastern Canada. Freight from Minneapolis averages about 15c per bushel, and as mentioned above, the duty is 20 cents. Freight and duty combined thus amount to more than 40 per cent. of the price.

NOTES.

Mr. Healy and Mr. Vickers, of Vancouver, have formed a partnership and will go into the grocery business.

E. W. Drew, Oshawa, has disposed of his grocery business to Mr. Germond. Mr. Drew is taking a position with the McLaughlin Carriage Co., as buyer.

J. A. McCrea & Son, grocers, of Guelph, have sold their stock to Mr. McLaren, of Fielding & McLaren. Mr. McLaren will take charge of the business himself.

R. Scott & Co., Mount Forest, have concluded their annual mid-winter sale and it has proved a great success. They conduct their own sales and that is one reason they make out so well.

The retail grocers of Ottawa have presented a new petition for early closing to the city council. The grocers ask for closing at six o'clock on every day except Saturday, when the hour would be nine.

A. Mills has bought the general store business of R. Ray, Wood Lawn, a hamlet a mile and a quarter from Kirktown, where T. Eaton began business in Canada, and where he is still well remembered by the old folks as a very pushing and aggressive young man. Mr. Mills is going into real estate in the west.

A grocery traveler who hustles hard enough to keep warm and look pleasant, between Toronto and Georgian Bay, said to The Grocer this week, "Most of the merchants who take stock have done so by this time, and consensus of opinion is that 1906 was a record-breaker for business. From the breadth of the smile most of them wear, I guess the balance was substantially on the right side in most cases."

JUST ARRIVED

Special direct shipment of

No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Gaspe Herring

Quality the very best.
Prices are right.
Order before supply is exhausted.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

IF IT IS

SALT

you require, we have it.

Full assortment of the best brands.

VERRET, STEWART & CO. Limited

MONTREAL

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

TRADE MARK REGISTERED

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE

The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

MAKER OF FOODSTUFFS AND AN IMPERIALIST

Makers of Food Stuffs and Imoependent

A. W. Maconochie, of Maconochie Bros., England, is now in Canada, and last week spent some time in Toronto. Maconochie Bros. are among the largest producers of prepared foods in the world. They produce half Scotland's output of canned fish and from their great plant in London occupying many acres on the Thames bank, were issued the rations for the memory of which thousands of South African veterans, Canadians included, still bless the name of Maconochie. To the grocery trade in America the firm is best known as makers of pickles, jams, sauces, etc., of very high quality and packers of superior fish products. On this side the Atlantic the firm's agents are the MacLaren Imperial Cheese Co., Toronto, who have achieved a splendid success with the Maconochie goods.

Member of Parliament.

A. W. Maconochie was member of the British Parliament for East Aberdeenshire for years until the last general election, when he was beaten as a Liberal Unionist, but principally as a fiscal reformer. If Mr. Maconochie believes anything (and he's Scotch) it is that a scientific application of the principle of protection will save industrial England from decline. The principles of his faith are simple enough. "Pay English workmen as Americans are paid; let them live as well and they'll work as well. To do that, protect the English manufacturer and secure the markets of the Empire for the products of industry under the flag. Mr. Maconochie believes scientific protection would accomplish that. As a proof that a reasonable duty does not enhance the price to the consumer Mr. Maconochie tells that when in the House he suggested a higher duty on sugar for revenue purposes. It was put on; the consumer paid no more and dealers who had opposed the measure confessed after a year that they had never made so much money. Mr. Maconochie asserts that British trade is declining and explains the apparent increases by stating that the increase is only in values due to high prices.

He Did Things.

During his five years in the Commons Mr. Maconochie made a record for himself by securing for his constituency from the Imperial Exchequer more than all his predecessors had in the 65 years before him.

Mr. Maconochie has large steel and iron interests in America and Germany. Canadian railway securities, he says, are much more popular than American railway securities in Great Britain. Trusts, he averred, could be and should be legislated out of existence, but he stated the very interesting fact that in certain kinds of steel production American, German and English manufacturers had agreed upon a division of the world's markets.

Mr. Maconochie is in his habits one of the most democratic of men. He has a fine zest in life, is frank and unconventional and the toiler and millionaire are equally at home with him. Still under fifty, sturdily built, with a fine, closely-cropped head, firmly set, Mr. Maconochie is of the dominant Scotch type, and is a man whom a newspaper man feels it worth while to have met. He left for Montreal Sunday, accompanied by Mr. Marshall, of the MacLaren Co.

BOAR'S HEAD ADVANCED.

A further advance in Boar's Head compound lard has taken place. Prices now read: Tierces, 9⅞; half barrels, 10⅛; 60 lb. tubs, 10⅛; 20 lb. wood pails $2.08; 20 lb. tin pails, $1.98; Cases, 3's, 10⅞; cases, 5's, 10¾; cases, 10's, 10⅝.

The clothing, drygoods and grocery business of Wm. Campbell, Elora, has been removed from down town to the John Gibb store, a more central stand, uptown, where Mr. Campbell has added Walker bins and fixtures, clothing cabinets, silent salesman cases and a fine, N. C. register, giving him a most attractive and up-to-date store. This business was founded by Mr. Campbell six years ago, is now carried on by his son who "knows how" in conducting a modern retail store. Mr. Campbell believes in a free use of printer's ink and in keeping faith with the public. "Campbell's Cash Counters" are well and favorably known to the people of Elora and the surrounding country.

SUPPLIES FOR LENT

FISH AND OYSTERS

If you cannot sell fish now you never can. You're not making all the profits coming to you if you do not carry our assortment. Don't allow Lent to slip past you, but

FOR A STARTER TRY

Leonard's Boneless Fish
Leonard's Pure Boneless Cod
Leonard's Skinless Cod
in 100-lb. cases

Labrador Herring
Labrador Salmon
Sea Trout, Lake Trout,
Green Cod

The Best in Prepared Fish.

Pickled Fish That Sell.

Here are a few more lines to push:

Frozen Salmon, Halibut, Pike, Pickerel, Smelts, and Large Sea Herring

If you do not see what you want here, let us give you further information. Better secure our price list. Tells about all our lines. Need any Oysters?

Branches: ST. JOHN, N.B. GRAND RIVER GASPE

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE TELEPHONES

Mr. Grocer,

You **must** sell Cigars—not because most grocers in Canada do, but because your prosperity demands that you shall sell Cigars. Nor can you afford to stock an inferior brand. You can only oblige your customers by carrying a stock of first-quality, easy-priced Cigars. Take no chances. Stock up

Pharaoh and Pebble

Cigars—proclaimed by particular smokers to be the best Cigars manufactured on this planet at the price.

Pharaoh is a ten cent Cigar and fifteen cents fails to buy any other nearly as good.

Pebble is sold at five cents and there are mighty few grocers in Canada who have not many good words to say for the **Pebble.**

N.B.—The Payne Plan of doing business says more for genuine Cigar goodness than all the words we could print. See last issue of this paper—if you do not know that plan.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Success Insurance

Mr. Grocer! if you could take out a policy assuring success you would certainly do so. Such a policy would cut out the memory of over-due bills and their attendant evils. Yes Sir, you would actually pay out good cash every now and then for such a policy. Why not stock up

T. & B.

You only pay for the tobacco. The success policy goes with it—an unwritten policy which hundreds of grocers have proven more valuable than most written policies. ***T. & B.*** is only another name for success insurance.

Tobacco sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

RESIST OPPRESSION AND ENFORCE REFORM

Power That Lies in a Well Organized National Retail Grocers' Association.

E. A. Stevens, formerly national organizer for the National Retail Grocers' Association, in an address before the recent annual convention at Dallas, Texas, said :

In matters of organization the average retail dealer has, in the past, been too prone to be lavish at someone else's expense, but extremely parsimonious when it came out of his own pocket. On himself, he will go out and have a good time—no matter what the cost. On this organization, which is only capable of doing for him, in proportion of what he is willing to do for it, he has been simply niggardly. That has been the greatest danger which has threatened this greatest of grocery organizations.

Just consider what this national association can accomplish, if properly officered and financed. It can defeat the parcel post project. It can prevent the fraudulent sales by soap clubs, which are cutting a deep gash into the grocery trade in almost every state, by undertaking the agitation of laws against misrepresentation, and securing such laws in states where they do not now exist.

Aid in Enforcing Pure Food Law.

It can aid in the proper enforcement of the National Pure Food Law, so that there will be the least possible friction with the trade. It can secure the abolition of that first-aid to the "dead beat"—the national bankruptcy law, why can't we have a just and equitable national collection law ? It can abolish premiums and trading stamps. It can and should rid the south of the semi-jobber. You owe that to our honored friend and helper in time of need, Hon. J. A. Van Hoose, president of the Southern Wholesale Grocers' Associations which paid half of the cost of organizing all the southern states, except Texas and Arkansas. It can protect every grocer in the land against short weight goods. It ought to devise practical means to stop the further demoralization of the grocery business from being swamped by ignorant, unclean and, to say the least, undesirable classes.

This National's very existence could be made worth at least $100 per year to everyone in the trade. Suppose the States had a law requiring a certificate, or diploma, of fitness from every applicant to enter the grocery business—like most trades, callings and professions ? If such could be obtained, that would settle for all time the financial problem. I believe the operation of the National Pure Food Law will eventually compel some such regulation of the retail grocery business.

Power of Combination.

From combination, and combination alone, can come the strength and power to resist aggression or enforce reform. The great overshadowing pall that still obstructs retail grocery organization is the grocers themselves. Most of the evils from without would quickly disappear if it were not for the evils from within. These are manifested by petty jealousy, by attempts to undermine competitors, by cutting prices, by false statements, by substitution, by attempts to push cheap trash, which discredit themselves and their calling. By grovelling—looking down instead of up—by debasing instead of elevating methods. Then there are the horde of what I term "nothingarians" whose indifference blocks action, who stand like a vast row of ciphers—of no power, force or influence—until someone fitted with vitalizing and electrifying vigor places a figure in front of these ciphers, and, behold, they are immediately endowed with tremendous importance and power. That figure typifies organization !

Enthusiasm Needed, Too.

We need something more than organization ; we need the esprit de corps which inspires action. Look at our social and economic conditions to-day. The vast department stores and mail order concerns swallowing up the lesser merchants, the trusts and combines dictating terms to retailer and consumer ; capital and labor, landlord and landless, employer and employe confront each other. Society is being unevenly divided into rich and poor, and it seems as though those who frame our laws and carry on our government consider these conditions natural and unavoidable. Instead of removing as far as possible trade inequalities their policy has been directed solely to the advantage of predominant interests. Excessive greed and inordinate selfishness are brutalizing and degrading men. The retail business day grows more hazardous and commercial strife reigns everywhere. Why ? There are many reasons no doubt, but not a few can be attributed to the inadequacy of our business laws. Instead of statesmen we have had sharp

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

old by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch : 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

shrewd corporation advocates, who do the bidding of the brigands of industry and trade and ruthlessly trample on the rights of the humble. As long as such conditions obtain there is need, imperative need, for this National Retail Grocers' Association.

TAXES ON TRAVELERS.

The British Board of Trade has issued a useful bluebook, which gives the following list of British colonies where there are regulations or taxes upon travelers, with the annual amount payable:

New Zealand (£5).
Cape Colony (£25).
Natal (£10).
Transvaal (£10).
Orangia (£20).
Prince Edward Island ($20).
Quebec ($50 up).
British Columbia ($100).
British Honduras ($10).
Bechuanaland ($10).

In New Zealand the fee is held as a guarantee that the income tax due on the business done in the colony will be repaid. In Prince Edward Island and British Columbia the licenses are much higher for travelers selling intoxicating liquors or cigars.

In all other parts of the British Empire commercial travelers can carry on their work without hindrance.

Appended is a list of foreign countries which impose taxes on the ambassadors of trade, together with the annual amount charged:

Argentine Republic (varies in different provinces).
Bolivia ($300).
Brazil (varies according to province).
Bulgaria (£6).
Congo Free State (£6).
Denmark (£9).
Germany (1s).
Mexico (varies according to province).
Norway (£5 11s. per month).
Paraguay (£10 to £15).
Russia (£26 7s. 5d.).
Sweden (£5 11s. per month).
Uruguay (£21).

The commercial traveler in Russia has no fewer than four separate payments to make every year.

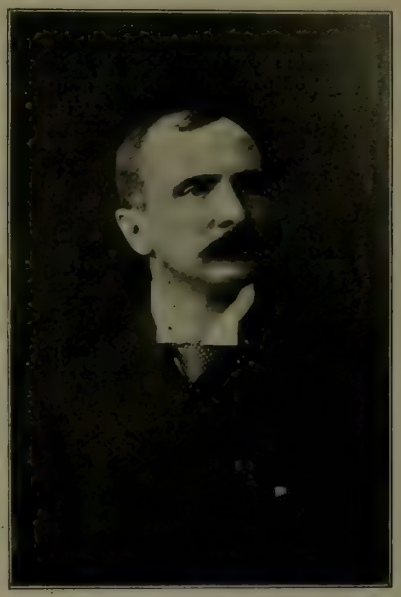
H. D. Metcalfe, of H. D. Metcalfe & Co., Montreal, and president of the Improved Match Co., Drummondville, P.Q., spent a few days in Toronto last week.

EXHIBITION OF GROCERIES.

Progress Being Made By Committee—A Great Hospital Day.

Preparations for the great exhibition of groceries to be held in Montreal in April are rapidly being completed. Every day brings to a head some new arrangement so that the opening of the Exhibition on time is assured.

Booths are being sold to manufacturers, importers and agents all over the Dominion, and the number remaining untaken is very small. The energetic members of the committee appointed to look after matters are doing all in their power to forward the interests of the project, and with everybody working results are showing as they naturally must.



ALBERT HEBERT
Committee Exhibition of Groceries, Montreal, who suggested holding of Hospital Benefit Day.

One of the first to suggest the latest step was Albert Hebert, a committee member, President of the Wholesale Grocers' Guild and head of the firm of Hudon, Hebert & Co. Mr. Hebert thought it would be a good idea to divide the gate receipts taken on the first Saturday of the Exhibition, April 20, between the two principal hospitals of Montreal, the Notre Dame and the General. The matter was taken up at once and it was finally decided that this should be done. The public will be made aware of the committee's intention and a tremendous crowd will no doubt turn out on that day particularly. Mr. Hebert is a hustler from the start and an excellent man to have on the committee.

ANOTHER FOOD SHOW.

The Grocery Clerks' Association of Montreal contemplates holding a food show in the Montreal Stadium from July 1 to July 6, coming. It will be known as the Greater Montreal Pure Food Show and will be run entirely under the management of the Clerks' Association. Their annual excursion will be cancelled in order to allow members to devote the time and energy they usually give to the excursion to the Fair. Those on the committee are: A. Lacroix, O. Dionne, J. B. E. Poirier (treasurer), J. O. Levesque and A. Quesnel.

POTATO SITUATION IN MONTREAL

New Brunswick potatoes rule the market in Montreal at the present time. There are three varieties which are in demand. Green Mountains are the best sellers now offered to the trade, while Purelifiques are also sold extensively. This is a splendid potato and seems to give satisfaction. The Favorite potato is sold freely in some quarters, but does not meet with general favor because it is a rather damp potato. The market is about steady, prices asked being obtainable when buyers are open for business. Quite a few shipments are being made to the west, but Ontario is really not touched as it was last year. Shippers from New Brunswick have been sending their cars right through to Toronto when they have been desirous of dealing with the trade in Ontario centres. One Montreal dealer had a buyer who bought a couple of cars at Boston with the intention of shipping them into Canada, but when he found that he had to pay duty he realized his error and an effort is now being made to sell the potatoes on the American market.

J. W. Windsor, Montreal packer of the Ice Castle Brand of Lobsters, Haddies, Herrings, etc., was a caller upon the Toronto jobbing trade this week in company with A. E. Richards, Hamilton, Ontario representative.

GREAT, BIG, GRATIFYING PROFITS

Appeal to you every time, the more so because it is difficult to obtain large returns.

How is your tobacco department paying?

It's a money-getter if you are making your leaders

HOGEN-MOGEN AND ROYAL SPORT CIGARS

A better **ten cent** cigar than Royal Sport is not made, Hogen-Mogen pleases everybody, customers return for both brands.

ORDER TO-DAY

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

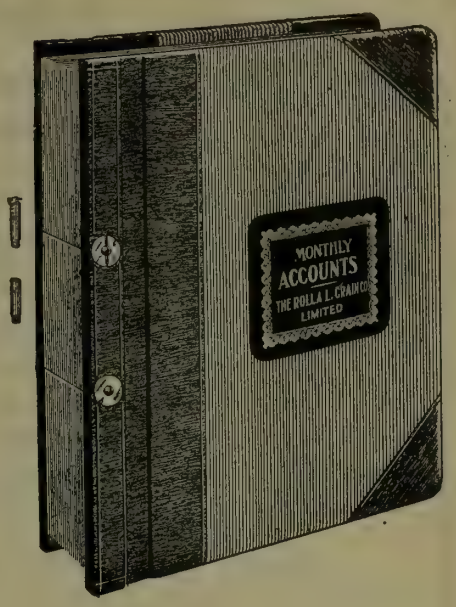
Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.

The Crain Monthly Account System

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satistactory to his customers and more pleasant to himself, than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds on one sheet as easily as it does on 1,000, not one that you must have a certain number of sheets in before it will bind, and then only allows you to extend to a limited number of accounts.

Write us for particulars.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : 18 Toronto Street

Montreal Office : Alliance Building

Winnipeg Office : 11 Nanton Block

Established Over 50 Years

DARLING & BRADY

Manufacturers of

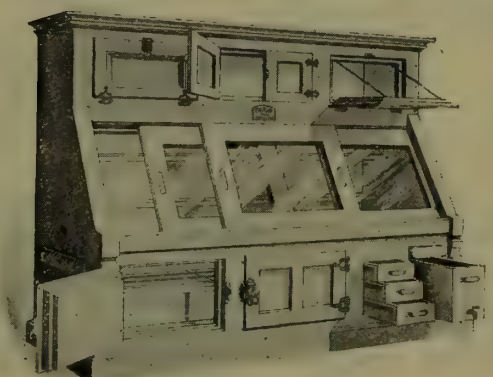
Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - Montreal

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, Proprietor and Manufacturer

OFFICE AND FACTORY
3167 to 3171 Notre Dame St.
MONTREAL, CANADA

WAREROOMS
4 to 8 Fabien Ave.
31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.

Too Expensive For My Business!

SYSTEM THE SECRET OF SUCCESS

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

■ ■ ■ ■ ■ ■

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

SAVE MONEY

You are quite anxious to do so—But the Grocer who has installed a

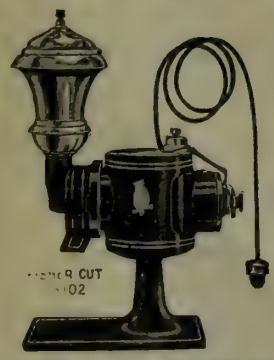
Duplex Counter Check Book

is actually doing so. Yes that book does save money because it does save time.

Let's send you particulars

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GOOD GROCERY FIXTURES should provide for—

EFFICIENCY of Service.
ECONOMY of Space, Time and Labor.
CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sas

See That Waggon!

Think about it in connection with your business. **Can you afford to go along in the old way?**

Abbott's waggons are right in every detail. The material is the best we can procure. The work is thorough as well as artistic. Prices—no more than an honest man wants to pay for a good waggon.

Prompt shipment

H. C. Abbott & Co. London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

"DO THE PEOPLE LIKE TO BE FOOLED?"

The Manufacturers of Soap in a good many cases are to-day acting on this principle. They are cutting down the size of the cake, using adulterations and poorer quality of materials, and still claiming their soap and price is unchanged.

The reason: The price of raw materials for making soap is so high the manufacturer has been compelled to make some change in price, quality, or size of cake. Most Canadian makers have chosen the poorer quality, cut cake method.

The Grocer Who Knows His Business Will Certainly See That His Customers Are Protected And Will Receive Proper Honest Values.

You can feel perfectly satisfied you are giving the best value in soap when selling the "SURPRISE" Soap to your trade.

Quality is the secret of "SURPRISE" Soap success.

"SURPRISE" Soap is to-day the same quality, the same size, as it has been for over twenty years. The price is advanced somewhat to meet conditions of high cost raw materials.

THE

ST. CROIX SOAP MFG. CO.,

St. Stephen N.B.

"SURPRISE" is owned by an independent Company. It does not belong to the English or Canadian Soap Trust.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

February 22, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 [illegible]
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½lb.	14 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case.	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 35
" in pepper boxes, according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's....$2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
Crystalized " ½lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 34

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	9 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case	per doz., $ .90
1 " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
¼ " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½'s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	26c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TEURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

SALES RECORD UP AGAIN

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

January sales of RISING SUN Stove Polish in Cakes, and SUN PASTE Stove Polish in Tins, exceed sales of January last year by 25%. Does that prove anything in regard to our claims of superiority? We know you say "Yes." Continued success is evidence of superiority. Push the goods with our trade mark. It pays you well to do it. Satisfied customers come back to YOU.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Borden's Brands

"Eagle" brand Condensed Milk and
"Peerless" brand Evaporated Cream

To have and to sell these is to have the best your trade can desire—The Best pays Best.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
"	2 oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" 1 "		4 50
"	20 "	" ½ "		4 75
"	20 "	" 1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 08
20-lb. tin pails	1 98
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	1 50
" 1-lb. tins "	5 00
Durham ¼-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
½-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

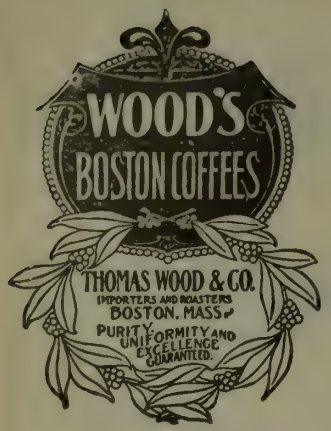
Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " 8-lb. "	0 06½
Canada laundry	05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.



SAVING

Every particle of strength and aroma developed and **saved** in Coffee adds just so much to its value, for it means
Dollars saved to the consumer, because it goes further;
Dollars made by the Grocer, because they sell more.
The "saving quality" is one of the greatest attributes of

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."
12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06½
Barrels, 200 lb. 0 05½
Kegs, 100 lb. 0 06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case. 0 07½
6-lb. enameled tin canisters, 8 in case. 0 07½
Kegs, ex. crystals, 100 lb. 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case. 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb. 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb. 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb. 0 07

SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Durham corn starch, 40 lb. 0 05

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 05½
" 3-lb. cartons, 36 lb.. 0 05½
" 200-lb. bbl. 0 05
" 100-lb. kegs. 0 05
Canada Laundry, 40 to 46 lb. 0 05
Ivory Gloss, 3-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb. 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

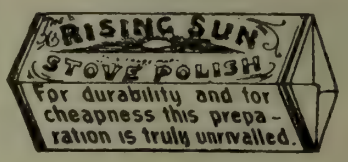
J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight 9½c

Stove Polish.



	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes.	10 00
Sun Paste, 5c. size, ½-gross boxes.	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases 24 qts.. 4 80
" 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
5¢ lots prepared up to 40c. rate.

Empire Golden Syrup—
Cases, 24—2's. 1 95 Bbls, per lb. 0 02½
" 12—5's. 2 40 ½-bbl. " 0 03
" 6—10's. 2 35 Kegs " 0 03½
" 3—20's. 2 25 Pails, $1.40 and $1.

Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s	0 36	0 50
Gold " 1's, ½'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 120 ½-lb. }	0 35
" " 60 ½-lb. }	
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	$....
" II 40-lb. boxes.	....
" III 30-lb. boxes.	....
EMD AAA Japan, 40 lb "at.	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes.	....
" XXXI 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 50-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 50-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 50-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 20½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	$0 44
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 44
" Old Fox, 12s.	0 42
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s.	0 53
" Club, 6s. and 12s.	0 44
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-10	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 43
Quesnel, 1-4, 1-2	0 65
" 1-9	0 80
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCHAU, Montreal. Per gal

EMD, pure distilled, highest quality.	$0 45½
Condor, pure distilled	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 16
Gillett's cream yeast, 3 doz. in case.	1 16

"BATGER'S" MARMALADES

4 Kinds

All of them High Grade Goods at Reasonable Prices.

SEVILLE ORANGE
LEMONA
PINE APPLE
LIME FRUIT

Agents:
Rose & Laflamme
Montreal - Toronto

"GOODWILLIE'S"
Fruits in Glass

Always Good Sellers

Their rich, luscious flavor of the fully ripened fruit, makes them appreciated by everybody.

How is Your Stock?

Agents
ROSE & LAFLAMME,
MONTREAL and TORONTO

"MADE IN CANADA"
and
MADE TO BURN

The value of a match must be gauged by its burning qualities

Our Matches

burn from the strike to the finish

Write for price list. We save you freight.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

LOOK HERE

It's getting on toward spring, and if your cans are to be delivered when you want them you must place your order on time.

Hustle

is the only sure way of getting the cans out, and this is just what we are doing. We are hustling for all we are worth at our factory. Never were so busy. That's why we want your order right away. We are sure we can fill it now, but we cannot make any promises for the future.

Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories, Limited, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd, Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
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Halifax Fish Co., Halifax.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

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Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

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Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
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Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
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Cox, J. & G., Edinburgh, Scotland.
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Nicholson & Brock, Toronto.
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Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Kyle & Hooper, Toronto.
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Millman, W. H., & Sons, Toronto.
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Thompson, G. B., Winnipeg, Man.
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Empire Salt Co., Sarnia, Ont.
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Verret, Stewart & Co., Montreal.

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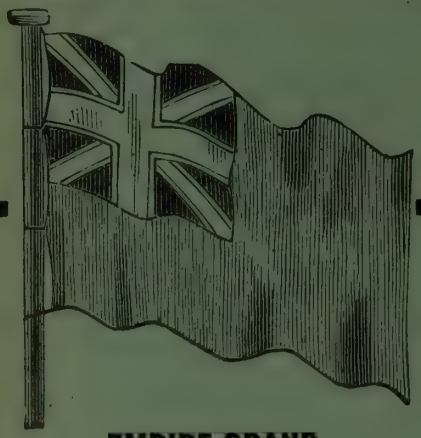

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, MARCH 1, 1907. NO. 9.

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(Continued on page 4).

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WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.
BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured inlour own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

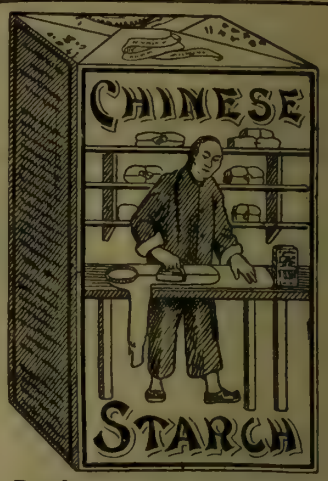
VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents

Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.

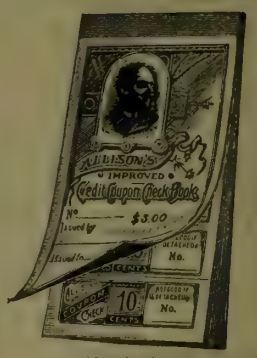
CALGARY, - ALTA.



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day Forgotten charges. Hundreds of little, things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting device. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

CATSUPS

AYLMER AND DELHI

Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

QUALITY DID IT

CANADIAN CANNERS,
LIMITED

SUNLIGHT SOAP

is the same PRICE as usual.

SUNLIGHT SOAP

is the same QUALITY as usual.

SUNLIGHT SOAP

is the same SIZE as usual.

Do not believe our competitors who tell you differently because we would not join them in putting up prices to the trade.

When we make any alterations we will tell you ourselves.

The Raw Material market is difficult and we have no desire to profit by the other fellow's troubles, but we see no reason why he should squeal because

OUR PRICES HAVE NOT BEEN CHANGED

Lever Brothers, Limited, Toronto

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

Away Back in the year 1852 the manufacture of "GILLETT'S GOODS" was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. ¶ Grocers everywhere know that this is still maintained in

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Etc.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ **Merchants Should Recommend food-products that are produced in clean factories.**

GROCERS who are determined to command the best trade of their community always keep in stock

"Sterling" Brand Pickles

the ever popular made-in-Canada pickle.

The T. A. LYTLE CO. Limited
TORONTO, - CANADA

National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

PERHAPS

you are selling

Paterson's Worcestershire Sauce

If not, you are missing an opportunity for profitable extension of your business. Remember it sells quicker than any other sauce, because its price is away below its quality.

ROSE & LAFLAMME,
Agents
MONTREAL

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

CANNED

LOBSTER

Stocks are getting pretty closely cleaned up and ***good packs*** will shortly be unobtainable. We have a limited quantity of best pack, which we offer subject to being unsold.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

OUR BEST ARGUMENT

is the quality of our goods—but our prices are O.K., too

Write us, we will send you quotations and samples. We carry a full line of bulk Teas. You'll be surprised at the bargains we offer.

OUR

"MELAGAMA"

MOTHER'S FAVORITE TEA

is a winner. Put up in lead packages only. See price list in back of this issue.

LET US SEND YOU A TRIAL ORDER

MINTO BROS., Importers and Blenders, TORONTO

JOHN TAYLOR & COMPANY

TORONTO

TAYLOR'S BEST BORAX SOAP

It's Pure That's Sure

Well Advertised Order Now

LOWEST PRICE—HIGHEST QUALITY

We'll protect YOUR PROFIT and you'll make more by pushing our Best Soap and please all your customers because it

"SOFTENS WATER" and "WASHES EASIER"

CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER?

Do you want a share of the immense volume of business to be had from a city of this size? *If so,* now is the time to place your account in reliable hands.

Calgary to day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan* and *Eastern British Columbia.*

Do not Delay. Write us Now. *Start* the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

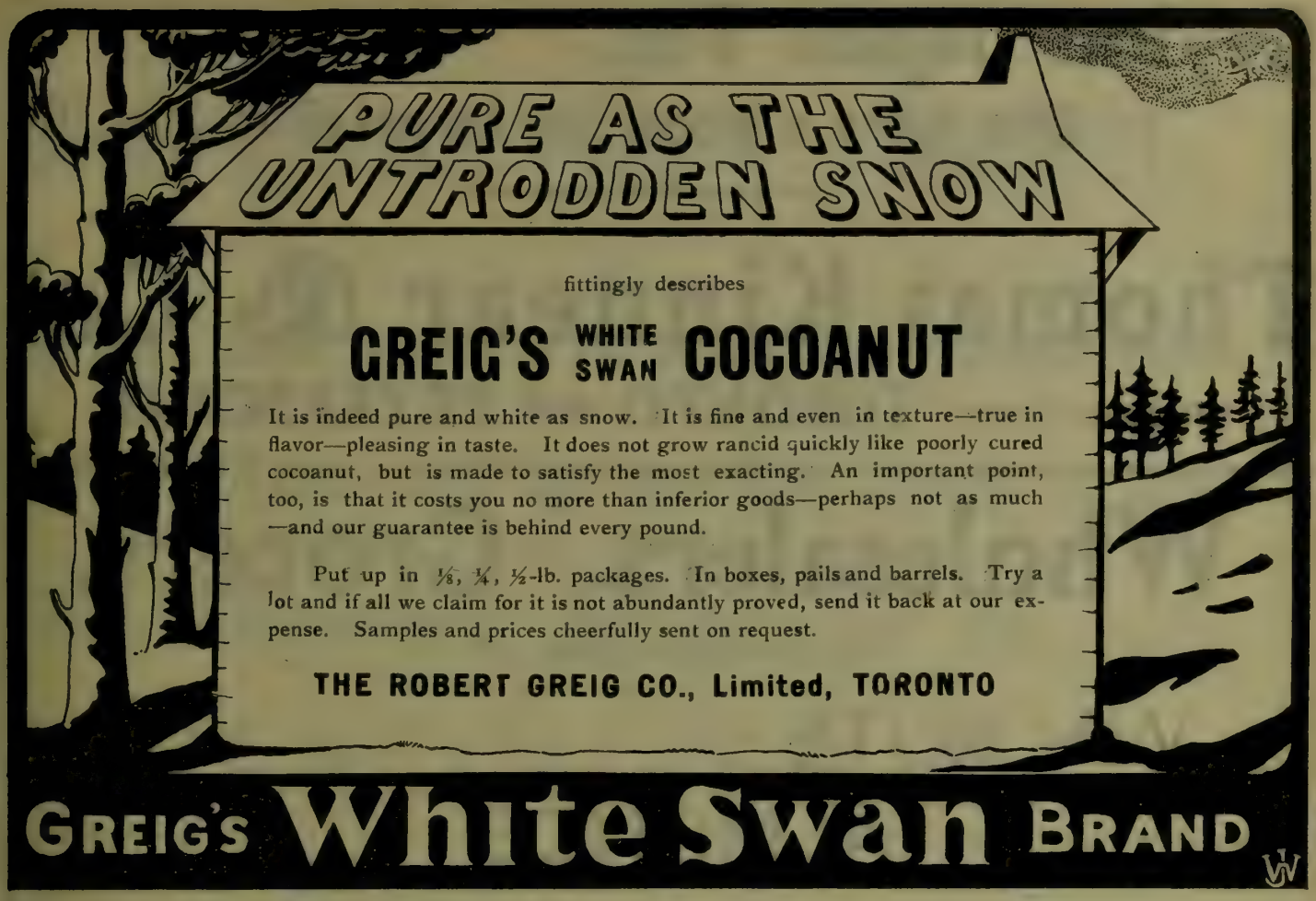
We will distribute and store cars of merchandise of almost any description. Write us for our rates.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office
WINNIPEG


PURE AS THE UNTRODDEN SNOW
fittingly describes
GREIG'S WHITE SWAN COCOANUT
It is indeed pure and white as snow. It is fine and even in texture—true in flavor—pleasing in taste. It does not grow rancid quickly like poorly cured cocoanut, but is made to satisfy the most exacting. An important point, too, is that it costs you no more than inferior goods—perhaps not as much—and our guarantee is behind every pound.
Put up in ⅛, ¼, ½-lb. packages. In boxes, pails and barrels. Try a lot and if all we claim for it is not abundantly proved, send it back at our expense. Samples and prices cheerfully sent on request.
THE ROBERT GREIG CO., Limited, TORONTO
GREIG'S White Swan BRAND

You may get a bit more profit out of cheap coffees—you don't get more customers.

A larger trade means larger profits.

It pays in the long run to sell Chase & Sanborn's High-grade Coffees

Chase & Sanborn,

The Importers, Montreal

Ceylon Japan Tea

We have a good line to retail at 25c. lb.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

STOVE POLISH

We want you to sort up your stock of

JAMES DOME LEAD

the best stove polish in the market.

NO DIRT **NO DUST** **ALL SHINE**

W. G. A. LAMBE & CO., Canadian Agents.

Manufacturers! B.C.S. LTD. Shippers!

What *you* want is—

High Class and Up-to-date Representatives

What *we* want is—

High Class and Up-to-date Goods to Sell

(Our travellers call on every Grocer in British Columbia.) Write us to-day.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Managing Director

VANCOUVER, B.C.

We recognize that as representatives we are not only expected to sell goods, but to protect the manufacturers' interests

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

GOOD ENOUGH!

Mr. Grocer! There is only one starch which is good enough for you to retail, and you know it. That starch is

IVORINE

the housewife's best friend, and reckoned the most active ally in business building by all shrewd grocers.

Try it now and you'll always retail **IVORINE**

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results** ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Our advertisements are telling your customers all about

'CAMP' COFFEE

and we shall esteem your assistance in introducing it into the homes of Canada. "CAMP" is a liquid Coffee of exceptional quality ; it saves time, waste and worry and satisfies all who try it. *It pays the distributor a handsome profit* and means increased business. More about it next week.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents:
ROSE & LAFLAMME,
MONTREAL.

Now's the Time For

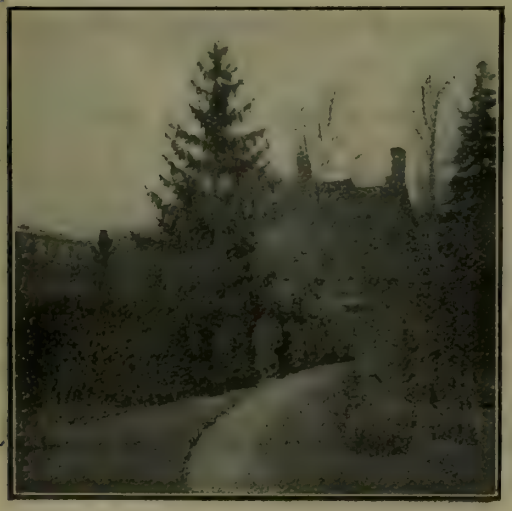
your order if you are looking for the real article in sardines. You will be interested in hearing that we have just received a special shipment of

Alibert Sardines

This is the lot we've been telling you about. Need we tell you again that they are the best article on the market? Hardly. You know it yourself if you have ever sold Alibert Sardines.

Your Jobber Carries Them, if not

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL



Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

SPECIALS

3 lb. Strawberry Beets, fine for Salads, - - 1.10

1 lb. Solid Pack Preserved Strawberries, - - 1.60

Tartan BRAND

SIGN OF PURITY

MARMALADE SEASON

Wagstaffe's Orange is all Marmalade, 1 lb. glass, 2 lb. and 5 lb. tins
Wagstaffe's Fig and Lemon is appetising.
Robertson's Orange, Green Fig, Pineapple, Ginger and Ginger and Fig Marmalade
Keiller's 1 lb. glass, 7 lb. tins Marmalade
Crosse & Blackwells 1 lb. glass, 7 lb. tins Marmalade

SALAD SEASON

Vestal Pure Olive Oil, qts., pts., hf-pts., the finest quality
Crosse & Blackwell
Barton & Guestier, qts. and pts.
Prices', qts. and pts.

Special Attention to Mail Orders.

Phone for Quotations, 596. Free to Buyers.
Offices Phones 1996, 1997, 1804, 596.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

A Proclamation TO The Grocers of Canada

Be it known to all Honest Dealers that:

We guarantee our brands of MAPLE SYRUP and SUGARS to be the purest, most wholesome and best ever marketed in the Dominion of Canada.

Our SYRUPS and SUGARS are nothing more and nothing less than the pure concentrated sap of the maple tree. As a surety of purity we carefully analyse every drop of the product canned or bottled in our establishment. It would be impossible for you to claim too much for them.

☞N.B.—We would like your opinion of our guarantee. If you can show us how to make it stronger you will please us greatly.

THE MAPLE TREE PRODUCERS' ASSOCIATION
WATERLOO. P.Q.

It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

Mathieu's Syrup

of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nervine Powders sell all the year round.

J. L. MATHIEU CO., Proprietors
SHERBROOKE, P.Q.

For sale at all druggists and general stores

FISH

move fast at this season, when the QUALITY is right. The lines we offer are all specially selected, fit for any table.

We have some fine Labrador Herrings, in bbls. and half-bbls.

Mackerel, in bbls. and half-bbls.

Boneless Cod, in 1 and 2-lb. bricks, etc., etc.

Order early and have the goods when wanted.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Purity is the characteristic of

Japan Tea

With its absolute purity go the elements of delicacy of flavor and aroma, strengthening and healthful qualities.

Your customers will appreciate your recommendation of **Japan Teas**

FOREWARNED
IS
FOREARMED

Vegetable stocks held by Pickle Makers are very low.

Get your spring orders in now. Every liklihood of prices going up.

BETTER BE SURE THAN SORRY

Our price for 5 gall. pails now $2.25 each.

THE OZO CO., Limited
MONTREAL

There's Something in a Name

When the proverb cobbler asserted that there was nothing in a name he did not know anything about

Southwell's

Jams and Marmalades

That name stands for all that is wholesome and pure in Jams and Marmalades and the grocer who pushes our lines fully understands the economy of business.

Send off that Order Now.

Frank Magor & Co.
MONTREAL

Canadian Agents for Southwell's Jams and Marmalades.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited
PURE FRUIT PRESERVERS
HAMILTON, ONT.

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - Montreal

Good Sellers!

LUCERNA

Swiss Milk

CHOCOLATES

GOLD MEDAL
Awarded at the International Exhibition at Milan

Grocers, Confectioners, Druggists, send for price list and Free tasting samples to

MacLaren Imperial Cheese Co.
TORONTO
Sole Agents in Ontario

It Pays Dealers to Keep

Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is a Skin Tonic and Beautifier.

And it is well advertised. People are looking for the trade mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN, Limited

Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

23

DURING THE FIRST EIGHT (8) WEEKS OF THIS YEAR

THE SALES OF..... **"SALADA"**

have increased 35 per cent. over the corresponding 8 weeks of 1906, and when you remember that in 1906 our sales increased 23 per cent. over 1905, and that in 1905 the sales were an 18 per cent. increase over 1904, everyone must admit that

"SALADA" Serves the Public Well

TORONTO	NEW YORK	BUFFALO	DETROIT	CHICAGO	MONTREAL
32 Yonge St.	198 W. Broadway	11 Terrace	83 Shelby St.	34 Wabash Ave.	Cor. St. Paul and St. Sulpice Sts.

21

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net.
2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.
Ass't. case 4 kinds,
$1.50 doz.

Above cut represents exact size and style of our 1-lb jar

Pure Fruit Jam

1-lb. net.
2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz.
Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz.
Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

ORDER FROM YOUR JOBBER

SUGARS LIMITED, MONTREAL

DIAMOND BRAND MAPLE SYRUP

True to Nature, the Syrup with the real smack of new sap goods about it.

TWIN BLOCK PURE MAPLE SUGAR

See that our name and guarantee is printed on the box. None other is genuine.

BUTTER BEANS

A new line of confectionery in pails, immense seller.

MINT BUTTONS

A pure cream confection. Put up in pails.

ASK YOUR JOBBER'S TRAVELLER FOR PRICES. DROP US A POSTAL FOR OUR ILLUSTRATED CATALOGUE.

SUGARS LIMITED, - - MONTREAL

I have often been asked whether my selection of the name **"RED ROSE"** had much to do with the remarkable growth of my business. I have always said "Yes, I think the name has been a help, because it is one that conveys an impression of something delicate, something nice—the red rose—a flower we all like, therefore a name which should induce the tea drinker to try the first cup."

And, after all, **it's that first cup,** that first package; for if they turn out wrong, in the words of a late American Senator, "Where are we?"

So, you see that having got down to the final analysis, we have to conclude that while there is something in a name, the principal thing to ensure success in tea selling is the quality of the article itself.

"RED ROSE" proved a good name because it is a good tea. Had it been a poorer tea, the value of the name would have been no greater than many others.

I shall always feel, in having chosen the name **"RED ROSE"** as a brand for my tea, that I am in honor bound to maintain the quality at the highest possible standard in order that it may be a credit to the most beautiful, the most fragrant, the queen of all flowers, the **"Red Rose."**

T. H. Estabrooks

St. John, N.B.

Toronto Office :
3 Wellington East,
GEO. H. CAMPBELL, Mgr.

California Fruits

These goods will move more quickly from now on.
Prices are advancing and it is advisable to look ahead.
We have interesting prices on

Prunes—All sizes, 25 x 50-lb. boxes, 1-pound and 3-pound cartons.

Apricots

Seeded Muscatel Raisins

Our travellers have special figures worthy of your attention.

James Turner & Co., Limited, Hamilton, Ont.

There's Nothing in a Name

That may be true in most cases; but there are exceptions to every rule. The strongest exception to this general rule is

Wonderful Soap

Most soaps are pure, and all manufacturers have reasons (so-called) why grocers should push their different brands. But **WONDERFUL SOAP** is really **WONDERFUL**. It's pure, it's use is health-giving—that cannot be said for all pure soaps—and there's **a comfortable profit in Wonderful Soap for you.**

Manufactured by

The Guelph Soap Co.

GUELPH, ONT.

LENT LENT LENT

Our Stock is Complete.

Labrador Herring,
Codfish, 50s. and 100s.
Pure Cod, 1s. and 2s.
Quail on Toast, 1s.
Scaled Herring,

WARREN BROS. & CO.
LIMITED

Wholesale Grocers

Toronto

Some Results of a Great Convention

What the Gathering at Buffalo Will Do for the Canning Industry—Quality Becomes the Motto of the Canner and Packer—Facts Developed by the Convention—The Overloaded Corn Situation — Increase of Per Capita Canned Goods Consumption from Three Tins to Five.

It will be hard to overestimate the possible benefits to the canned goods industry of America of the recent convention at Buffalo with its organization of a national association and the hearty endorsation of the national pure food law of the United States. The outstanding features of the convention were given in last week's issue of The Canadian Grocer, but there are some further considerations worth while.

The New York Journal of Commerce says of it editorially :

"The National Canners' Association, which is to be the result of the convention of several separate organizations held at Buffalo this week, will be an example of the kind of business association that is eminently desirable if the professions so freely made by the various speakers and embodied in resolutions adopted by the delegates are lived up to. It will be understood that those forming this association are engaged only in manufacturing and dealing in vegetable and fruit food products put up in sealed cans. It is radically different from a combination to control production or price and extract a higher profit from the consuming public by suppressing competition or establishing any degree of monopoly.

"Its avowed purpose is to remedy or prevent abuses in the canned goods trade and regulate it by co-operation for the mutual benefit of producers and consumers, reckoning among producers those who distribute and market their products. The professed desire and determination is to eliminate so far as possible fraud and deception in this traffic. The convention declared itself in favor of every effort to prevent adulteration and misbranding and to secure purity of contents in receptacles for food products and truthful labels upon them—in short, in favor of plain honesty and fair dealing in the business represented. It determined to support the national pure food law and its faithful execution and to promote state legislation upon the same lines. The example of this convention and of the association which it decided to organize is to be commended for imitation, with the proviso, as before, that it lives up to its professions, which there is no present reason for doubting.

"These canners of vegetables and fruit for food have reason for setting a high value upon public confidence and regarding honesty as the best policy, but no more so than other purveyors of food products or of drugs and medicines. The meat canning industry has suffered a good deal of loss from failing to observe the principles of common honesty and aboveboard dealing, and confidence has been shaken in the stock in trade of drug stores by exposures of adulteration and cheapening of quality under deceptive labels. The wholesale grocers and the wholesale druggists associations have shown a disposition to take the same ground as the canners regarding adulteration and misrepresentations in their trade, but hardly with the same earnestness and unanimity. There is a disposition in some quarters to plead indirectly, if not openly, that a certain amount of deceit and concealment is harmless, if not necessary. It facilitates trade and consumers rather like it. This is a pestilent theory and honorable men will discard it. Business associations to promote legitimate objects of trade, reform abuses and above all to encourage and sustain square dealing between members of each trade and with its customers are capable of great usefulness to the community."

GEO. G. BAILEY, ROME, N.Y.
President National Canners' Association and President Atlantic State Packers' Association

THE PRESIDENT'S APPROVAL.

Rome, N.Y., Feb. 25th, 1907.

The Canadian Grocer,
10 Front St., East,
Toronto, Canada.

Gentlemen :—

We wish to congratulare you on the complete, concise and very exact report of the meeting of the canners of the United States and allied associations, at Buffalo, February 11th-16th, 1907. We are surprised to note that there was such a large number of packers and others interested in the canning industry in attendance. The members of the associations on this side of the Niagara feontier are more than pleased to greet their Canadian brothers, and we hope that they will give their moral support as well as grace their meetings with their presence at the next year's meeting of the National Canners' Association of the United States.

Yours truly,
NATIONAL CANNERS' ASSOCIATION,
(Signed) GEO. G. BAILEY,
President.

The salient facts developed by the convention may be thus stated :

First—That the food law itself is regarded as a measure that will ultimately work to increase trade in all canned vegetable products.

Second—That the canners will follow closely the rules laid down, covering the definitions of branding, labelling, the use of terms applying to added substances and to the general raising of standards of the several products.

Third—That the canners and preservers, as well, are ready to co-operate with the food law officials in the discovery and development after discovery of ways of improving quality, of the elimination of all harmless and harmful preservatives, and of a general safeguarding of the consumer.

Fourth—That the canner is willing to concede something to the jobber on the question of guaranty of his product, under buyers' labels, and the jobber, in a spirit of reciprocity, is ready to meet the canner on even terms.

Fifth—That the broker is to receive more consideration in the future, and that he now forms a part of the great system by and through which over 350,000 retailers are reached.

Sixth—That a plan of arbitration of all disputes arising out of business and sectional differences will be evolved in the not distant future and in which elements of the allied interests will have part and parcel.

Seventh—That the consumer, backed by all the forces of law, working in conjunction with business interests, will get a "square deal"—what he pays for is the best product that science and modern labor-saving machinery can produce.

Corn Quality and Futures.

The present corn situation in the States moved E. W. Branch, president of the Marengo Canneries Co., of Iowa, to advocate very cogently and with the hearty endorsation of the convention, that future corn business be eliminated for the coming season. The reason for this is that there have been two seasons of overproduction and the market is overloaded. He said in part :

"We are not of the school that advocates survival of the fittest, as regards price, when it entails not only the crucifixion of the packer and the jobber, but blights every hope of a firm, expanding market ; every hope of an increased consumptive demand by the packing of poor quality, which goes hand in hand with an attempt to produce the most for the least money.

"There is room, and not only that, but actual need of every corn packer in the business to-day, if he will pack a quality which will increase consumption.

If the 14,000,000 cases of 1905 had been of a uniformly high grade of quality they would have vanished like a snowball in June.

"There is no use mincing words; it is not so much the overproduction of the past two seasons as it is the fact that, generally speaking, the quality was not such as would command the consumers' approval and continued patronage. Look at the opportunity we corn packers have had in the past two years, with tomatoes, peas and every other line of canned goods so high that the ordinary consumer would grasp at corn like a drowning man at a straw. If we only had the quality to deliver.

Big Acreage Causes Poor Pack.

"The comsumer of to-day has greater purchasing power on account of higher wages, larger salaries and incomes than ever before, and he is looking for good corn right now at 10 and 15 cents per can, fearing to risk a lower price article. Why? Because the quality is not assured.

"We review the history of the past that we may gain for the future. Will you not agree with us when we say that the poor quality of the 1905 pack of corn was attributable to the excess of acreage, the excess of raw material, which could not be placed in cans during the short packing season at the proper stage of maturity, rather than any carelessness in efficiency, or negligence in the processing? And what caused the excess of acreage? Was it not future sales compelling over contracting of acreage, which sales in 1905, from all reports, was more than double the amount made in 1906? Now let each packer judge for himself whether or not in his own case the 1906 pack, totalling 4,000,000 cases less, was not far superior in quality to the production of 1905.

"We do not attempt to advocate, nor do we solicit your consideration of any plan to enter upon an agreement to curtail the amount to be produced in 1907, or any agreement concerning prices, but what we want is quality, quality from the Atlantic Coast as far west as corn can be packed, and we know from experience and every other packer who has ever sold future corn knows it too, that desirable quality is not so readily obtained if the packer is loaded up with future contracts and forced to over contract his acreage in the spring to insure himself against possible crop failure."

Better Quality and Consumption.

Investigation made by competent authorities have developed the fact that less than three tins of canned vegetables and fruits per individual are consumed annually in the United States. It was established as a fact that in some sections a prejudice exists against canned products.

Indorsed Pure Food Law.

It is now the purpose of the canners, as asserted in convention, to remove that prejudice, and the first move to this end was taken in joint session by an unequivocal indorsement of the national pure food law. It must be understood—in fact the canners themselves made it so understood—that the food law stand was taken without pressure from any quarter. Open discussion "left no room for doubt that the fruit and vegetable packer feared nothing from the operation of the law."

Dr. Harvey W. Wilcy pointed out that the Government is the best friend the honest canner of any product has, and he predicted that when the consumer sees on the labels of canned products the stamp of government [illegible] the value of the article as a desirable edible will be enhanced, and consumption amazingly increased. There were those at this convention who firmly believe that with conscientious effort the distribution of canned vegetables and fruits can be increased in the next year to five cans per individual—an increase, if effected, that would tax the capacity of every plant in the country to meet it.

Dr. Wiley has made the statement before the convention that canned vegetables and fruits prepared in the modern canning plants in this country are more cleanly and desirable as food than the fresh fruits and vegetables reaching the tables of the consumer through the medium of the city markets. He said the sanitary conditions as developed through the introduction and use of modern machinery in most of the canning plants could not be questioned. The ordinary kitchen would not compare in point of cleanliness and sanitation with the modern canning factory.

The striving for quality, rather than for quantity, it is conceded, will be the force behind the development of increased consumption.

HERE AND THERE WITH THE REPORTER.

The rotunda of The Iroquois looked like the rush for the betting booths at Sheepshead Bay and a constant crowd was surging back and forth. The large parlor of the Iroquois was half too small to permit of the delegates listening to Dr. Wiley's and Dr. Frear's addresses.

The Simpson-Doeller Co., Baltimore, booth was a popular resort and the unique badge, red ribbon with oyster shell and miniature crap, was much sought after. It certainly was a strong advertising medium, and one that will do them good as a reminder of their label and design work.

The invention of a Canadian exhibited by the Invincible Grain Cleanser Co., of Silver Springs, N.Y., was an interesting automatic weighing machine. The patentee is Mr. A. H. Canning, formerly a grocery jobber on Front St., Toronto. The Grocer renewed old acquaintanceship with Mr. Canning.

Two members of the Canadian House of Commons, Mr. E. D. Smith, Winona, and D. Marshall, Aylmer, were in attendance at the convention. Both being well known and prominently connected with the Canadian Canning and Preserving, interests were much interested in the latest machines for the betterment and simplification of their individual businesses.

Officers Elected.

The Machinery and Supplies Association, in attendance at the Canners' Convention, elected these officers: E. M. Lang, of Portland, Me., president; John T. Staff, Terre Haute, Ind., secretary; Charles Amms, of New York City, eastern vice-president; Theodore Cobb, of Detroit, western vice-president; executive committee, George Cobb, Fairport, N.Y., chairman; Arthur E. Scott, Cadiz, Ohio; John Colbert, Philadelphia.

The Western Packers' Canned Goods Association re-elected the following officers: President, L. A. Sears, Chillicothe, O.; vice-president, L. J. Risser, Onarga, Ill.; secretary and treasurer, Friend F. Wiley, Edinburg, Ind.; executive committee, W. C. Ellis, Vinton, Iowa; S. F. Martin, Blair, Neb., and Edward Reynolds, Sturgeon Bay, Wis.

The National Canned Goods and Dried Fruit Brokers' Association elected these officers:—President, Walter A. Frost, Chicago; first vice-president, E. Clay Shriner, Baltimore; second vice-president, Walter M. Field, San Francisco; third vice-president, Frank A. Alpin, New York; secretary, J. L. Flannery, Chicago; treasurer, H. C. Gilbert, St. Louis; directors, Thomas J. Meehan, Baltimore; A. L. North, New York; F. L. Deming, Chicago; H. W. Dunlap, Pittsburg; J. J. Hallowell, Philadelphia; Harvey Holt, Boston; Henry Flarsheim, Kansas City; Alex. Wiley, New York; W. J. Kemmler, jr., Pittsburg, and George W. Chase, Buffalo.

The Atlantic States Packers' Association elected the following officers: President, George G. Bailey, Rome, N.Y.; vice-president, C. S. Crary, Illinois; secretary and treasurer, F. E. Gorrell, Maryland; executive, W. R. Roach, Michigan; J. S. Hughes, Minnesota; R. I. Bently, California.

Model Canning Factory.

On Tuesday evening the model canning factory was put into operation for the benefit of members only. The goods processed were beans and these were put through from the snipper to the labelled can. The operation and working of the improved machinery was highly commended by the hundreds of packers present at the demonstration.

Will it be Boston or Denver for the 1908 convention? Hearty invitations were received from both these points. After discussion the question was left to the executive committee.

Max Ams, the Mt. Vernon, N.Y., machinery man, had a large exhibit of sanitary can systems machinery. A hard worker and known to almost everyone in the trade, Mr. Ams did not have a spare moment. With all he was pleasant and never put out. A large business was done by himself and staff.

Slaysman & Co., Baltimore, Md., reported splendid business with their automatic side steam locking machine. Mr. Slaysman was personally present and attentive to visitors and buyers.

The Trade Baltimore Canned Goods Packers' Organ of the United States, had a booth in the forward part of the centre aisle in the armouries. Mr. Judge, proprietor, with an assistant, was kept busy—everybody seemed to want to talk to Judge about something. This was so also at the Iroquois, headquarters of the convention. It was "Judge, Mr. Judge," by the call boys.

The entertainment tendered by the American Can Co., at the Lyric Theatre, would have been more satisfactory to a

lot of delegates had "the gods" been cut off altogether. It was no place to send delegates with their wives. A number of recipients of gallery tickets just—didn't go.

Wellington Boulter, Picton, that pioneer of Canadian canners, was present for a few days. Some of the improvements in canning machinery since he first began putting up goods for the Canadian trade must have impressed him strikingly. Miss Nellie Boulter accompanied Mr. Boulter.

One of the most striking and novel booths and exhibits was that of the United States Printing Co. in the main aisle of the armouries. The company had erected a large Dutch wind mill, on the four blades of which appropriate mottos were printed. The interior of the mill proper was arranged as a sample room, showing designs of different labels prepared by them. The mill was surrounded by a five-foot wall and altogether the effect was novel and striking. Mr. W. A. Daniels, the general manager, with a number of representatives were attentive to visitors and customers alike, many of whom carried away handsome paper-weight souvenirs.

The booth of the Worcester Salt Co. was a haven of rest for their patrons. The Grocer learned that a large number of canners and packers in Canada were regular and large buyers of this salt.

The rendering by the band of "The Maple Leaf" was a feature appreciated by the Canadians present at the reception and banquet on Wednesday. They all sang it with vim and enthusiasm.

E. W. Branch, of the Marengo Canning Co., Marengo, Iowa, is a forcible speaker and his views on the elimination of the future corn quotations were convincingly expressed. The western packers almost to a unit were behind Mr. Branch in his contentions, "Quality, not quantity, means better paying business and profits for packers and dealers alike."

That potato peeling machine is a wonder, two bushels of potatoes peeled in less than three minutes, and no waste. Hotels, restaurants and boarding houses should rejoice.

There wasn't a Union Jack in evidence at the fair. In a similar exhibition in Canada the Star Spangled Banner would have been entwined with the old "thousand years" banner.

The exhibit of the Dodge Metallic Cap Co., Montclair, N.J., received the constant and close attention of packers. Their display of the hermetic seal cap in connection with fruits, preserves, etc., in glass, was large, and the demonstration of the simplicity of application of this sanitary and simple cap interesting. The Grocer was particularly interested as it was a feature that appealed to him from every point, simplicity, neatness, quickness of securing, and closeness of sealing, etc.

The Canadian trade press was represented by R. J. Slater, of "Le Prix Courant," Montreal, and W. H. Seyler, Canadian Grocer.

The Ayars Machine Co., Salem, N.J., has several machines in operation, displaying rotary pea fillers, continuous cappers, etc. A number of sales were made to Canadian canners, and their business on this side of the line is good, steady and growing. Brown, Boggs Co., Ltd., Hamilton, Ont., are Canadian agents for this company.

One of the busiest and most looked for men at the convention and the Armories was J. Russell Shearman of the Shearman Mercantile Co., Indianapolis, Ind. Mr. Shearman's firm are extensive brokers and commission merchants and their interests and dealing with the canners and packers are very heavy.

ADVANCE OF THE WEST REFLECTED IN A GROCERY

It cannot be long now before the people of Eastern Canada will have to make unconditional surrender of the idea that the west is in a pioneer state of development. Look at the accompanying photograph of a grocery interior. It shows J. T. McCammon's store in Moose Jaw. In any city in Canada this store would not only do credit to its proprietor, but would rank considerably above the average of grocery stores in its vicinity. We are sorry we cannot show a picture of the windows, for it is almost certain that so handsome an interior presents a good exterior. The little office at the back of the store is suggestive. It suggests that Mr. McCammon has adopted a system of account keeping which if it is in line with the rest of the business and is as good as the rest of the store looks, is a chart by which the careful navigator of the troubled sea of trade may direct his course aright. It will show him the business he did yesterday and that he did a week, a month, or a year ago. It will show the cost of doing business and that knowledge alone goes a long way towards informing a grocer whether or not his business is profitable.

J. T. McCAMMON, MOOSE JAW.

DELEGATION TO QUEBEC.

A delegation, composed of Albert Hebert, L. E. Geoffrion, L. A. Wilson, and L. A. Lapointe, with J. A. Beaudry, representing the Montreal Retail Grocers' Association, formed a delegation that waited on Premier Gouin in Quebec last week regarding the changes desired by the Montreal wholesale trade in the liquor law. The principal matter discussed was a proposal to amend the present law in such a way that a wholesale dealer might be allowed to sell assorted liquors in small lots of two gallons.

LUCERNA SWISS MILK CHOCOLATE

The MacLaren Imperial Cheese Co. have been appointed sole agents for Ontario for the Lucerna Swiss Milk Chocolate.

FROM GROCER CORRESPONDENTS

KINGSTON.

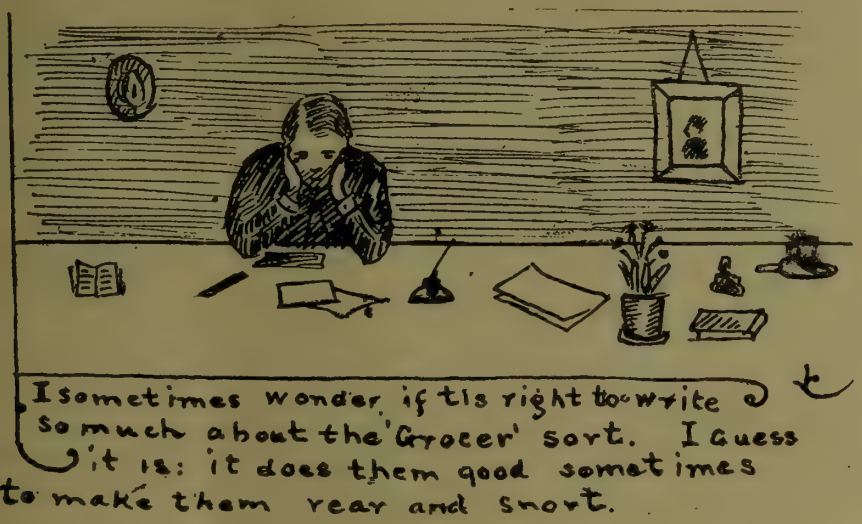
Of the glory and honor of business men in public life no city of its size in Canada is more deserving of mention than the good old city of Kingston, and the kindness of The Canadian Grocer in lending its pages for biography in brief and cuts of business men in public life is appreciated and Kingston will send its quota and do its pages honor.

A gentleman once said to Mark Twain "What a fine coterie you have." Mark with his usual quick wit added, " and also my vestry and pantry."

Well, St. Valentine's day is past and gone, but memories of ugly valentines linger in the minds o. bosses, clerks, bookkeepers and drivers. Some of them were cruel hits and many innocent people were accused wrongfully of sending them. All's well that ends well and the vicious looks will soon pass away and harmony will be restored.

It was too cold for many of the knights of the tin scoop to assemble on the market square, but still there was a quorum and after buying up all the fowls and chickens before ten o'clock Jim the grocer said, "Boys, don't you think it is fair for a canning factory to sell in small lots to a commission man here after placing several carloads with the regular army of men of commerce?"

A car condemned by those who bought as not being fit for human consumption was sold again at a big reduction and the jobbers got a snap, tomatoes 75. Resold to a few retailers at 90c. and advertised and run off at 3 for 25c. This injures legitimate trade. The board of health should have looked after these goods as they were certainly put up too ripe and even the cans seemed to be made of a cheap, lead lacquered tin. The doctors will likely be kept busy in March and a druggist who stood looking at a group on the square said, "Boys, I've had a big run on stomach pumps and ipecac lately. I don't blame you for declaring a 'casus belli' against adulterations of all kinds, for, gentlemen, you grocers are responsible for the health of the community, financial and physical. We as citizens are at your mercy. If we buy a bag of potatoes we depend on your giving us 90 lbs. and so on, and we expect you to see that we get good and pure, wholesome goods to eat. Gentlemen," continued the druggist, "I admire the pluck and courage of the grocers who, finding the car of canned goods shipped to them were not as represented order the factory to send and take them off their premises, but I regret that they were left in our city to be disposed of. If our board of health had a man of the Kitchener type, the goods would be analyzed before being offered for sale. The best prices of the tomatoes was 115 less 10 f trade & 2 per cent. and they were sold for 75c. Do you think any factory would do this if they were all right? The Government should put a stop to new labels being put on old canned goods which, I am told, is getting to be a common occurrence. Verily a false label is a barefaced libel."


I sometimes wonder if tis right to write so much about the 'Grocer' sort. I Guess it is: it does them good sometimes to make them rear and snort.

G. H. Williams is trying to sell out his stock and grocery on cor. Princess and University Avenues. He does a good grocery and meat trade, but has the western fever. He has been out west several times and owns a large farm.

Grant Pyke of Wolfe Island, one of the greatest growers of mammoth strawberries in Canada, is taking a trip out west. He draws some very discouraging pictures of western life. He is now at Vancouver and things are more congenial and to his liking, but he said it must be hard for farmers to clear land around it when stumps were from four to six feet across.

Several grocers have put in the rotary cutters for slicing bacon. They cost about $100 and are made in Chicago. Will some of those who have tried them give their ideas regarding them. A traveler told me several large firms in Toronto threw them to one side. I would like to see some of these discarded machines, scales, cash registers, cheese cutters etc. advertised in The Grocer. What one firm doesn't like would be a benefit to another and would be picked up quickly at a reduced price. There is a lot of money wrapped up in unused fixtures that could be disposed of in the manner I speak of.

Tommy Wilson, who has severed his connection with Eby Blain & Co., was in town representing Doyle & Jackson, tea merchants of Montreal. Tommy is happy and has no use for anything but tea. He is an artist at drawing and makes beautiful pictures of the fine cup qualities of his Ceylons and Indians and his victims the grocers, hypnotized by his paintings, gracefully bow and say, put me down for 5 Hfc., anyway, Tommy, 3 per cent. off 60 days. Good-bye. Hope you will succeed and follow in your father's steps," etc. In future he will be known as T. Wilson, not Tees Wilson & Co., but he may get there yet, like his dad. His popularity will win. His sales will carry him through, and when he enters his boat at the great divide he will have his fond samples at his side, and as he draws his long, last breath and sails for the promised land, he will say "Good-bye, my dear old grip ; goob-bye my samples of golden tip ; I go where all the good travelers are going, to enjoy the harvest of honest sowing, I go, I go, I go-O."

PETERBOROUGH.

With the rapid growth and extension of the city little groceries are developing into large business places. Geo. A. Goheen who has for the past eight years conducted a small store in the south end, has recently moved into handsome new premises. He has since he first started, endeavored to meet the wants of the people and the people recognized his efforts to such an extent that his old stand was far too small. Last summer he purchased a corner lot and erected a substantial brick block two stories high. The front portion is used as the grocery. It is 40 feet square, well lighted and conveniently arranged. Three large plate windows furnish the light and ample space for attractive window display. Adjoining the grocery is a well equipped butcher shop, while the upstairs is used by the proprietor as a dwelling.

Andrew Graham, for several years with Jas. R. Bell, recently started in business for himself and has a fine store in the residential section. He carries a splendid line of groceries and reports business very good. The stores in the outlying districts are securing a large share of the grocery business. This is due wholly to the development of the city and not to any fault of the down town stores, which have all the trade they can comfortably handle.

It will be of interest to the grocery trade generally to know that the Peterborough Cereal Company will shortly put on the market a new cereal food. The makers of Canada Flakes have met with such success that they have no hesitancy in branching out. The new cereal will be known as Corn Flakes, which takes the place of Corn Crisp which the company formerly made. Corn Flakes is very similar to Sanitas, which is made in Battle Creek, Mich., and it will be on the market about the middle of March. It is made from white

corn and is put through a different process from any other cereal. The corn is first made into hominy and then cooked and flavored, after which it is put through very large, heavy rollers which turn out the flakes as thin as paper and flat. In color they are a delicate brown and are very appetizing. Corn Flakes will not replace Canada Flakes as it will serve a different class of consumers. It should sell well with the heavier cereals. The large rollers which roll the flakes for the Peterborough Cereal Co. are the first of their kind made in Canada and have only been secured after the greatest difficulty.

James Connal, of P. Connal & Son, one of the pioneer grocery firms in the city, was skip for the winning rink in the four day bonspiel last week. Mr. Connal has for several years been an enthusiastic curler and is one of the best skips in the club. The prize was a pair of valuable stones.

T. Kinnear & Co., wholesale grocers, have applied to the council for the privilege of running a siding from the C.P.R. into their new warehouse. The route they wish to take is not satisfactory to the city, and Mayor McWilliams has a scheme in hand which will overcome the difficulty and will also open up a stretch of property large enough to accommodate half a dozen or more wholesale houses. This property is right in the centre of the city and only a block or two from the large retail stores. The wholesalers should encourage the mayor in his scheme as it will only be a couple of years when several more houses will be looking for sites in the city and they could not find a more convenient property.

A. Rountree, retail grocer and liquor merchant, has decided to dispose of his grocery stock, and conduct a wholly liquor business. Mr. Rountree bought the business two years ago from Ed. Brown, but owing to the change in the liquor license law the two lines of trade cannot be carried on as one business. Stocktaking was completed this week and the probability is that one of the larger grocers will take the stock and sell it off. Mr. Rountree will, about the middle of April, move to his own building on Water Street. This is the last of the combined grocery and liquor businesses in the city, and in future the two lines will be separated.

HAMILTON.

Jos. Kirkpatrick, an old Hamilton grocer, and a leading member of the Grocers' Association, is now an alderman, and is placed on all of the best civic committees. Mr. Kirkpatrick is an able man, fearless and honest, and no doubt will reflect credit not only on himself, but the people whom he represents.

A new club, composed of business men here, is asking for incorporation. Among the names of the provisional directors I see that of one grocer and two undertakers. Kind of looks like feeding the living and taking care of the dead. However, I hope it won't prove a "dead 'un."

Grocers complain very much about the poor quality and the high price of labor. Good clerks are very scarce, one grocer going so far as to say there were not ten good counter hands in the city, although good salaries are given both to senior and junior hands.

WAS GENERAL MERCHANT AND LIEUTENANT GOVERNOR

(By Canadian Grocer Special Correspondent.)

The people throughout the entire province of New Brunswick were deeply stirred to hear of the sudden death of Lieutenant-Governor Snowball, which occurred on Sunday evening last as he was on his way to attend divine service at the cathedral in Fredericton. He had left his room at the Queen Hotel a few minutes before and had only gone a few blocks when he complained of feeling unwell and turned about to return to the hotel. He had only gone a few steps when he collapsed in the arms of his attendant, Frederick McKenzie, and expired about five minutes later. Death is attributed to heart disease, brought on by an attack of la grippe.

His honor was popular with all classes, and the news of his sudden taking-off, following so closely upon that of Hon. A. G. Blair, under similar circumstances, naturally called forth many expressions of surprise and regret.

Lieut.-Governor Snowball on Feb. 5 completed his regular five year term as lieutenant-governor of New Brunswick. His commission of office was dated Jan. 30, 1902, and he was sworn in in the assembly chambers, Fredericton, at 3.10 p.m. on Wednesday, Feb. 5, 1902.

He commenced his long and successful career by entering into partnership with John McDougall, of Chatham, in a general store. This branch of business he never abandoned, and all other enterprises grew around it, that of lumbering assuming the most importance.

Although only a mere boy when he left Newfoundland, he fully grasped the importance of the fishing industries of the ancient colony. He afterwards applied his knowledge to the development of the fisheries of Miramichi, dealing in salmon, herring, lobsters, etc. To-day the company, of which Gov. Snowball was president, has lobster factories along the whole gulf coats of New Brunswick.

He was at the head of a very extensive lumber business and had also engaged in railway enterprises. During his active years he was a great worker and his success was commanded by aggressive application, courage and good judgment.

EXAMPLE OF MAIL ORDER METHODS IN THE WEST.

Editor Canadian Grocer,—I beg to call attention to a condition of things at present existing in the western provinces of Manitoba, Saskatchewan, Alberta, and British Columbia. A certain supply house in the city of Winnipeg posing as a mail order house, is at present flooding the country with a price list, and from it I beg herewith to quote a few staple lines as per list dated Winnipeg, Feb. 1st, viz., King Oscar sardines ⅛s, 13c.; silver prunes, 7½c.; D. S. F. Mustard ¼s, 9c.; ½s, 17c. per tin; Royal Crown soap, per 1 lb bar, 7c.; cartoons, 22c.; Sunlight soap, 4¾ per bar; Canada Laundry starch, 5c. per lb.; St. Lawrence starch, 4 lb. pkg., 26c.; best granulated sugar, $4.95; tobacco brier per lb., 70c.

These prices are taken indiscriminately and I further beg to say that the above prices are quoted delivered to any point in Manitoba, Saskatchewan or Alberta, together with a discount of 2½ per cent. with a $15 order. I may further say that this house used a price list copied from a western wholesale house almost exclusively.

This is the most disgusting proposition ever placed in competition with the retail trade because, as wil, be readily seen, the above quotations are the regular wholesale price of those articles in the west at Winnipeg, and yet this supply house pays freight and 2½ per cent. discount as well, on all orders of $15 or over. The writer, together with a well known representative of an eastern wholesale grocery, had a personal interview with this house and we found that the total stock which this house pretends to carry, in our estimation, does not exceed six to eight hundred dollars. In the estimation of the writer, some note of warning should be given to the public, as it is at once apparent that no business can last on such a basis. Further, this house claims to be doing now $300 per day business cash in advance, not a large amount, we admit. The following is a sample of an order going out: 2 sacks gran. sugar, $4.95; sack yellow, $4.75; 3 tins syrup, 10s, at 50c. per tin; total $16.15, delivered, freight paid, Hanley, Saskatchewan. Under separate cover I beg to enclose copy of price list as published by this house for the benefit of any reader of The Grocer who may doubt the authenticity of the prices quoted.

Yours truly,
H. E. MAYCOCK,
Melita, Man.

WINNIPEG PURE FOOD SHOW

Under the auspices of the Retail Merchants' Association of Western Canada a big pure food and grocers' exhibition is to be held in the auditorium rink, Winnipeg, July 1st to 13th. The committee in charge are, E. B. Nixon, Winnipeg; W. G. McLaren, Souris, Man.; and W. A. Coulson, Winnipeg. This is the first exhibition of its kind ever held in Western Canada, and not only the trade, but the general public as well are manifesting a keen interest in the early announcements. A number of the leading manufacturers have already reserved space for their exhibits and everything points to a big success next July.

QUALITY AND A NAME.

T. H. Estabrooks in his advertisement in this week's issue discusses his selection of the name "Red Rose" for his tea. What he says is interesting. He says in brief, "The name has proved a good one, but to get the goodness out of it I must keep the quality of the tea where it will not be a misnomer."

BOAR'S HEAD HIGHER.

Owing to the continued high price of oils, compound lard has again been advanced. Boar's head prices now read: Tierces, 10c.; half barrels, 10¼c.; tubs, 10¼c.; pails, 20-lb., wood, $2.10; pails, 20-lb. tin, $2; cases, 3's, 11c.; cases, 5's, 10¼c.; cases, 10's, 10¾c.

GROCERY TRADE NEWS IN NEW BRUNSWICK

(By Canadian Grocer's Special Correspondent.)

St. John, N.B., Feb. 25, 1907.

Very few changes have taken place in the local markets during the past week. Eggs are reported scarce and high, and butter, though coming in quite plentifully, is holding its own. Fresh fish of all kinds are very scarce. In staples there is practically no change since last reports.

Flour, meal and sugar have shown no change since last reports. Pork products are firmer. New Barbadoes molasses is coming in small shipments, while stocks of old goods are still quite heavy.

St. John has been called upon this winter to mourn the loss of several of its most prominent business men. On Monday, February 18th, tht death occurred of James Shaw, of the firm of J. & W. Shaw, bakers. Death resulted from a complication of heart and liver troubles. He was 74 years of age.

Mr. Shaw was the senior partner of his firm of which his only surviving brother, William, ex-M.P.P., is the other member. He was born on a farm about seven miles from the city. His father, William Shaw, was a north of Ireland man. James was the eldest son and left home when fourteen years of age to serve his time as a baker. In 1859 he went to California but was gone only a year when he came back and again entered the baking business. In 1569 he entered into partnership with his brother and they established a business of their own, first in the country, and removing later to St. John.

Mr. Shaw was one of the oldest members of St. David's church and before the first organ was installed acted as choir leader. He was also one of the oldest members of the Thistle Curling Club and took great delight in the game. Just a few weeks before his death when he heard that members of the Thistle Club had won the cup in the Montreal centenary bonspiel he sent word that he wished to see the prize and it was taken to his bedroom, where he manifested keen pleasure at the sight of it.

The funeral was held from his late residence, on Wednesday afternoon, 20th inst., and was very largely attended.

An important change in the management of the Maritime Dairy Company of Sussex, took place on the 18th inst., when J. F. Tilley of Woodstock, was made the general manager and secretary-treasurer of the company, in place of J. D. Frier, who has held the position since the incorporation of the company.

It is the intention of the company, under the new management, to greatly extend the business which they now have, which means the introduction of several new features which will make the Maritime Dairy Company a leader in the dairy industry. They now have branch stores in Sydney, Halifax, and St. John, the latter branch also being a manufacturing one.

Mr. Tilley has brought with him the entire business of the Sharples Separator Company in the Maritime Provinces, he having just returned from Toronto, where he was successful in completing final arrangements for the transfer of this business. It is the intention of the company to vigorously push the sale of Sharples Separators, believing that with the organization held by the Sharples Company, coupled with their own, a very large business can be done.

Mr. Tilley has engaged H. A. McArthur of J. A. McArthur & Co., of Sussex, to act as traveling salesman for this branch of the business. Mr. Tilley is one of the members of the firm of C. L. Tilley & Son, of Woodstock, was one of the pioneer dairymen of New Brunswick. He was afterward, for ten years, one of the dairy superintendents of the province, leaving that position, about two years ago, to assume the management for the maritime provinces of the Sharples Cream Separator Company. While engaged in this latter business, Mr. Tilley took hold of the Carleton Creamery Co., at Woodstock, which had become defunct under previous management and has in that time built up a large and profitable creamery. This company now comes in with the Maritime Dairy Co. Mr. Tilley will take up his residence in Sussex.

A report from Chatham says the smelt fishing season closed on the 15th inst., and altogether was a very profitable one for the fishermen. One man cleared over $700 in about three weeks. Lately the catches have been heavier than earlier in the season, averaging about a ton to a net. Large quantities have been stored away in icehouses for future consumption.

The local market has been practically bare of haddock and finnan haddies. Very few lobsters are offered and no gaspercaux have as yet been taken from the harbor. What few there are have been caught in the Kennebeccasis.

The will of Henry R. Fairweather, of Hall & Fairweather, has been admitted to probate and letters testamentary granted to Frank R. Fairweather and Walter L. Doherty, the executors. The estate is valued at $16,300 personal property.

In the estate of the late Thomas A. Rankine, of T. Rankine & Sons, biscuit manufacturers, letters of administration were granted in the probate court to his widow, Mrs. Mary E. Rankine. The estate is valued at $134,000, of which $17,000 is real estate and $117,000 personalty.

The community was greatly shocked on Saturday night, the 23rd inst., to hear of the tragic death of Mrs. John H. Cose, wife of the favorably known Waterloo Street grocer. Mrs. Cose was terribly burned in her home on Waterloo Street, while alone in the house, and when discovered life was extinct. While it will probably never be known just what caused the fatality, it is presumed that Mrs. Cose, who was a sufferer from heart trouble, overturned a lamp while taken with a weak attack, and was burned before anyone knew of the occurrence.

The funeral was held on Monday and was very largely attended. Mr. Cose has the sincere sympathy of a very large circle of friends in his sad bereavement. He is the only survivor.

Charles Damery, for many years proprietor of the Park Hotel, King Square, has sold the hotel business to his clerk, Ernest Howes, who will take control on March 1. Mr. and Mrs. Damery will leave shortly for Boston, where they will reside.

The St. Croix Courier (St. Stephen, N.B.) in its issue of Feb. 21, says:

"Rumors are current that a new candy factory is to be erected on King Street on land adjoining the Milltown branch of the C.P.R., the business to be under the management of W. St. J. Murray, until recently in charge of Ganong Bros.' office staff.

The delegation which went to Ottawa last week to arrange with the Government for harbor development has returned home and they report having had a very satisfactory trip. The Government has promised to do the necessary dredging for increased wharfage facilities and also at the harbor entrance. They also arranged for a public meeting on Friday last at which Hon. Mr. Emmerson, Minister of Railways, was present, and as a result of that meeting a committee of five citizens is to be appointed to act with the Deputy Minister of Railways, Mr. Butler, in preparing a statement of the future needs of the port, which will be presented to the Government by Mr. Emmerson. It is expected that an arrangement will be considered at once, instead of waiting for the larger question of the nationalization of all Canadian ports. The probability is that the management and control of the harbor will be vested in the proposed committee of five.

The winter port trade is still on the increase. Freight is now coming more freely from the west as the transportation companies are gradually recovering from the recent tie-up on account of the heavy storms. Up to Saturday the 23rd inst., the value of exports through this port amounted to $10,975,835, of which $7,426,485 was Canadian goods and $3,549,350 was from the United States. Seventy-one steamers have arrived this season with a net tonnage of 280,520, against sixty-one steamers with a tonnage of 203,449 last year.

Following are some of the products which have gone forward:

Wheat (bushels)	1,351,517
Oats (bushels)	790,395
Barley (bushels)	531,968
Cheese (boxes)	73,329
Cattle (head)	17,981

LESS CODFISH HELD.

T. C. Macnabb & Co., manufacturers' agents and commission agents, St. John's, Nfld., in a letter to The Canadian Grocer, under date of Feb. 18, say: "At the moment the codfish market is quiet but the quantity held here is only half as much as was held this time last year. A large number of new vessels are being added to the fleet of fishing schooners which will prosecute the cod fishery this year."

DOMINION GUILD'S ANNUAL.

The Dominion Wholesalers' Guild will hold their annual meeting in Toronto next week, Tuesday, March 5. There will be business sessions morning, afternoon and evening, and delegates will be present from all over Canada.

PETERBOROUGH RETAILER COMPLAINS OF WHOLESALERS

(Special Correspondence of The Canadian Grocer.)

The retail grocers in Peterboro claim to be feeling the pinch of the wholesale grocers and Grocers' Guild. As a result some feeling is being worked up against that organization. The wholesalers, the retailers allege, are not content with charging the retailers the very highest price and demanding prompt, almost immediate, payment, but they are seriously cutting in on the retail trade.

Speaking on this subject to the representative of The Canadian Grocer, E. F. Mason, of E. F. Mason & Co., the largest retail grocers in the city, stated that the wholesale grocers and the Grocers' Guild had secured such control of the grocery trade that they were like a lot of autocrats.

In the first place the Guild had persuaded the manufacturers to sell only through them. All manufactured goods which were sold in a grocery store had to go through the jobbers' hands first, or the jobbers would refuse to handle the goods at all. Wholesale men had also fixed the prices, not only among themselves, but for the manufacturers. The manufacturers dared not sell to a retailer under any consideration unless the wholesalers' price was charged and the wholesalers got their commission.

Take for instance, said Mr. Mason, the sugar business. The wholesaler made from $40 a car upward, and he never touched the car, and seldon, if ever, saw it. The retailer in Peterboro, through keen competition, was compelled to sell at cost or even less. In order to get any show at all he must buy by the carload. Even then the wholesaler only allowed him 5c. per hundred off, no matter whether he bought one, two or a dozen carloads.

In cereals the same thing existed. The wholesale houses demanded that they sell the whole output. They made a profit of 20c. a case, at least it would average that, and did not touch the goods. It was handed over to the retailer and the best he could do was to make about the same as the wholesaler, and he had to give credit and take chances on not getting paid at all, and do all the work of distribution.

Some lines of tobaccos were handled in the same way. Competition was so keen that the retail merchant had to sell at cost and even less. The wholesalers also had the entire canned goods business under their thumbs until a number of new factories were started. An arrangement of prices was soon made with these factories and now the wholesalers were eating up all the profit. In fact, nearly every line of groceries that could be at all was being handled by the wholesalers in the same way.

That, however, Mr. Mason declared, was not the chief reason for complaint the retail men of Peterboro had. The wholesalers were not satisfied with taking practically all the profit and do practically none of the work, but they were reaching out and grasping the retail trade. The travelers came around and after doing the stores and getting all they could there, went to the hotels and sold to them in quantities at the same price as they did to the retail merchants. The wholesalers were not satisfied with taking the hotel trade, but they were taking the restaurant and boarding house business. In fact, any person or any house which bought a quantity the wholesale house was after and sold to them at the same prices the retail grocer had to pay.

Another serious and unfair practice was that the wholesale men had carralled the grocery business of the lumber camps. They took the order for the season's supply at the lowest possible price and deprived the retail men of the business. Not only did they take the lumbermen's large order, but the wholesalers actually supplied the shareholders of the lumber companies with their groceries in small quantities, too.

It would be plainly seen the proposition the retail grocers of Peterboro were up against. Held down by the wholesalers to the very smallest profit; compelled to pay promptly, usually in ten days, and then the wholesalers depriving them of their largest cash trade. Any person who would pay cash the wholesaler was after. The retailer might have all the credit customers.

One of the largest wholesale houses in Montreal actually advertised in a local paper a number of small articles, teas and coffees, in one and two-pound lots, with a total cash value of $2.80, sent free upon receipt of cash. That was pretty nearly the last straw. The retail grocers here were afraid that if the unfair practices of the wholesale men were not stopped, the retail grocery business would be a thing of the past. As it is, the business is reduced to a second-class trade.

BRITISH COLUMBIA TRADE.

Vancouver, B.C., Feb. 21, 1907.

There is a ripple of excitement among business men and fishermen of New Westminster over the report that a delegation of cannerymen was on the way to Ottawa to support the recommendation in the Fisheries Commission's report that the Fraser river be closed for the year 1908 and that fishing on the river above New Westminster bridge be closed for all time. Joint meetings of city council, Board of Trade and a citizens' committee have been held and a strong deputation will be sent to Ottawa, armed with a big petition setting forth the views of the residents of New Westminster and the settlers along the banks of the Fraser river.

Not only is there a large class of fishermen permanently located at New Westminster, who fish in the river, but a great many of the farmers and ranchers for miles up the river, add to their income by fishing during the season. This source of revenue has aided many of them in the past, in making a living from means right at their doors. The business men of the Royal City have their own interests to look after in looking to the welfare of these two large classes of their patrons.

The canners have all along contended that the fishing in the river for such a distance above the mouth has to a great extent defeated all measures for the preservation of the fish, and especially so in the weekly close hours, which are intended to allow a proportion of the fish to continue to the spawning grounds at the headwaters of the river. It has also been urged that the quality of the fish after being so long in the fresh water is very much deteriorated as compared with those caught in the salt waters of the gulf.

* * *

Wholesale grocers are still finding it hard to replenish stocks in some lines, though freight traffic on the railways has returned to some semblance of regularity. Not only have stocks been held up indefinitely on the way from sources, but shipments to up-country points have not been going forward. Shortages in many lines have left many outside points without a supply of staples, such as coal oil, tobacco, and even flour in some of the mining districts. Nothing in the nature of serious privation has occurred, however, and the trade is rapidly getting into shape. The experience of having goods not yet in customers' hands when a traveler repeats his visit, is one of the chief annoyances, and it has frequently occurred.

* * *

One of the lines most needed has been condensed milk. Of some twelve or fourteen brands ordinarily on the market there is practically nothing left at the moment in Vancouver wholesalers' hands but a stock of American milk, Eagle brand. As this sells at $6.40 a case, which is $1.20 to $1.30 over the average of other brands, it is an expensive article. But every mining town in the interior, every saw-mill town and logging camp in the province is practically dependent on the "miner's tin cow," so it is a staple that is much missed.

One dealer speaks of a consignment of dried fruits from Spain, which was to have reached here in time for the Christmas trade but which has not yet been traced. The bills of lading showing the ship on which the goods were sent, came in, but that is the last report. The house now expects the consignment for next Christmas' trade.

* * *

In the markets there is little to report in the way of change. California dried fruits have not risen from last quotations, but cots. are practically off the market. No stocks remain in first hands, and the only goods which can be secured, and that in limited way, will be from jobbers in San Francisco.

Canned goods are moving very slowly as yet. Prices are maintained at recent quotations, and no cutting under association figures is reported. Shipments north will not commence before April 1st, when movements in both canned goods and dried fruits will be more active.

* *

In produce lines, stocks of butter are becoming better, local supplies coming in more freely, with milder weather, while Australian and New Zealand shipments have continued. The SS. Moowera arriving last week brought in over 1,000 boxes of 56 lbs. The next Australian steamer brings some 1,500 boxes. That will likely close the season of importation from the Antipodes. Local butter off grass will be in the market by the end of March and in the meantime California butter is likely to come within the range of this market. None from California has yet been received, the price there being still too high, though production is now nearly its maximum.

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TRADING STAMP LAW.

At the last meeting of the Montreal Retail Grocers' Association there was a good deal of discussion of the law regrading trading stamps. Many of the members thought they knew how the law stood but were not absolutely certain. For the benefit of the trade generally The Canadian Grocer gives here the law as it stands to-day in this matter. It will be seen that trading stamps are dealt with under four sections : Issuing of trading stamps, giving of trading stamps by a merchant to a purchaser, executive officers offending, and purchasers receiving trading stamps.

Chapter 146 of the new revised statutes, criminal code, sections 505 to 508, inclusive, deal with trading stamps :

Section 505—Everyone is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself, or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of, trading stamps to a merchant or dealer in goods for use in his business.

Section 506—Everyone is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself, or his employe or agent, directly or indirectly, gives, or in any way disposes of trading stamps to a purchaser from him of any such goods.

Section 507—Any executive officer of a corporation or company guilty of an offence under the two last preceding sections, who in any way aids or abets in, or counsels, or procures the commission of such offence, is guilty of an indictable offence, and liable to the punishment stated in the said sections, respectively.

Section 508—Everyone is guilty of an offence, and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly, receives or takes trading stamps from the vendor of such goods, or his employe or agent.

COBALT SPECULATION.

The Canadian Grocer is informed that quite a number of grocers throughout Ontario have invested in Cobalt mining stocks, and in consequence are experiencing difficulty in meeting their accounts. It is a fact that about ninety per cent. of the mining companies, so-called, are nothing but stock-selling propositions, frauds, if ever there was a fraud. Mining is a highly specialized form of industry. The grocer of training and experience who knows the pitfalls and difficulties of the business, thinks the man a fool who dashes into it as a cat might under pressure of a dog-hunt take to the water. But it is much easier for the uninformed to make money in groceries than in mining ; for the man who knows it is infinitely easier.

If the grocers who have put money into Cobalt had kept it in their business and had taken as much interest in it as they have in the mining market their aggregate profits would have been immensely larger. Not only would their profits have been larger, but their businesses would have been worth more.

There are grocers with money to invest that they do not need in their business. If they are in doubt what to do with it let them ask their banker or a reputable broker. But they should avoid the mining market as they would contagion. Even in the few cases where the mining proposition is a legitimate undertaking, as soon as the public have put in enough and there appears to be a possibility of dividends, a few sharp speculators who know the game are likely to form a combination, "buy" the market and dispossess the rest of the shareholders of all interest in the property, save an unpleasant recollection. A man's business is the place for his money. If he has more than his business requires, there are fields of legitimate investment where his money can browse in safety and not keep him awake at nights or take his attention from his business. Next week we will publish from The Financial Post a statement showing the comparative money earning capacity of various lines of investment.

AN EDITOR WITH BACKBONE.

It isn't always that a daily paper has the courage to stand up against a big advertiser and insist that he must not attempt to interfere with the news and editorial departments of the paper. In fact it is charged, and the charge seems to have substantial foundation, that a considerable part of the daily press in the big Canadian cities dare not publish news items or make editorial comments which are distasteful to the management of the big departmental stores. However that may be there is at least one editor of a big paper who refuses to submit to dictation from an advertiser.

It was some months ago when one day shortly before the evening edition of a certain city daily went to press the telephone rang and a reporter answered it.

"This is Mr. Dash, of Blank's, speaking. We have had an accident in our building and a couple of men are badly hurt. Now we don't want one line of this to appear in the paper."

The reporter was a new man and he didn't want to take any responsibility, especially as he knew that Dash was the manager of the big department store. So he brought the "main guy" to the telephone.

Mr. Dash repeated his demand to the editor-in-chief.

"What's this ?" replied the editor. "You know we are running a newspaper don't you ?"

"I don't care about that," was the reply. "This is Mr. Dash, of Blank's, speaking, and I insist that I don't want a line in your paper about this accident."

"We are running a newspaper and this accident is news," was the reply. "We are going to publish it of course. If you have any suggestions to make as to the way you want the story told, we'll be glad to hear them, but we're going to publish the story."

"Look here, young man," was the irate reply. "I don't know who you are, but I want you to know that I am Mr. Dash, of Blank's, and if one line of this accident goes in the paper your people will hear about it when they come around for a renewal of their advertising contract."

"I don't care whether it is Mr. Dash, of Blank's, that's speaking, or the Emperor William of Germany," was the reply. "We are publishing a newspaper and we are going to print the story. What's more, when the time comes to renew the advertising you will find that Blank's will need their advertisement in this paper more than this paper will need Blank's advertising."

That was all. The story was published and the advertising was not cancelled.

Markets and Market Notes

QUEBEC MARKETS

Pointers :

Fish—Revised.

Evaporated Apples—Very firm.

Beans—Strong.

Teas—Strong feeling.

Montreal, Thursday, Feb. 28, 1907.

Money is tight in some districts, but otherwise the situation in groceries is satisfactory to everybody at present. In the country, some jobbers find it difficult to collect their accounts, the city being a better field in this respect. It is not expected that this rather strained situation will last long, as improvement is already in sight.

Business is never very brisk at this time of year, but orders being filled are of fairly large volume. Trade is of a hand-to-mouth character, with all this implies. No radical changes have taken place in prices since last report. Evaporated apples are very strong at 11c. to 12c., and are likely to command more than this in the near future. All tendency in prices. Sugar is steady at teas are firm and there is an upward figures quoted. No change is expected from present indications. Dried fruits are moving out slowly. Wholesalers report quite a demand for various lines of canned goods. Syrups are still selling very freely. Reports on molasses from the primary market show that quotations are going higher. Beans are strong at $1.50.

SUGAR.—Prices were advanced unexpectedly 10c. on Wednesday. Only a fair business has been doing but a considerable movement is expected early in March.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls.	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Reports from the Barbadoes show that prices have been advanced since last week, 18c. now being the nominal quotation for choice. Nothing is being done on Canada account, but Newfoundland is doing some trading, causing a slight feeling of excitement. Syrups continue to sell.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA.—Continued firm feeling characterizes the tea market. Prices on nearly all grades continue strong with an upward tendency in many lines. On Ceylon and India greens and blacks prices are up 1c. to 1½c. Sales of these teas are not numerous, the market being rather bare. Such conditions in the Ceylon and Indian markets are resulting in a firming up tendency in Japans.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE.—Sorting orders are being received by the trade, but there is not much acticity outside of this. Manufacturers are very busy. Prices do not show any change.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS.—Business in dried fruits is at present more of a hand-to-mouth character than it has been for some time. A fair consumptive demand for all lines is reported. Advices from California state that the market is firm there. Prunes are selling more freely. There has been no material change in the nut situation.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 28, 1907.

BUTTER—No change in situation.

CHEESE—Market firm but featureless.

EGGS—Firm market at higher prices. As much as 34c. for new laid now asked.

PROVISIONS—Demand fair. No changes in prices.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10
Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05½
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½ 0 07
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 07½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs. " " box	0 25 0 30

EVAPORATED APPLES.—Jobbers are now asking 11c., and no lots can be secured under this figure, in fact, some are asking as high as 12c. for good stock.

SPICES.—Cloves are very firm, but otherwise the market remains as last week.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

BEANS.—The market rules firm at prices quoted.

Choice prime beans	1 5

MAPLE PRODUCTS.— Business is very good. All lines are selling, demand for maple syrup being especially good.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09½
Pure Beauce County, per lb	0 09 0 10

PEELS.—Prices are firmly maintained, but there is not much demand for peels. The scarcity of good stock for the manufacture of candied peels may result in an advance in the near future.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb	0 12

RICE AND TAPIOCA.— Orders are now being taken for rice to be delivered at the opening of navigation. The market is steady at figures quoted. Tapioca is very firm, more jobbers selling at 7½c. and 7c.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS.—Prices continue without change. Dealers say that consignments are not coming forward as freely as they would wish this year, due, no doubt, to the scarcity of all furs in the trapping districts.

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 50

SOAPS ALL FIRM.

Higher prices are expected in most soaps. The raw markets are all firm and upward in tendency. Castile soap is likely to advance any day.

ONTARIO MARKETS.

Pointers :
Sugar up 10c.
Teas still advancing.
Firm butter market.
Evaporated apples higher.

Toronto, February 28, 1907.

The sugar refiners advanced sugar 10 cents Wednesday and caught a lot of wholesalers short. A good many carloads of sugar had been sold for March 1 delivery. The refiners were "on," however, and decided to make a little to offset the wicked tariff.

Trade is quiet, though nothing to complain of and collections are seasonable, which is no compliment. Jobbers generally cannot see that any line of goods are moving specially but some think canned goods still have the lead. Generally speaking, quotations throughout the grocery list show little variation. London is excited about tea and the Barbadoes about molasses, but the market is still talking about the weather and expecting lively doings when Spring sends out her advance forces.

TEA.—The situation is nothing short of remarkable. Already common sorts have advanced on the London market 20 per cent. and now a hundred per cent. is talked o.. Some of the statistics are very interesting. For instance, the total exports of Cylon for 1906 were 169,909,335 lbs. and in the year 1905 were 172,629,960 lbs., a decrease last year of 2.720,625 lbs. The only important purchasers that increased their importations of Ceylon tea last year were Canada and Russia. The total importations of India and Ceylon tea into London from the opening of the present season, Aug. 1 to Jan. 31, were 191,384,000 lbs., against 198,283,000 lbs. the year previous. But during the same periods the home consumption and the exports increased from 141,689,000 lbs. in 1905-06 to 150,670,000 in 1906-07.

COFFEE.—The market is steady and demand normal.

SUGAR.—Prices advanced 10c. Wednesday, much to the surprise of the local jobbers, most of whom had booked considerable orders for March 1 at the old rates. The reason for the advance is only guessed at. One says the refiners, in view of the changing tariff, don't know where they are at and propose to secure themselves. Another says there was a rattling sugar trade last March and the refiners have good memories.

Certainly the Canadian refiners are not following the New York market. Willett & Gray, New York, said at the close of last week :

Interest centres in the Cuba market and the point at which the continued decline will end and the improving side of prices begin.

"Europe offers no obstacle to an advance in Cuba, the parity of beet values continuing abnormally above the Cuban parity and with indications that Europe has entirely cut loose from Cuba and is advancing on its own merits. Europe after touching 8s. 7½d., at the end of January on its decline has during February gained in strength, moving up slowly but steadily to 8s. 11½d., while on the other hand Cuba Centrifugals were selling at 2⅞c., c. & f. (3.48c. per lb.) at the close of January, are now value at 2 132c., c. & f., equal to 3.38c. landed for 96 degree test, based on sales of nearby Porto Ricos, thus widening the parity between Centrifugals and beet sugar to 49c. per 100 lbs., or 15c. per 100 lbs. more than the 34c. per 100 lbs. granted Cuba by reciprocity. Of course, such a condition could only result from the continued pressure of twice the amount of sugar on the market that our refiners can use or take care of.

"That the Cuban planter is beginning to realize somewhat of the abnormal condition under which he is forcing his sugars to a sale is a little in evidence, at the close of the markets here this week, when it appears evident that the 2c. per lb., c. & f., point at which buyers are aiming is to be contested by the planter, the first sign of a little bit of independence on his part.

"We feel compelled to say, therefore, that the tide of decline has already turned, or is about to turn, in favor of the seller from the present low level, and that the improvement, once begun, will go on more or less steadily until the parity of beet sugar is reached in our market."

The first of this week saw raw sugar steady in New York and transactions were reported at 2 1-32 for Cuban centrifugals 96 degrees.

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES.—Geo. Musson & Son's cable advices from Barbadoes show an excellent condition of affairs there and higher prices being demanded for lower than higher grade. The market for choice opened a fortnight ago 2c. higher than expected and when Newfoundland buyers got their breath and met the demand the price proceeded to move up and has advanced another 2c. Locally, prices are unchanged, but a firm market is anticipated.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb.	0 02½
" 2-bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 40
" 2 gal. " "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 95
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 ⅓35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75

DRIED FRUITS.—Prices are steady and demand is limited except for prunes, for which there is fair enquiry. Prices for all dried fruits in California are prohibitive except for prunes. They have advanced 5 to 10 per cent. and are in fair supply. Evaporated apples continue very firm ; nice high-colored fruit brings 10c. easily. Darker is to be had at 9½c.

Prunes Santa Clara—	Per lb.		Per lb.
100-120s	0 04½		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07¾
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—	
Lemon	0 11 0 11½
Citron	0 21 0 22
Orange	0 11 0 12
Apricots, per lb	0 25 0 26
Peaches, "	0 18 0 20
Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 04½ 0 05
Currants—	
Fine Filistras	0 08
Vostizzas	0 09½ 0 10
Patras	0 08½ 0 09¾
Uncleaned, ½c less.	
Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz. packets, choice	0 10½ 0 11
" 12 oz. " "	0 09 0 09
Dates—	
Hallowees	0 05
Fards choicest	0 09
Sairs	0 04½
" choice	0 08½
Domestic evaporated apples	0 10 0 1

NUTS—Prices are steady.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 3 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES.—Prices are unchanged. Ginger crops are small.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA.—Tapioca is very firm. New York speculators are said to have sold short five or six thousand tons and to have been caught.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03¼ 0 03½
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07½

BEANS—Prices are steady.

Beans, hand picked, per bush	1 50
" prime, No. 1 "	1 40 1 45
" Lima, per lb	0 06½ 0 07

SEEDS.—Trade is very quiet and prices are unchanged.

Alsike Clover—

Fancy lots, per bush	6 75 7 00
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	8 25 8 50
No. 1	7 00 7 75
No. 2	6 35 6 25

Samples containing a large percentage of buck-horn, atch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65 1 85
Flail threshed, bright unhul'ed	2 35 2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES, WOOLS AND FURS.—Talfow is higher.

Hides, inspected, cows and steers, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb., cured	0 0
" " green	0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Lamb skins	1 25 1 35
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 06
Pulled wools, super, per lb.	0 25
" " extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 26

"Mr. Grocer,—Do you know that SAVOY BRAND is the only high-grade Baked Bean packed in Canada?"

"Do you realize how important it is in these days of Pure Food agitation that you should offer your customers only the best?"

Savoy Brand Pork and Beans

are prepared according to the original Boston recipe—of carefully selected, hand picked, Canadian Beans and tender Canadian pork. They are as different from other beans as day is from night.

HERE'S WHERE YOU COME IN

We ask you to stock Savoy Pork and Beans for two reasons—

First. The excellence of this product will strengthen your reputation for handling the "highest quality" food products.

Second. YOU CAN MAKE MORE MONEY ON THEM THAN ON ANY OTHER BRAND. There is strong conviction in this argument. Think it over.

TWO DOZEN TINS FREE

EXTRA PROFIT IN ADVANCE

We will give you one case of 2 dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2, or No. 3 purchased. This offer also applies to assorted orders for five case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2, and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases. The Beans sell themselves.

"Made in Canada"

Canadian Factory,
77 Front St. E.

By
ARMOUR LIMITED
Toronto

Grocery Raws

You want a fine flavory golden yellow for baking purposes. Perhaps you may think you don't need any of these sugars, but perhaps you are mistaken. Some dealers make a rule of always keeping baking sugars in stock and they get a regular trade for these with a good profit, and so can you.

Trinidad golden yellow in barrels about 230 lbs., at **3¾**c.

Blueberries

Does anybody want Blueberries? Really one of the most delicious fruits that our country produces—They are scarce, but we can offer you

Loggies Brand, **2s,**	**$1.00**
Meaford Preserved, **2s,**	**1.10**

One of the 57

Heinz Tomato Soup, absolutely pure, made from selected ripe tomatoes, rich sweet cream (without meat or stock) blended with choice spices, and perfectly seasoned,

Put up in tins, at **$2.35** doz., retail, **25**c. each.

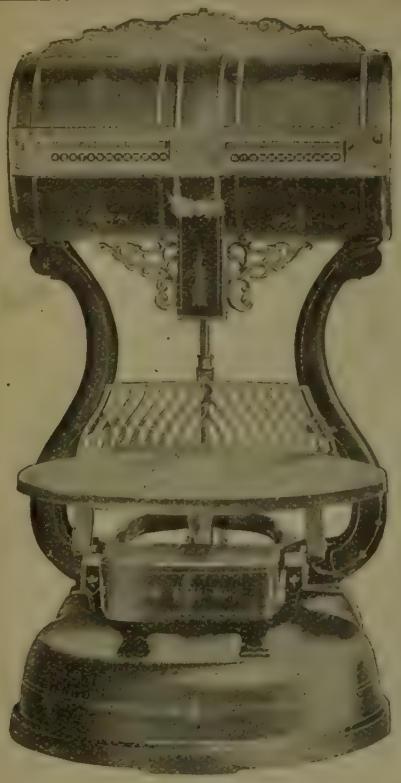
Teas

There's a very great difference betweeen our teas and other teas. You who have tried our bulk blends, know that for quality they cannot be equalled at the prices. Dealers tell us that they have better satisfaction with our black teas than any others which they can buy. We can offer you exceptionally good value to-day. Let us send you samples.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO



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95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

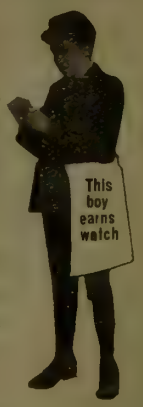
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

It Pays the Grocer a Living Profit

Gold Standard BAKING POWDER

"GUARANTEED-THE-BEST"

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

The Codville-Georgeson Co., Limited, Winnipeg, Man.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

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Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

FOR SALE.

FOR Sale—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and strawholder, extra bottles and glass-washer and all fittings,; two years in use; cost $414.00, will sell for $200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

FOR SALE—Cash register, grocer's computing scale, butcher's computing scale, under half price. Apply S. C. Marson, 478 Temple Bldg., Montreal.

FOR SALE—Stock of groceries and hardware in live village in central Ontario—stock in first-class condition; situation best in village; reason for selling ill-health. Box 138, CANADIAN GROCER. Toronto.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION WANTED

ADVERTISER—7 years' experience in provision and wholesale grocery trade seeks position inside or out. Box 139.

BUSINESS CHANCES.

FOR SALE—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

GROCERY and Provision Business for Sale—Dwelling and stable connected; large cash trade, capable of expansion; will lease premises. Box 136, CANADIAN GROCER, Toronto.

WANTED—TEA MIXER—Capacity 500 lbs.; also tea packer. Apply Box 137, GROCER.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

FOR SALE

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

For further particulars apply to E. Bertram Windsor, New Mills, N. B., or John McAllster, Barrister, Campbellton, N. B.

MAPLE SYRUP

Small's Selected delivered is worth per case of 24-¼s $7.70.—12-½s $7.25—6-1s $7.00. Every grocer should have some continually in stock. It gives tone to the shop.

Packed in kiln dried boxes.

Each Tin wrapped in tissue.

PRODUCT
CANADA
MAPLE
EXCHANGE

At All Jobbers

IT IS PRACTICAL

CRE-MO should be in all shops.

Smalls

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of the Premier the World

Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

BUTTER

Demand is good, and supplies just about enough to meet it. We would advise buying before bad roads come. We can sell you No. 1 Fresh Creamery in pound blocks or solids (56 pounds to the box) at very reasonable prices. Also Choice Dairy, in pound prints or rolls.

If you have Butter or Eggs to dispose of, write us for prices.

F. W. FEARMAN CO.,
HAMILTON LIMITED

CORONA

Kettle Rendered Leaf Lard

in

1 POUND BLOCKS

50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

SEND FOR TRIAL ORDER

You're Looking For Results

All grocers are. The demand of the people for the Ryan brand of provisions is as insistent as it is reasonable. They — the people — know that our

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

are best quality first, last and all the time. Now's a good time to send along that order.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The season for cheese is virtually over. For all that will be done until the new make arrives it might be said that the market will until April be a dead one. Stocks held in Montreal are exceedingly small, perhaps not more than one thousand boxes, or, to be safe, one might say between one and two thousand boxes. Last week a large sale was made, a greater quantity changing hands than for some time past and this transaction brought stocks down to practically nothing. Holdings now are not sufficient to make a market on this side. For this reason the few lots held here will sell at prices which will be fixed in England.

Despite all prophecies and expectations, 14c. was not made in an export way up to the time of writing. That figure was asked a good many times, but when it came to making an offer under this amount the cheese were generally sold. Sales have been made at 13⅞c. and possibly some have made ⅞, but 14c. was not received. Locally, in lots of 25 boxes, as much as 14c. was paid, but this trade is entirely separate from the export business.

Advices from England are somewhat contradictory. One reliable firm writes saying that they look for a falling-off in the demand. At the time of writing they were asking 66s. for a fair sized lot of good quality Canadian cheese, but had not yet obtained it. They were going to hold out for this price a little longer but if it was impossible to obtain it within a short time they were going to accept 65s. because they did not like the look of the market. On the other hand the London Grocery for February, speaking of the situation in cheese, says :

"It is many years since the cheese position was so strong statistically as it is at present, and has been for some months, yet the retailer of cheese will not consider the desirability of bringing his counter prices into line with the wholesale figures, so as to show him a profit. There is hardly a shop in London whirh is not doing a sevenpenny line. The high prices which have ruled all through the season have been justified by the position, and the public are quite willing to pay 8d. for their cheese. The cheese position is strong enough to maintain the present prices on its own account, but when, in addition to the great shortage, you consider that people here will not look at American canned goods, it is no use blinking at the facts a great injury has been done to the American tinned meat department, and those who consumed these goods are devoting their attention to cheese."

From this it would seem that the market was firm.

Butter is better all round. Last week there was mentioned an improvement in the situation and this week the market is even better.

Quite a lot of business is being done at very good prices. At the moment quotations are steady enough, but higher figures would not greatly surprise the trade. Receipts of fresh made creamery have not been large. What there is on the market is in good demand. Returned creamery is still acting as a damper on the market here. A great deal of what is being brought in is being sold speculatively. The trend of the market has not been closely lollowed by all those bringing in creamery, and in some cases these parties have sold a good bit under what they might obtain without any difficulty. There is not much dairy tub butter arriving, but receipts of latge rolls are quite heavy.

It is not expected that there will be much new made butter on the market before April 1 at the earliest. The consumption of milk and cream in large centres seems to have increased, and for this reason fresh made goods are in light supply. Board of Trade returns show that 805 packages of butter arrived week ending February 23. Total receipts of butter since May 1, 1906, to that date : 607,052 packages.

PROVISION SITUATION

The situation in the Old Country is but very firm, with a slightly increased domestic demand from the west. Live hogs are the same as last week, $6.65, and deliveries promise to be a little larger this week. The killings last week totalled 21,000 to 22,000. This week they may be two or three thousand more.

The situation is the Old Country is practically unchanged. Tuesday's cables stated that the accumulations of Danish and low prices had captured the trade of Canadian bacon buyers, and there were no indications of an immediate change. Canadian is selling at 55s. and costing anywhere from 58s. to 60s., and this rotten market condition has continued two months almost, an unprecedented length of time for things to be all going one way. There appears to be a lack of demand, with heavy shipments of Danish. With Danish at 56s. to 57s. and Canadian at 54s. to 56s., the Danish gets the preference. The packers here don't pretend to understand why the English market conducts itself thus and so. They say the market is a sentimental ; that February is traditionally bad, and the British are strong on preserving traditions.

Despite the untoward conditions a larger share of the Canadian killings are designed for export because packers are pretty well stocked with domestic cuts.

Continuing the story of the American meat trust's operations in Smithfield market, London, the Daily Telegraph says :

The growth of the trust's operations in England is not looked upon with unconcern by British salesmen, and some express the hope that the facilities for business enjoyed by the American concerns will not be easily extended. The Yankee firms obtained a footing in the market more than ten years ago. The market committee of the corporation do not look with too friendly an eye upon the acquisition by large concerns of a number of shops. It is not in their power to impose a prohibitive rent, for the statute has fixed a maximum. The method adopted by the trust has generally been to acquire the good vill of a salesman about to retire from business, and, although the tenancy is a weekly one, they have given as much as £15,000 for the goodwill attaching to the business of a single shop. The corporation are jealous of their rights, and enquiries are always made before an old tenant's agreement is transferred to his nominee, and the committee insist on seeing the books of a salesman to ascertain whether there is really a goodwill to be sold. There is, thus, little danger of a traffic in the tenancies. The trust firms have, however, obtained an important footing. They are, of course, in agreement as to the conduct of their businesses. It is said that the price at which they will dispose of their produce is fixed each morning, and as they hold every pound of the United States meat and control a certain proportion of the Argentine supply, their quotations rule the market so far as American meat is concerned. A butcher requiring a couple of sides of United States beef is given the price at one stall, and he knows he must either accept it or go away without his order being fulfilled, because no other salesmen can supply him at a lower figure. The trust regulates the supply to such a nicety that they never have a glut. It must be admitted that the American meat is of good quality. The fact that it commands practically the same price as English (not Scotch) beef is sufficient to show that the animals despatched to this country are well bred and fat. The Argentine stock hitherto has fetched a low price, but it is within the knowledge of all that South American breeders are laying out fabulous sums to secure the best stock obtainable in Great Britain to improve their herds, and little doubt is entertained at Smithfield that within a short period River Platte meat of high quality will obtain top prices.

The home producer is at a disadvantage in one respect with his foreign opponent, in that he cannot get concessions from railway companies. The trust has secured such rebates on rates for carriage of their beef that no man consigning Scotch meat to London can compete in Smithfield with beef brought from the United States. It costs more to send ten tons of beef from Aberdeen to London than from Boston to Smithfield, including the railway charges from Liverpool. The trust will not use the admirably-equipped new abattoirs at Southampton because the South-Western Railway refuse to give them an advantage of 8s. a ton over the British farmer. ,To secure ourselves against a big rise in the price of meat in war time it is necessary that we should have many souces of supply, and a gratifying feature of the oversea meat trade is the increase in the amounts shipped from the Argentine and Australia.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

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That phrase "just as good" is a dangerous one for a Grocer to get into the habit of using. To acquire the reputation of being a "just-as-good" Grocer is the best thing in the world—for your competitor.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—A featureless market rules this week. Prices are fluctuating more or less, up one day and down another, but no material change is noticeable, except in compound lard which is this week higher. Some firms are selling at lower figures than are here quoted for this article, but these are the ruling prices. Some few job orders in meats are being booked, but otherwise the market is rather quiet.

Lard, pure tierces	0 11½	0 12½
" ..... 56-lb. tubs	0 12½	0 12½
" .....20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb. "		0 12½
" " 3-lb. "		0 12½
Lard, compound tierces, per lb.	0 09½	0 10
" " tubs	0 10	0 10½
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 10½
" " " 5-lb. "	0 10½	0 10½
" " " 3-lb. "	0 10½	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15½	0 16½
Hams	0 13	0 16½
Extra plate beef, per bbl	12 50	13 00

BUTTER.—Prices are very steady and business being transacted amounts to a fair volume. If anything, dealers are asking slightly more for their goods this week. Receipts are not very heavy especially in large rolls, for which demand is strong. Creamery is in good supply, and grocers are buying in fairly large quantities.

Choicest creamery, salt, 56 lb. boxes	0 25	0 26
" " pound prints	....	0 25½
Medium creamery	0 23	0 24
Western dairy	0 19	0 21
Large rolls	0 22	0 22½
Dairy tubs	0 19	0 21

CHEESE.—Prices hold very firm, although there has been no actual advance since last report. Export prices are very near 14c. but stocks held in the city do not amount to anything. For the retail trade there is a supply which will last until the new make arrives, although there is every chance of there being higher prices than now rule.

Ontarios, September make	....	0 14½
" late make	0 13½	0 14

EGGS.—Held eggs are practically off the market, what few lots are left selling at 28c. to 30c. Fresh laid are selling at all prices, some holders asking as much as 35c. Good eggs are obtainable at 30c. to 32c.

Storage, doz	0 28	0 30
New laid, doz	0 30	0 32

HONEY.—Very little trade is being transacted in honey. Stocks in store here are light and receipts are not at all heavy. Prices remain without change.

White clover comb honey	0 13	0 13½
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 07½

TORONTO.

PROVISIONS—Demand for pork products, except lard, is very limited and prices are consequently unchanged. There will be a boost, though, just as soon as business revives with the opening of navigation. Lamb is higher.

Long clear bacon, per lb	0 11½	0 11½
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb	....	0 15½
Large hams per lb	0 14	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER—The market is considerably stronger, partly because of increased demand and to some extent reduces supplies. Held stocks of dairy are working down, and this also is toning things up. One large commission house claims to be getting as high as 28c. for choice dairy prints, but most houses declare that 25c. is the limit. This same house quoted 24c. for choice rolls, but else-

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PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

where 23½c. is the highest, and generally 23c. is top.

	Per lb.	
Creamery prints	0 28	0 29
" solids, fresh	0 25	0 26
Dairy prints, choice	0 23	0 25
" " ordinary	0 20	0 21
" rolls, large choice	0 22	0 23½
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS—The market is firm owing to the cold weather, and 35c. has been obtained for very fine stock this week; but 31c. to 33c. better represents the market. The price is practically controlled for the instant by available supply of American eggs. The price there fell rapidly early in the week and were quoted at 24c. Tuesday, which would mean about 30c. laid down in Toronto. The southern eggs are not so good nor as large as the Canadian, but they keep the market here in check.

Eggs (strictly new laid)	0 31	0 33

CHEESE—The market is very firm and such stocks as are held are rapidly shrinking. Everything in second-hands now is "fine September," and the lowest quotation for domestic trade is 14c.

Cheese, large	14
" twins	14½

HONEY—Prices are firm and stocks are limited.

Honey, strained, 60 lb tins	0 11	
" " 10 lb tins	0 12	
" " 5 lb tins	0 12	
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Demand is limited, but supplies are light and prices are firm.

Live Weight.

Old fowl		0 10
Ducks		0 15
Young chickens		0 11

Dressed weight.

Old fowl	0 09	0 10
Ducks	0 11	0 12
Young chickens	0 12	0 13
Geese	0 10	0 11
Turkeys		0 14

N. S. MARKETS

Halifax, N.S., Feb. 26, 1907.

Trade is considered pretty good for the season of the year, and when the roads improve there is every prospect of an increase in business. Prices all around are pretty steady. There is not very much doing in fruit just at present. The stocks of Jamaica oranges are very poor. They are quoted at $5 per barrel. Navels, 96 count, are worth $2.75 and $1.26, $3. Valencias range from $3.50 to $4 per case.

EGGS—There is a marked improvement in the egg market, and good, fresh Nova Scotia stock can be purchased for 27c. per dozen by the case. The fresh stock marketed is nearly all from points in the province. The receipts are increasing as the weather improves, and there is a possibility of a still further decrease in the price. Very few eggs are now coming from Prince Edward Island. The island stock now on hand is mostly all storage. There is a very good demand for eggs at present.

POULTRY—There is very little poultry on the market at present and the price is high. Turkeys are worth 20c. per pound; chickens, 15c. per pound, and geese from 12 to 14 cents per pound. Dealers experience difficulty in securing a sufficient quantity to supply their customers.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Feb. 28, 1907.)

With a return to normal weather conditions business has received a big impetus. The C.P.R. claim to have delivered all delayed freight and they are busy removing wheat thus setting free a considerable amount of money with which the western farmer can discharge his obligations to the storekeepers. Under these conditions there has been a considerable improvement in business and the wholesale houses are busy once again shipping goods.

Except for a decline in Rios and an advance in all local brands of pickles, there have been no important price changes during the week.

CANNED GOODS.—There have been no changes since the price revision noted last week. We quote :

SUGAR.—Prices are quoted as follows :

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " sacks	4 75
Icing sugar in bbls	5 50
" in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 55
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 66
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" ½ gal. bsts., each	2 25

COFFEE.—Rios have declined and prices are now quoted as follows :

Whole green Rio, per lb	0 10	0 10½
" roasted " per lb		0 12½
Ground roasted Rio		0 13½
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb		0 23
" " 1-lb. "		0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKELS.—There has been an advance in all local brands of pickles and prices are now quoted as follows :

Soup—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS.— Prices still rule very high and sales are light. We quote :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2-crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES.—It is expected that there will be an advance over the present price of 10¾ cents per lb. There is a strong demand at present.

CANDIED PEELS—Firm at recent advance.

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½ doz. "	10 80
" " 60-lb. " per lb	0 14

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We beg to notify our numerous customers and friends that the fire adjoining our premises on the night of FEBRUARY 20th, did not do us any serious damage and that business is being conducted as usual.

Soliciting your continued patronage and promising prompt attention to all orders,

Yours truly,

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MONTREAL

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THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

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MONTREAL

EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

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Premises to Let—Consignments Received for Storage and Distribution

Best Storage in the West—on spur track in the wholesale centre

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Drawer 14

Edmonton, Alberta

SCOTCHMAN'S OPPOSITION TO CANADIAN CHEESE AND WHY

5 Comiston Gardens,
Edinburgh, Scotland.

To the Editor "The Canadian Grocer."

Sir,—Some time ago, "The Canadian Grocer" commented on a "United States Consular Report" issued from Washington, D.C., in which reference was made to some "Canadian Methods" of cheese manufacture which had received prominence among our folks in the United Kingdom.

The matter had its origin in certain remarks uttered by Professor Harcourt of the Guelph (Ontario) Agricultural College during the proceedings of the British Medical Congress at Toronto in August last.

These remarks were embodied in an article which appeared in the "Agricultural column" of our leading daily, "The Scotsman" in its issue for September 7th, 1906.

In the issue of "The Scotsman" for December 14th, 1906, further allusion is made to the same subject, mention being made of the fact of the "Scotsman's" article receiving notice in the United States Consular Report referred to. And, apparently, "The Canadian Grocer" in its search for information had to appeal to the United States authorities, and also to Professor Harcourt, according to the report in the "Scotsman" for December 14th, 1906.

What Professor Harcourt said, as stated in the "Scotsman" of September 7th and utilized by the United States Consular Department in their "Report" was certainly very detrimental to the reputation of Canadian cheese and of the conditions and methods of its production.

Indeed, the report quoted Professor Harcourt as stating that the conditions of the production of cheese in Ontario were worse than those believed to exist in Chicago meat canning factories.

The writer visited Canada and the States for about six months in 1905 and so far as "Canadian methods" are concerned in many matters (I have no knowledge of your reputed "Cheese Methods") I was really profoundly disappointed. Your folks generally have a lot to learn and to unlearn in many things, and perhaps there is no place more needing reform than Ontario, and its particularly conceited, bigoted and ill-governed "Queen City." At least the writer was permitted to carry away many impressions which left a very nasty taste.

I venture to enclose for the benefit of "The Canadian Grocer" an extract from our press here dealing with the report for 1906 of the Dominion Government's "Dairy Commissioner" (Mr. J. A. Ruddick) in which a marked and well deserved compliment is paid to our Scottish methods of cheesemaking, so that in the opinion of your own Government's "Commissioner" your folks have something to learn from us over here.

It is as follows from the Edinburgh Evening Despatch:

"The report of the Dairy Commissioner for the Dominion of Canada (Mr. J. A. Ruddick) for 1906 has just come to hand from Ottawa, and is a very interesting publication.

"A large portion of the report is taken up with notes on a visit which Mr. Ruddick paid to this country, and during which he investigated several features of our dairying system, and amongst other matters cheesemaking in Scotland. On this the writer says that a visit among the sturdy farmers of Wigton, Kirkcudbright, and Ayrshire must always be a pleasure as well as a source of instruction to anyone interested in agriculture, for it is here that some of the finest Cheddar cheese is made. After visiting some fifteen or twenty dairies during the first week in August and making a thorough inspection of the cheese in hand, Mr. Ruddick says, it is easy to understand why some of these cheeses sell for as much as 5s. per cwt. more than the best Canadian. The secret of their success lies not so much in superior skill in the manufacture of cheese as in the care which is exercised in the production of the milk and its delivery to the cheese vat in as nearly perfect condition as possible."

This is quite refreshing and examples similar might be multiplied in general application.

In your issue of Oct. 20, 1905, (P.P. 21 and 27) which I have beside me, I observe your journal deals with Canadian butter and "Careless Canning." Well, I will just say your folks may not get so good a share of the British market in future unless you mend your ways in many matters of "methods, men, morals, and manners."

I consider Canadians a very selfish race and the treatment meted out to some "Old Country" visitors to your domain very discreditable. I know I received more courtesy in the States.

Personally, I never visited a more selfish and inhospitable country.

Your folks forget what they owe to the "Mother Country." Let all that forced emigration from here cease and it would make a big difference to Canadians.

Canada, without "British prestige" and "capital" would be another story.

Only ignorant, bigoted, conceited and selfish Canadians won't admit such a view, and, unfortunately, they are apparently in the majority.

Remember, we have other wide sources of supply for our food than Canada. Personally, I actively discourage "Made in Canada" goods for very good reasons—for "value received."

Now, your folks admire "candour." I trust you can appreciate this virtue also? I think Mr. Mayor Coatsworth, and some others, including Lt.-Colonel Denison and Mr. H. J. P. Good, 11 Ann St. (Toronto Exhibition) know my candid opinions too. I am, sir,

Yours very truly,
J. CHRISTOPHER McRITCHIE.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. aecompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

PACIFIC COAST BROKERS.

The Standard Brokerage Company, Limited, of Vancouver, B.C., is a new concern, capitalized at $50,000, formed to take over and extend the brokerage business, carried on by Arthur Nelson in Vancouver. Mr. Melson, who remains as managing director, has been closely connected with the brokerage business during the whole of his business career, and is well and favorably known to all the wholesale and retail merchants throughout British Columbia.

The company, whose travelers will cover the entire province, already have some very valuable agencies, and are prepared to represent any reliable manufacturer desiring to place their goods on the B.C. market.

British Columbia, which is the largest province in the Dominion, was never more prosperous than it is at the present time, and with the rapid growth of population, manufacturers will do well to turn their attention in that direction, and they could not place their interests in safer hands than those of the Standard Brokerage Co.

As is intimated in the company's advertisement, which appears on page 15 of this issue, they recognize that to build up a successful business as brokers, they must not only be able to sell goods, but must actually take the place of the manufacturer, and as his representative, look after his interests in every respect, (a fact many brokers overlook). The Standard Brokerage Co. claim to be the only firm of brokers at the coast who call upon both wholesale and retail trades, regularly, throughout the province.

SWEDISH BUTTER IN ENGLAND.

Sweden's export of butter to England is decreasing, owing to increased domestic consumption. The Swedish dairy agent in Great Britain states that during the three first quarters of 1906 the exports amounted to only 26,321,177 pounds, against 30,983,116 pounds during the first nine months of 1905, a decrease of 4,661,939 pounds. At the same time the production of the Swedish creameries is increasing, besides the butter made by the farmers, many of whom now have cream separators and modern churns. The present retail price of butter in Gottenborg ranges from 25 to 29 cents per pound, according to quality.

N. B. Howden, general merchant, Watford, Ont., is dead.

E. J. Wills has joined the traveling staff of G. F. & J. Galt, Winnipeg.

Manager J. K. Black, of the St. Catharines canning factory, attended the canners' convention at Buffalo last week.

Frank Hart, of Hart & Tuckwell, the fruit people, Montreal, is back in the trade again after a two weeks' siege of la grippe.

SHUTTING OFF CREDIT IN CARTWRIGHT

R. F. Moore, Cartwright, Man., president of Merchants', Limited, the new retail consolidation to which extended reference was made in a recent issue of this paper, was in Winnipeg last week and in the course of an interview gave an interesting account of the first week's experiences. It will be remembered that the dealers in Cartwright have formed a joint stock company in order that by united action they may combat the credit evil and the competition of the mail order houses.

"How did you come to think of this scheme?" asked The Canadian Grocer.

"I have had it in mind for two or three years," was the reply. "One Friday night a month or so ago, we merchants in Cartwright met to pass a resolution on the parcels post matter. From that we naturally drifted into a discussion of the credit troubles and the competition of the mail order houses. I put my propositions before the others in rough form and the next Monday night we met and decided definitely to go on with the deal."

"How did the public receive the news?"

"Not very favorably at first. Most of the farmers shouted "combine" and said they would send to other towns and to Eatons; some talked of starting another store. But we have met and are meeting all these arguments and I think most people are disposed now to give us a fair trial. I don't think there will be any trouble when people see that we are not enhancing prices."

"I put it to them this way: You will have no kick if you get your goods as cheap as you are getting them now, will you? To that they must answer "no." Well then, I add, we expect to be able to sell cheaper to you than we are selling to you now for the reason that we can buy in large quantities."

"You are introducing the coupon system of giving credit, are you not?"

"Yes, we are introducing coupons, both for cash and credit sales. In the first place a customer has to settle all amounts owing before we give him credit at all and in this way we are getting in our accounts. Then credit is given only by the sale of coupon books for which the customer gives his note. This note doesn't bear interest until after a date in the fall when the farmers should have plenty of ready cash."

"How is the scheme working?"

"Very well, but of course there is trouble at the start. One of the wealthiest men in our town sent up the first day for a gallon of coal oil. The messenger had no money with him. We refused to let him take the oil without paying for it by cash or coupon. Of course the account was perfectly safe but we had to maintain our system.

"The man came to the store, very much annoyed, but soon saw the justice of our position."

"You mentioned cash coupon books, Mr. Moore."

"Oh yes, we are selling cash coupon books as well as credit coupons. On a $10 book we allow 2 per cent. discount, on a $25 book 3 per cent. discount, and on a $50 book 5 per cent. discount.

"It is early yet to speak of our experiment," concluded Mr. Moore, "as we have been running now only one week, but so far I am more than pleased with the results. Our cash sales the first week were very satisfactory and our credit sales were a smaller proportion than usual of the total amount."

ROMANCE OF THE NAVEL ORANGE

LaSalle A. Maynard tells "The Story of the Seedless Orange" in the World To-day for January. Mrs. Luther C. Tibbits of California obtained in 1872 four orange shoots from the Agricultural Department at Washington, sent there by William F. Judson, American Consul at Bahia, Brazil. They were presented to him by a native, who had several shoots of a seedless orange tree growing in a swamp on the Amazon.

Mrs. Tibbits brought the infant trees carefully home and her husband planted

D. J. PURDY, M P.P.

them in the garden. One died, another was chewed up by a predatory cow, but two lived, and five years later produced sixteen oranges. These sixteen golden globes and their immediate successors produced results comparable only in value to the famous discovery of another kind of gold in Sutter's millrace, and brought fame and no small fortune to their lucky owner.

The new orange could be produced only by budding, and the first buds sold at $1 each and later at $5 a dozen. One box of navel oranges was grown in 1880; since then the annual peoduct has risen to ten million boxes, and "the two trees which the cow did not chew have multiplied to over four million." The original parent tree living in 1903 was transferred to the courtyard of the Glenwood Hotel at Riverside, Cal., President Roosevelt aiding in the ceremony of transplantation. Last year the tree bore two bushels of choice fruit, which, of course, were expressed to the White House. In Southern California alone $100,000,000 is invested in citrus fruit culture, chiefly of oranges, and in related industries.

BUSINESS MEN IN PUBLIC LIFE

No. 12

D. J. PURDY, M.P.P.

Daniel Jarvis Purdy, M.P.P. for St. John county, N.B., is one of St. John's most prosperous merchants. In addition to conducting a large grocery and provision business on Main street, north end, he is interested in many sailing vessels and river steamers. Mr. Purdy is just now recovering from a very serious attack of pneumonia, which has confined him to his home for some weeks.

Mr. Purdy was born at Jemseg, Queen's county, N.B., on the 24th of May, 1841. He is a son of Frederick J. and Ann Purdy. His early training was received partially at his native place and partially in St. John.

At an early age he entered the employ of James Watson, who did business in a small store on Main street, Where Mr. Purdy's store and residence are now located; and in the following year, 1866, bought out Mr. Watson and started on his own account. He has successfully carried on the business since that time.

For many years—almost since he started business, he has been largely interested in shipping, and at present holds controlling interests in eight schooners, all of which are engaged in the coasting trade. Mr. Purdy is also interested in other industries in the city and elsewhere. He does an extensive business as a lime burner, and is a director in the Portland Rolling Mills, Maritime Nail Works, Thompson Manufacturing Co., Dominion Antimony Mines of Nova Scotia, and in the coal mines in Newcastle, N.B. He is also president of the People's Line Steamship Co., and is interested in the steamer Springfield. Mr. Purdy was for five years councillor for the old town of Portland, previous to its union with St. John, and was for four years alderman-at-large for the city. In 1899 he was elected at the general election to a seat in the Provincial Legislature, and re-elected in 1903. As a representative of St. John in the Legislature he proposed the appropriation of a portion of the old St. John fire fund for the benefit of the sufferers by the Indiantown fire. In this he had the entire house against him, but after a determined effort came out vistorious. He is a Liberal in politics, a strong advocate of temperance and a member of the Baptist church.

John Coltart, general merchant, of Winnipeg, has sold his stock of boots and shoes to F. X. Addleman.

Metcalfe & Co., Berlin, have moved into their new store. It is one of the nicest grocery premises in the town and indeed in Western Ontario.

The Salada Tea Co. report that their business increased last year in all its branches in the United States and Canada over twenty-three per cent. over 1905 and for the first six weeks of this year their business increased over twenty per cent. over the corresponding six weeks of 1906.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors :

GILLARD & CO.,
LIMITED
London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING *H.R.H. THE PRINCE OF WALES*

Representatives in Canada :

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers. write to our representative in your territory.

TRURO QUALITY BRAND

Unsweetened

TRURO QUALITY BRAND

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

THE

Manitoba Canning Co. Ltd.

GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

EVERY TIN GUARANTEED

NICHOLSON & BAIN,

WINNIPEG AND CALGARY

CEREALS AND CONFECTIONERY

Flower and Oat Products are Firm and There is a Pretty Good Domestic Demand—Advances are Expected—Good Time for Grocers to Take Hold of Confectionery.

The grain trade is very quiet, but there is an active demand for wheat and oat products. Prices, however, are practically unchanged. There is a story that a big milling firm has orders to date for 60,000 barrels of flour from China. This would probably be ground in its western mills and shipped via the Pacific route. China does not demand a high grade product and this demand would probably relieve the market of any possible accumulation of low grade stocks.

The feature of the present cereal situation however, is oats. There are stories of an attempted corner at Chicago and Winnipeg. Dealers doubt that the thing can be engineered successfully. Oats, however, are in a very strong position and millers are talking of a further advance on products.

Confectionery.

Easter is approaching and that means a big trade in high class confectionery if it is properly pushed. This is a department largely neglected by the grocery trade, and it is one of the most profitable lines a grocer can handle. So many dealers worry about the sugar trade and if it was ten times as big it would hardly pay for laundrying the clerks' aprons. If more grocers would aim to sell sugar in the form of confectionery they would find an appreciable increase in their profits.

MONTREAL.

FLOUR—Business is reported very good. Demand in city and country is sufficient to keep millers fairly busy, while export trade is satisfactory. One milling concern has just shipped a large lot to China.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household	....	4 60
Glenora	....	4 10
Manitoba spring wheat patents	....	4 60
" strong bakers	....	4 10
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS—According to reports quite a lot of business has been done at the recently advanced prices. This week the market is featureless.

Fine oatmeal, bags	....	2 45
Standard oatmeal, bags	....	2 45
Granulated " "	...	2 45
Gold dust cornmeal. 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 70	4 85

FEED—Feed and bran continue scarce and high. A little improvement in the railway situation has caused a feeling of thankfulness in the trade.

Ontario bran	23 00	23 50
Ontario shorts	23 00	23 50
Manitoba shorts	23 00	23 50
" bran	23 00	23 50
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

TORONTO.

FLOUR.—Prices are unchanged from a week ago, but the market is firm owing to short supplies of grain. Domestic trade is steady and there is an especially good demand from the eastern provinces, where buyers seem to favor an advance.

Manitoba Wheat.		
60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90
Winter Wheat.		
Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 00

CEREALS.—The oat market is very firm and while prices of products are unchanged, millers are expecting an advance if the present oat situation holds. The export demand is about over, but the domestic trade continues active. Demand in the Maritime Provinces is especially good.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 75
" " " in bags, per bag 90 lbs	2 25	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 40	2 60

QUAKER OATS' PROFITS.

Gratifying Annual Report—John Stuart Succeeds Hon. Geo. A. Cox.

The annual meeting of the Quaker Oats Co., successors to the American Cereal Co., was held in Jersey City recently. After paying $540,000 in dividends on preferred stock, $673,901 remained for common stock dividends, or 15 per cent. on the stock outstanding. On Oct. 15 the first dividend declared on the common was paid.

President H. P. Cowell in his address said:

"Some new and advanced methods have been introduced in our sales and

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

How About Your Profits?
There's one thing very certain that they will be none the less vigorous if you feature our Barley. This is a good time to place the name on your order list.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

ROLLED OATS.
SPLIT PEAS.
POT BARLEY.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

advertising departments, which have greatly strengthened both departments and made it possible to materially increase the sale of our specialties. We are so much encouraged over these immediate results that we feel confident a much larger sale awaits us in 1907.

"Our foreign trade, which is of very large proportions, shows good growth and is in a healthy condition. We are sending out more experienced men into countries where our trade has been moderate, but where the increase justifies the belief that careful and thorough work would be amply rewarded." President Crowell claimed that the company's brand of goods was registered and its products sold in more countries in the world than any other brand of goods of any character.

The total assets of the company are given as $17,044,443.

Hon. Geo. A. Cox, who recently resigned the presidency of the Canadian Bank of Commerce, and is giving up other positions of financial responsibility in order to take life a little easier, retired from the directorate and his place was taken by John Stuart, the able administrator of the company's business in Canada.

Thos. Lougheed, grocer and baker, Barrie, has assigned to T. McCarthy.

R. J. Reynolds, Burlington, baker and confectioner, has assigned to C. S. Scott.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

REFINERS NOT PLEASED.

With New Suger Tariff Amendment, But Will Wait to See.

The Government's new sugar tariff amendment providing that to secure the preference raws must be imported direct by ship to agent in Canada from any British country does not appeal to the refiners. But they are not prepared to discuss the subject at length. Seen by The Canadian Grocer, the Montreal refiners said they preferred to wait for a while to see how the new arrangements would work out.

B. McNally, secretary-treasurer of the St. Lawrence Sugar Refining Co., speaking to The Grocer said:

"The new arrangement is certainly unfavorable to Montreal refiners. To me there appears to have been no special reason for this action on the part of the Government. Why should the refiners be compelled to bring their raw sugar into the country via St. John's or Halifax in the winter instead of by way of New York if they wish to benefit by the preferential tariff? It is all very well to talk of building up trade between Canada and the West Indies, but before reaching out for new victories in commerce we must besure that we are protecting our present industries. We have been getting sugar in via New York for years, and the arrangement is most satisfactory to us. We can obtain supplies on short notice, and we are never short in the case of an emergency. Were we to be dependent upon arrivals by St. John's or Halifax very often in the winter serious trouble would be caused by delayed trains and other such causes which we cannot foresee. In time past we have brought raw sugar in by the Maritime ports, but the arrangement was anything but satisfactory."

FIRE IN MONTREAL.

Through a serious fire occurring in the premises of Daoust, Lalonde & Co., Montreal, Wednesday night of last week, several concerns in the neighborhood suffered considerable loss. N. Quintal & Fils, Ltd., one of the largest wholesale grocery and liquor firms in Montreal, were caused some inconvenience owing to damage by water and smoke. With commendable promptitude, however, they had repairs made and are now, through their energetic measures, once more in a position to carry on business as usual with a fresh stock.

W. P. Wilkins, manager of the Haileybury Supply Co., is in Montreal.

THERE IS A DIFFERENCE—A BIG DIFFERENCE

between

Perfection Cream Sodas

and all other biscuits. It is generally granted by all practical men that we have reduced baking to an exact science. It is true that we lead as bakers. But the difference does not lie so much in baking because we are convinced that most reputable bakers conduct their business along cleanly and progressive lines. The difference lies in this fact:—

hold all their original goodness—their **Quality** is lasting because they are packed in air-tight tins after being wrapped in water-proof and dust-proof packing.

Do you wonder that shrewd grocers feature

Perfection Sodas

all the time.

That's another difference.

They mean a good margin of profit and more trade.

THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years.

If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

Once the Canadian consumer realizes the absolute perfection and delicious purity of ***Cailler's Chocolate*** he or she will always insist upon getting it.

As a grocer, your duty is to sell the BEST. In the Swiss Milk Chocolate line it's Cailler's.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It is your customers who must be satisfied—in the use of chocolate for eating and cooking purposes it is

MOTT'S

"DIAMOND" and "ELITE" brands

that will always please them.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S
CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

It's Just This Way

You have or you have not what the people want. Since the people insist on having

Nicholson's Mince Meat

it certainly pays all grocers to stock it.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled forBakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6080

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument —carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Take Advantage of the Offer Now

We have just revised our stock and find we can offer the following lines :—

Malaga Raisins "Clusters"

"Countess" Brand in boxes, 5½ lbs. and 22 lbs.

We were selling in Dec. at	**0.85**	**$3.00**
Our price to-day is -	**0.75**	**2.50**

"Duchess" Brand in boxes, 5½ lbs. and 22 lbs.

We were selling in Dec. at	**$1.20**	**$4.00**
Our price to-day is -	**1.00**	**3.50**

Grenoble Walnuts (Pure Mayettes)

Which were selling in Dec. at **0.12½**
Our price to-day is - - **0.10½**

We are the only firm having **Valencia Raisins** in 100-lbs. Bags.
This Raisin is the finest Valencia imported in Canada without exception.
We will sell in 5 bag lots, at **0.06¾** per lb.

Our stock of Canned Goods is very complete—nothing but the best known brands.
Now is the time to buy as the prices will surely advance before long.
We have a lot of fine Red Salmon which we can sell, at **$1.50** per doz., also a small lot of very good Salmon, at **$1.00** per doz. Guaranteed in every way.

TEA Although the market in **TEAS** is firm, we are prepared to offer **TEA** at special prices in order to reduce our stock.

WRITE, WIRE OR TELEPHONE

Laporte, Martin & Cie., Limited

Wholesale Grocers

MONTREAL

JAMS, JELLIES, MARMALADES

Alex. Cairns & Sons, Paisley, Scotland

This name on a jar, glass or pot of Jam, Jelly or Marmalade means that you are supplying your customers with the best that money and experience can produce. A trial order will convince you.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberries	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12/7-lb. tins	11 00
Raspberry, cases, 12/7-lb. tins	11 00
Assorted, cases. 12/7-lb. tins	10 50

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 90
Red Currant	2 90

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	1 70
Home Made Orange	2 20
Tangerine	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, in 7-lb. tins, 12 tins in case	7 20

Pure Cows' Feet Table Jelly—1 lb. square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain - - - $2.10
Pure Cows' Feet Table Jelly—2 lb. size, same style - - - - - - - - - - - - 3.75

F.O.B. Montreal. ***Net within 30 days.*** ***No discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS Limited

MONTREAL

The Most Liberally Managed Firm in Canada

McWILLIAM
Mc. AND E.
EVERIST

23-27 Church St., TORONTO

are unloading this week

Five Cars California Navels

consisting of the following brands:
Golden Flower, Chinook Rose,
Golden Gate, Arch and
Clover

Two Cars Messina Lemons

(St. Nicholas and Kicker Brand)

One Car Valencia Oranges

Two Cars Valencia Onions

One Car Grape Fruit

One Car Bahama Oranges

also California Celery, Pine Apples,
Bananas, etc.

3

Brands
California Navels
that you can bank on are

Extra Fancy
GOLDEN FLOWER

Fancy
GOLDEN FRUIT

Extra Choice
GOLDEN GATE

Grown and packed by
REDLANDS GOLDEN ORANGE ASSN.
Redlands, California

FRUITS, VEGETABLES AND FISH

Cold Weather Lessens Consumption of Green Fruits—Another Season of High Prices for Lemons is Anticipated — Fish in Good Demand.

The cold weather has put a damper on the fruit business by materially limiting demand. It makes transportation difficult and risky. This is felt especially in unseasonable goods such as strawberries and green vegetables. Oranges and lemons are in fair demand and oranges are a bit firmer. Fruit men are anticipating another season of high prices for lemons. They advanced a shilling in Sicily this week.

The cold weather has, however, stimulated the fish trade and if it holds available stocks, it is said, will be quite cleaned up.

Potatoes have advanced and are scarce everywhere. More Ontario potatoes are coming to market, however. They are better quality than last year and the eastern potatoes, being not so good, the difference is not so marked.

MONTREAL.

GREEN FRUITS.—Fruits are selling in very limited quantities. Prices do not show any changes this week for the reason that there has not been market enough to make any new figures. Lemons and oranges are in fair demand, while bananas are selling perhaps as well as any fruit. Prices are higher in New York for these, but locally remain without change.

New dates, per lb	0 05	0 07
Bananas, fine stalk	....	1 50
" jumbos	1 75	2 25
Cocoanuts, per bag	....	3 75
Pineapples, crate	....	4 75
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	4 75
Lemons	3 00	3 25
Mexican oranges, box	....	2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 5'
" frozen, bbl	4 00	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES.—Without doubt the most interesting line in the vegetable market to-day is potatoes. Prices are 'way up and stocks held in Montreal are very low. As high as $1.10 is asked for Green Mountains, while other grades are going at $1. The high prices will no doubt result in large lots being forwarded to the market. Many holders have not been able to sell at the ruling prices without losing money, but with present figures they will be able to cover themselves and will loosen up. Mostly Quebec potatoes are changing hands, few New Brunswick arriving. Cabbage is in fair demand, while considerable trade is being done in imported tomatoes. California celery is also selling freely.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage, bbl	....	1 75
Florida tomatoes, crate	....	4 50
Turnips, bag	....	0 75
Water cress, large bun hes, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate	....	6 50
Radi hes, doz	....	0 50
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 25	2 75
Celery, per doz	0 25	0 90
Potatoes, per bag	1 00	1 10
New potatoes, lb	....	0 07
" " bbl	....	9 50
Jersey sweet potatoes basket	....	2 5
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	4 00
" bag	....	1 75
B ets bag	....	0 75
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	....	0 75
New Orleans shallots, doz	....	0 60

FISH.—It is a long time since fish merchants have experienced such activity as now prevails. The trouble lies not in the securing of orders, but in filling them. Lenten demand has been larger than for years, anh record sales are being made. As a result many lines are practically off the market, or are at least extremely scarce. Frozen haddock and finnan haddies are out of the market. New tomcods are lower this week, as are also grass pike and flounders. Boiled lobsters are higher, 20c. now being asked. Malpeque shell oysters in the barrel are off the market.

Fresh and Frozen Fish.

Halibut, express, per lb	0 08½	0 09
Fresh express haddock, "	....	0 06
Grass pike, express "	0 05½	0 06
Mackerel, large, " "	....	0 10
Dore, " "	0 08½	0 09
Cod fish, " "	0 04½	0 05
Small sturgeon " "	0 07½	0 08
Flounders, per lb	0 04	0 04½
B. C salmon " "	0 08½	0 09
Qual a salmon " "	0 07½	0 08
Smelts " "	....	0 08
New tomcods, bbl	....	2 00
Frozen herring, large, bbls., 300 fish, per 100 fish	....	2 10
" " less than bbls, per 100 fish	....	2 20
" " medium, per 100 fish	1 40	1 50
Smoked and Salted—		
St. John bloaters, "	....	1 20
Kippered herring, half boxes	....	1 20
Smoked herring, per lb	....	0 10
Yarmouth bloaters box	....	1 20
Skinless cod, 100 lb. cases	....	5 50
Boneless cod, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Pure boneless cod, per lb	0 08	0 09
Dry cod in bundles	....	6 50
Oysters—		
Standards, bulk, per imp. gal	....	1 40
Selects, bulk, per gal	....	1 60
Oyster pails, pints, per 100	....	1 00
" " quarts "	....	1 25
Boiled lobsters, medium, per lb	....	0 20
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 50
" " per half bbl	....	3 25
No. 1 N.S. herring bbls	....	5 00
" " half bbls	....	3 00
No. 1 Lake Trout, 100 lb. kegs	....	5 00
No 1 Sea trout, bbls	....	10 50
No. 1 Sea trout, half bbl	....	5 75
Labrabor salmon—		
" " in bbls	....	12 00
" " in ½ bbls	....	6 50
Large green cod, 200 lb. bbls	....	9 00
No. 1 green cod, in bbls. of 200 lbs	....	8 00
Small. " " "	....	5 50
No. 1 Haddock, bbls. 200 lbs	....	6 50

TORONTO.

FRUIT.—Owing to the severity of the weather the fruit business has suffered considerably. Bananas have dropped somewhat in price with little demand. Strawberries remain the same in price, with little or no demand. The fruit business belongs to oranges and lemons this week. Pineapples have strengthened in price considerably.

Oranges, Jamaicas, per bbl	....	4 50
" " per box	....	2 50
" Florida, 126s-216s	2 75	3 00
" Mexican, 126s-216s	2 00	2 25
" Tangerines, half box	....	3 25
" Valencias, 420's and 714's	3 25	5 50
" navels, 96's, 250's	2 65	3 25
" marmalade, 160,s 200s, 210s, per box	2 25	2 50
Grape fruit, 46's 80's	3 25	4 00
Lemons, Californias, boxes	....	3 50
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 25	5 00
Apples, snows	2 00	3 00
" Spies	3 25	4 25
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 50	3 00

Bananas, per bunch	1 15	2 00
Red bananas, per bunch		3 50
Cranberries, per barrel	8 50	9 50
" " crate	3 10	3 25
Strawberries, per qt	0 55	0 60

VEGETABLES.—The vegetable trade is also suffering from the severity of the weather. Trade is quiet with the exception of potatoes, the price of which has advanced 20c. Boston lettuce has dropped 10c.

Potatoes, Delawares, per bag	1 10	1 20
" Ontario		0 75
Sweet potatoes, per hamper	2 00	2 75
Onions, Spanish, per large case	3 25	3 50
" " small case		1 25
" Yellow Danvers, bags		1 40
" Canadian, per bag		1 75
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads		1 40
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz		0 50
Cucumbers, hot house, per doz	2 25	2 50
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, Cuba, per 6 basket crate		5 00
Tomatoes Florida, per 5-lb. basket		1 00
Peppers, per basket		
Parsley, per doz	0 20	0 25
Parsley, Jumbo bunches, per doz		0 75
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz		5 75
Squash per doz	1 00	1 25
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Parsnips per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Fancy Baltimore spinach, per hamper		1 25
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 40

FISH.—The fish trade remains firm with few changes in price. Fresh haddock are now 6c. This week frozen sea herring are to be had at $2.25 per barrel.

Fresh halibut		0 18
Haddock, fresh caught, per lb		0 06
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket		1 25
Striped bass, per lb		0 15
Blue fish, per lb		0 10
Frozen mackerel		0 10
Home cured bloaters, per basket		1 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb	0 08	0 09
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb		0 10
Pink Salmon, per lb		0 10
Red " "		0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelts, No. 1, per lb		0 10
" extra, per lb		0 15
Lake Superior herrings, per lb	0 03½	0 04
Pike, per lb		0 05½
Yellow pickerel, per lb		0 08
Kippered herrings		1 25
Sea herrings, per 100 count		2 25
Goldeyes, per lb	0 05½	0 06

FRUIT FROM AFRICA.

A Montreal firm, Hart & Tuckwell, recently imported from Cape Colony, South Africa, a direct shipment of plums and peaches, which arrived in first-class order. The fruit was good looking and had suffered no ill effects in transport. Prices are very high for this sort of fruit, averaging $3 a box of 28 in the case of plums.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

Mr. Grocer

In addition to our large **FRUIT AND FISH** business we have a special department for handling **BUTTER, EGGS** and general Farm Produce. A special staff of trained men will look after your interests.

THE EGG AND BUTTER MARKETS ARE VERY STRONG AT PRESENT

High prices assured by shipping at once

Send for our Weekly Market News

WHITE & CO., Limited
TORONTO
Branch at Hamilton Phone Main 4106

Lemon Quality Race

From Fruiter's Special Correspondent.
Feb. 26th, 2.30 p.m.—Skipper Tracuzzi's "St. Nicholas" leading by 23 lengths. Gaining steadily. Conditions fair.

B. L. O. E.

WE ARE HAVING FREQUENT ARRIVALS OF
Oranges, Lemons, Bananas, Onions, Strawberries, Spinach and other goods.
YOUR ORDERS WILL HAVE ATTENTION.
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.
Car Finest VALENCIA ORANGES
Regular and Large 420 size.
Car SEVILLE (MARMALADE) ORANGES
Car FANCY BANANAS
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SIGNAL BRAND ORANGES — We quote for prompt shipment

Extra fancy California Navel Oranges, Signal Brand, 150's, 176's, 200's,	$3.00
" " " " " 96's, 126's,	2.85
" choice " " various brands,	2.75
Finest Indian River Florida Oranges, all sizes,	2.75
" " " " Grape Fruit, 64's, 80's,	3.00
" Jersey Cranberries per bbl.	7.00

MONTREAL FRUIT EXCHANGE
195 McGILL STREET, MONTREAL

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

PROFIT AND GOODNESS

That's exactly what you get, Mr. Grocer, by featuring our

Jams and Jellies

There's a direct profit in them and their genuine goodness assures an indirect profit as well. Our

Pure Apple Juice

is still the prime favorite. Send for particulars.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ***ESTABLISHED 1871***

If you want an Awning, why not try

The Tobin Tent & Awning Co., Ottawa ?

It's worth considering.

JUST ARRIVED

Special direct shipment of

No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
Prices are right.
Order before supply is exhausted.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. **MONTREAL**

IF IT IS

SALT

you require, we have it.

Full assortment of the best brands.

VERRET, STEWART & CO. Limited

MONTREAL

OUR BUSINESS IS

Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

Fruits, Green and Dried, and Nuts are our Specialties.

Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.

C. & F. prices given for car lots.

FRED^K. FISHER & SONS

St. Magnus House, Monument St.

LONDON, ENGLAND

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINE S
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE

The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

SUPPLIES FOR LENT

FISH AND OYSTERS

New Skinless Dressed Cod, in 100-lb. cases.
Pure Boneless Cod, in 1-lb. and 2-lb. bricks.
Labrador Herrings, in brls. and half brls.
Labrador Salmon, in brls. and half brls.
Labrador Sea Trout, in brls and half brls.

Fresh Frozen Pike, Pickerel, Salmon, Mackerel, Halibut, Cod, Sea Herrings, Smelts and Tomcods.

Bulk Oysters by the Gallon
"Standards" and "Selects."

All kinds of Fresh, Frozen, Smoked, Dried, Salted, Pickled and Prepared Fish in Season.

Mail Orders Solicited.

Branches: ST. JOHN, N.B. GRAND RIVER GASPE

LEONARD BROS.
Wholesale Fish Dealers
20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639
LONG DISTANCE TELEPHONES

STOCK UP NOW

GREENBANK LYE, 1-lb. tin solid.
RED HEART LYE, 8-oz., 12-oz. and 10-lb. tins.
CHLORIDE OF LIME, tins ¼s, ½s.

THE PUREST—THE BEST
Manufactured by

The United Alkali Co., Liverpool, England

L. Chaput Fils & Cie., ***DISTRIBUTORS***
WHOLESALE IMPORTERS
2, 4, 6, 8 De Bresoles Street, MONTREAL

CIGAR GOODNESS

Some grocers overlook that point—although there isn't a grocer in Canada who can afford to do so. The quality of your goods originates more trade than almost anything else, while it is absolutely certain that quality goods can alone retain trade. You must cater to the tastes of your customers, and—judging by the orders arriving from grocers in all parts of Canada—the

PHARAOH and PEBBLE

Cigars must be mighty popular. There are reasons for their popularity.

Pharaoh is a carefully made Cigar—I personally select and supervise the maturing of every leaf of tobacco used in my factory—and easily worth fifteen cents but retails for ten.

Pebble is the five cent head liner. Smokers marvel at its goodness and some grocers sell it for ten.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Good Business

The kind of business that pays depends largely on the brands of tobacco you carry. There was a time when tobacco had little to do with the grocery business; but that's so long ago that we do not remember it. There's a multitude of men sitting in smoking jackets and here's about the way Mr. Smoker talks: "You might make it a point to order your groceries at Smith's. Smith carries a good stock of

T. & B.

the best tobacco placed on the market to-day. The Grocer who is wise enough to appreciate tobacco quality and its influence is wise enough to appreciate quality in every article he sells. Go to Smith's, and, by-the-way, you might bring a couple of packages marked **T. & B.** with you." Enough said for the shrewd grocer to think over.

T. & B. Tobacco sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ATTRACTIVE FOOD STUFF SHOW AT CARSLEY'S IN MONTREAL

Exhibitors were numerous at the International Food Fair held at Carsley's departmental store, Montreal, during the past month.

Booths were attractively dressed and every day young ladies were kept busy demonstrating the merits of the foodstuffs contained therein.

Alex. Forman, manager of the grocery department of the store went around with a broad smile on his face most of the time and was here, there and everywhere with a good word to help things along.

Edwardsburg Starch Co.

At all food fairs one may be certain that if the Edwardsburg Starch Company is one of the exhibiting firms it has a neat and showy booth. They had at Carsley's. It was opposite one of the elevators, and was dressed most tastily, being a double one. The company's different syrups were there for the public to taste and econiums on Crown Brand table syrup were numerous. Benson's Prepared Corn Starch, Silver Gloss Starch and Edwardsburg No. 1 White were the starches displayed.

Something Good in Cream.

St. Charles Evaporated Cream was there, too. So were Ewing's Club and Price of Wales coffees. And those who tasted the dainty little sample cups of coffee, in which St. Charles cream was used, went away thinking that these articles were certainly the real thing.

Small's Specialties

Cremo, maple dust, Small's maple creams, and Small's pure maple syrup were the lines shown in the booth of the Canada Maple Exchange. The decorative scheme was nicely carried out, and the goods shown were in keeping with the decorations as most everyone knows they would be.

Lowney's Goods.

The Walter M. Lowney Company, of Canada, had work cut out for themselves in keeping up with the demand for their excellent cocoa and chocolates. All day there was a crowd before their booth.

Seal Brand Coffee.

It is hardly necessary to say anything about Chase & Sanborn's Seal Brand Coffee. The grocers all know it and appreciate it. Evidently the public did too, from remarks heard around the booth.

The Chocolate Girl.

Walter Baker & Co. is a firm that was very much in evidence throughout the fair. Their chocolate girl, a young lady attired in costume after the style of their trade mark, a lady serving chocolate, attracted much attention.

Canada Flakes.

A dainty dish of breakfast food was that served to all those desirous of tasting Canada Flakes. This food touches the right spot.

Cowan's Goods.

Everybody seemed to like Cowan's Perfection Cocoa, and Cowan's chocolates. Milk and plain chocolate, as well as cream bars, croquettes, wafers, icing and a variety of other specialties were shown by the Cowan Co.

A New Food.

Dr. Price's Food is a new cereal on the Canadian market. Composed of wheat and celery, it is something out of the usual style.

Drysalters Exhibit.

Soap in the making was shown in the booth of the Drysalters people. An amusing incident occurred one day when a lady mistaking a central pile of soap chips for breakfast food, which it much resembled, tasted the article before she was seen by the demonstrator. Mother's favorite, liberty, lilac, heliotrope, violo odorata, jockey club, sandal wood, were the different brands of soap shown.

Ozo There, As Usual.

One of the most attractive booths at the fair was that of the Ozo people. Those wanting to hear something about an excellent pickle went to this booth, where they were given samples of the company's products. Jams were also shown here. Favorable remarks upon the quality of all their goods could be heard any day in that part of the store. T. R. Butt, a city traveler, was in charge.

White Moss Cocoanut.

The Canadian Cocoanut Company had on display their White Moss Brand Cocoanut, which was eagerly sampled by shoppers. Mr. McLean was always ready and willing to explain the process by which the article was manufactured.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

old by all the Wholesale trade

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Shredded Wheat.

A small hand-shredding machine attracted the attention of visitors to the booth occupied by the Shredded Wheat Company. Shredded wheat and triscuit were demonstrated duirng the month, and more fame was attained by both lines.

Vita and Lipton's Teas.

Laporte Martin & Co. were represented by two lines known by the majority. These are Lipton's teas and vita. The latter is a fluid beef which is rapidly gaining favor.

Popular Soap.

Comfort Soap had a nice stand where were shown as well as Comfort Brand Soap, Handy Ammonia, Diamond Dye and Dingman's Ideal Blue.

Ogilvie's Flour.

Royal Household Flour was to be seen in the booth of the Ogilvie Flour Mills Co., occupying a prominent place.

Sunlight Soap.

Mr. Probert was in charge of the Sunlight Soap booth. Several brands of soap were to be seen as well as vim, a cleanser which is gaining popularity.

Bovril's Showing.

"And Still They Want More Bovril." So did the people who visited and sampled that fluid beef. Bovril was in demand during the cold weather of the fair.

Displays were made also by Universal Breadmaker people, Thos. Davidson Manufacturing Co., Noyes Ontario Grape Juice, Perrier Water, Shirreff Manufacturing Co.

CONDITIONS IN CUBA.

H. Simon, of H. Simon & Sons, cigar manufacturers, Montreal, has just returned from a combined business and pleasure trip to Cuba. Speaking to The Canadian Grocer about conditions on the island, he said that the planters expected to have this year a fair average crop. For a long time they were afraid there was going to be trouble owing to the lack of rain, none having fallen between October, 1906, and January last. The week before Mr. Simon arrived rain came and there have been two or three showers since, so that growers are again optimistic. The trouble with rebellious natives made the planting season come a little later this year, but this will have no worse effect than the making late of the season for picking the tobacco.

CAUSES OF FAILURE.

Bradstreets of January 22, analyzes the failures of 1906 in the Dominion of Canada and Newfoundland, as follows:

Failures due to	No.	Assets.
Incompetence	203	$ 878,185
Inexperience	41	250,238
Lack of capital	626	2,266,775
Unwise credits	13	1 90,100
Failures of others	14	101,200
Extravagance	9	52,175
Neglect	41	52,064
Competition	9	12,213
Specific conditions	168	392,766
Speculation	7	26,600
Fraud	108	182,760
Totals	1,239	$4,305,076

Hanna & Co., general merchants, Wingham, have dissolved, Geo. C. Hanna retiring.

T. G. Healy and G. H. Victors, Vancouver, have severed their connection with the Edgett "Store of Plenty" and will go into business on their own account.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Walker Bin Fixtures

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an impression on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

Write for Illustrated Catalogue— "Modern Grocery Fixtures."

The
WALKER BIN & STORE FIXTURE CO.
Ltd., BERLIN, ONT.

Representatives:
WINNIPEG, Man.—
STUART WATSON & CO.
REGINA, Sask.:
THE H. W. LAIRD CO., LTD.

Ten Cents
Royal Sport

Five Cents
Hogen-Mogen

Two lines that please every time.

If your tobacco department does not pay it's because you do not carry paying lines.
Just give these two lines a fair trial and you will be surprised at the returns you will receive.
You will be interested in learning of our special plan to help our customers. Drop us a line.

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

Keep

BOECKH'S BROOMS

to the **front,** and you will never get **behind** in your trade.

Boeckh's Brooms are made to please the housewife, that is why they are the favorite.
You require no stronger argument with your jobber to insist upon getting **BOECKH'S BROOMS.**

UNITED FACTORIES, LIMITED

TORONTO, CANADA

"UNISYSTEMS"

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

UNIVERSAL SYSTEMS, LIMITED

8-10 ADELAIDE STREET WEST
TORONTO

14 BANK OF OTTAWA BLDG.
MONTREAL

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know,* not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

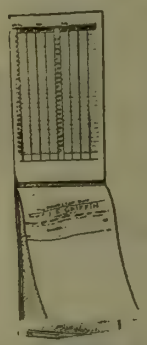
Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

SAVE MONEY

You are quite anxious to do so—But the Grocer who has installed a



Duplex Counter Check Book

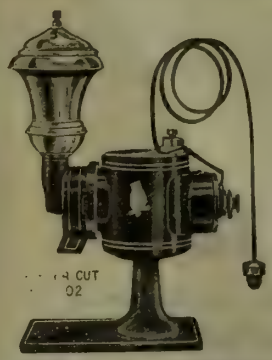
is actually doing so. Yes that book does save money because it does save time.

Let's send you particulars

The Carter-Crume Company, Limited

Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Gain More Oil Customers

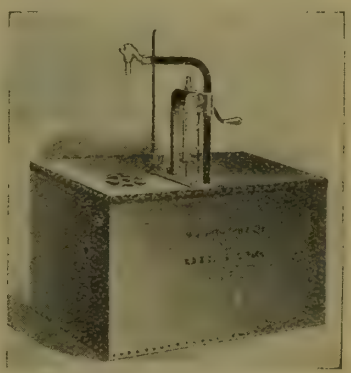
Bowser Self-Measuring Oil Tanks bring you more trade because customers appreciate the fact that the oil is drawn instantly, that the measure is always accurate, that the oil is pure, and that the store itself is so clean.

Besides bringing new customers, the Bowser increases the profits on all sales made, by preventing evaporation, leakage, waste, overflow and over-measurement.

The Bowser costs you nothing because it is paid for by the money you are now losing.

Write now for free booklet B explaining the many Bowser styles.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO



Cut No. 19—Type B

One of 50 Styles

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Beauce Brand Maple Syrup

Send your in orders in NOW—the sap will soon be running—it may be a big run—it may be only a small one. Take no chances—first come first served—let us have your order at once. Grocers who have handled our BEAUCE Brand for years past know better than we can tell them, that it is no experiment. In maple syrup it is the

Greatest Value

obtainable, showing a

Handsome Profit

The syrup obtained from the sap of the Beauce County maples is the finest in the world—ours is refined by special machinery and meets the requirments of the pure food laws.

MACLAREN IMPERIAL CHEESE CO.
LIMITED
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 1, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case.	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's.... $2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case, per doz.,	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
⅛ " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.
5-lb. screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 38c.
6-lb. boxes, 12 boxes in case, ½-lb. tins, 38c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.

Sweet chocolate powder—
5-lb. tins, 10 tins in case, 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins, 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 28c.

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 32c.

Milk chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 28c
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—
100 2-cent. pieces in box, $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins, 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins, 26c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 26c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs., 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—
5 lb. tins, 10 tins in case, 36c.
10 lb. tins, 10 tins in case, 33c.

XXXX chocolate powder
5-lb. tins, 10 tins in case, 35c.
10-lb. tins, 10 tins " case, 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

ANOTHER.

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

The Retailer's Journal of Chicago reports a fatal burning accident in that city of January 27th in which Mrs. Patrick Rice lost her life and her sick husband barely escaped a similar fate, from the use of dangerous inflammable liquid stove polish on the kitchen stove. How much liability rests on the retailers who sell the explosive stuff? Push RISING SUN STOVE POLISH in Cakes and SUN PASTE STOVE POLISH in Tins. They always have been and are now absolutely safe. Besides—its pays you to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Why let your neighbor get the trade for Condensed Milk?

You can get the best trade by selling

BORDEN'S BRANDS

—The highest awards for Perfection in Milk.

"EAGLE" Brand
Condensed Milk

"PEERLESS" Brand
Evaporated Cream

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5	"
15 00 "	6	"
20 00 "	7	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

					Per case.
Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	½	"	4 75
"	20 "	"	1	"	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 10
20-lb. tin pails	2 00
Cases 3-lb. "	0 11
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
½-lb. jars "	0 65
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

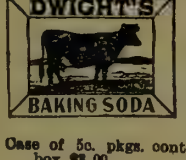
Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 35 to	1 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

SAVING

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

Every particle of strength and aroma developed and saved in Coffee adds just so much to its value, for it means
Dollars saved to the cónsumer, because it goes further;
Dollars made by the Grocer, because they sell more.
The "saving quality" is one of the greatest attributes of

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case.	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

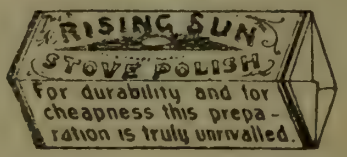
In Pictoria—Cardboard Boxes—

4 lbs. net weight.	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1lb. gross weight. 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case.	1 25
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " per case.	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24 pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

5¼ lots prepared up to 40c. rate

Empire Golden Syrup—

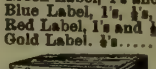
Cases, 24—2's.	1 95	Bbls. per lb.	0 02½
" 12—5's.	2 40	½-bbl "	0 03
" 6—10's.	2 35	Kegs "	0 03½
" 3—20's.	2 25	Pails, $1.40 and $1.	

Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 3-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.	$0 20	$0 25
" " ½'s.	0 21	0 26
Green Label, 1's and ½'s.	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.	0 36	0 50
Gold Label, ½'s.	0 44	0 60



LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's.	$0 18½	$0 25
Blue Label, ½'s.	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s.	0 40
No. 1 'C,' 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

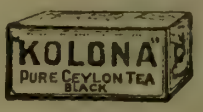
Ceylon Green Teas—Japan style—

Lady cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 5 lbs. & ½s.	0 40	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

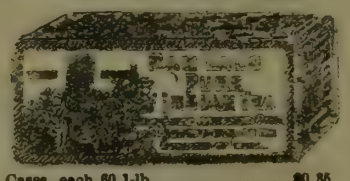
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s.	0 20	0 25
Crimson " 1's and ½'s.	0 22	0 30
Green " 1's and ½'s.	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s.	0 36	0 50
Gold " 1's, ½'s, ¼'s.	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.	0 20	0 25
Green Label, 1's and ½'s.	0 22	0 30
Blue Label 1's and ½'s.	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s.	0 42	0 60
Purple Label, ½'s and ¼s.	0 55	0 80
Embossed, ½'s and ¼'s.	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	$....
" II 40-lb. boxes.	....
" III 80-lb. boxes.	....
EMD AAA Japan, 40 lb " at.	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes.	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases. retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases. retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases. retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases. retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases. retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases. retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	$0 45
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H C., 1-20.	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20.	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality.	$0 52½
Condor, pure distilled.	0 27½
Old Crow.	0 23½
Special prices to buyers of large quantities	
White Wine, proof.	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case.	1 10

"BATGER'S" MARMALADES

4 Kinds

All of them High Grade Goods at Reasonable Prices.

SEVILLE ORANGE
LEMONA
PINE APPLE
LIME FRUIT

Agents:
Rose & Laflamme
Montreal - Toronto

"GOODWILLIE'S"
Fruits in Glass

Always Good Sellers

Their rich, luscious flavor of the fully ripened fruit, makes them appreciated by everybody.

How is Your Stock?

Agents
ROSE & LAFLAMME,
MONTREAL and TORONTO

When perfection in the manufacture of any line of goods has been reached as is the case with

Our Matches

it is no experiment for the merchant to buy. We guarantee every match we make.

We save you money in freight charges. Find out how much by dropping us a post card.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

BUSIER THAN—

We've been for years. Factory is going full capacity of **150,000 cans a day.** Everybody is working over-time. Staff has been increased, but still we're busy.

IF

you haven't placed your order for 1907, we want to hear from you to-day. We're not filled up yet, but are the next thing to it.

SO DON'T DELAY

Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum; Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories, Limited, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co.,Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd., Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, O. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
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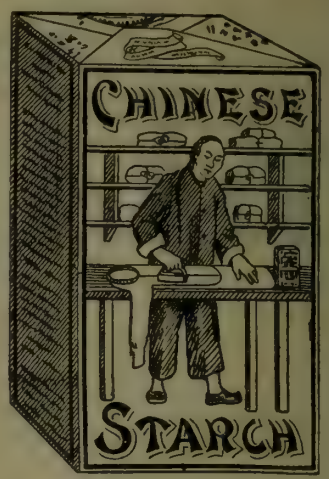
QUEBEC PROGRESS
If you want reliable and aggressive representation o the jobbing and leading retail trade of Quebec it s to your interest to write

J. P. THOMAS,
Everything in Groceries handled. Quebec

We Write Ads.
Local merchants who want more business correspond with us, will write a series of strong ads. for your newspaper, also booklets, circulars, etc.—the kind that bring results. Full information on request.

LATOURETTE ADV. AGENCY, Fenton, Mich.



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

CATSUPS

AYLMER AND DELHI

Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

QUALITY DID IT

CANADIAN CANNERS,
LIMITED

SOAP PROFITS

A good soap that pleases your customers and shews you a good profit is the soap for you to push.

Have you ever figured out ?

THE PROFIT YOU MAKE

—on—

SUNLIGHT and LIFEBUOY SOAPS

1 case lots cost you	$4.00	per case and sell for	$5.00,	shewing	**25%**	profit
5	"	"	3.90	"	"	"	5.00	"	**29%**	"
25	"	"	3.70	"	"	"	5.00	"	**35%**	"

We Offer $5,000 Reward

to anyone who can prove that Sunlight Soap contains any form of adulteration.

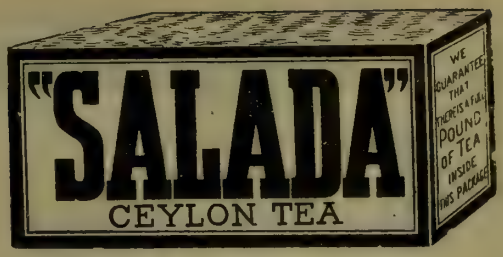
We would like to show you over our factory at any time.

We claim we have the cleanest and best arranged Soap Factory on the Continent of America.

Pay us a visit and see for yourself how a pure soap is made.

Lever Brothers, Limited, Toronto

Howbeit, Moreover And Nevertheless



BLACK—GREEN—MIXED

The steadily growing and substantial increases for the past 15 years in the sale of "SALADA" Tea can be attributed to no other possible cause than its incomparable sterling worth.

The increase in sales for the first 9 weeks of this year over the corresponding period of 1906 is in excess of 31%

Thousands of wide-awake dealers are cheerfully sharing in this profitable sale to the exclusion of all other brands.

WHERE DO YOU STAND?

"SALADA" Tea Co., Toronto, Montreal

Away back in the year 1852 the manufacture of **"GILLETT'S GOODS"** was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. ¶ Grocers everywhere know that this is still maintained in

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Etc.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ Merchants Should Recommend food-products that are produced in clean factories.

"Sterling" Brand Pickles

This is a brand of pickles you can safely bank on at all times. The most particular customer of the most high-class grocer will find these pickles measure up to all requirements.

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

All **Valencia Raisins** packed by

MAHIQUES DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

HIGH QUALITY
LOW PRICE

The unanimous verdict of users of

Paterson's Sauce

Rose & Laflamme

Agents *MONTREAL*

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: ***London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.***

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

CANNED

LOBSTER

Stocks are getting pretty closely cleaned up and ***good packs*** will shortly be unobtainable. We have a limited quantity of best pack, which we offer subject to being unsold.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.

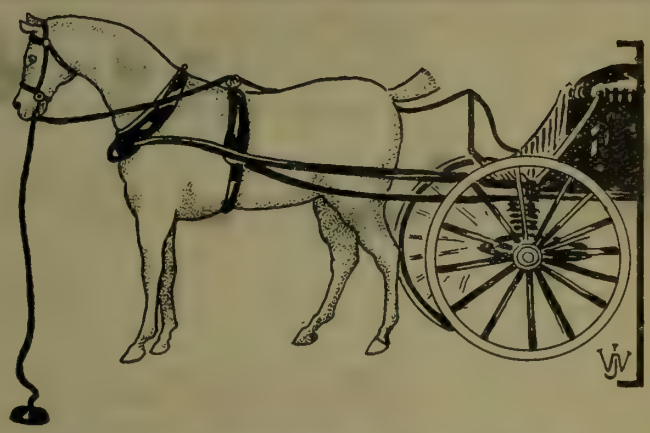
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell LONDON, ENGLAND



IT MAKES ALL THE DIFFERENCE

PRATTS FOOD is invaluable for Horses in the hard, tough work of this season. Feed **PRATTS** to your horse and see how healthy he will be, how faithfully he works and with what energy he hauls his load.

PRATTS FOOD is equally good for Dairy Cows, Hogs, Sheep and Poultry. Fed regularly it makes all the difference between Profit and Loss. Tell this to your customers. Show the goods and see how your sales will grow.

It Will Pay You to Push Pratts Food. Drop a Line Asking For Our Special Advertising Offer.

Pratts Veterinary Remedies are all sure, safe and quick, in effective results.

The Robert Greig Co., Limited, - - - Toronto

JOHN TAYLOR & COMPANY
TORONTO

TAYLOR'S **BEST** BORAX SOAP

Well Advertised
Order Now

It's Pure
That's Sure

LOWEST PRICE—HIGHEST QUALITY

We'll protect YOUR PROFIT and you'll make more by pushing our Best Soap and please all your customers because it

"SOFTENS WATER" and "WASHES EASIER"

EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

DO YOU WANT TO SHARE THIS TRADE?

Premises to Let—Consignments Received for Storage and Distribution

Best Storage in the West—on spur track in the wholesale centre

F. T. FISHER

Drawer 14

Edmonton, Alberta

Established 1882

Canadian, United States and Foreign Manufacturers

The Strongest Proof

of our motto *"Push Counts"* is evidenced by the enormous increase in our business in 1906 both at *Winnipeg* and *Calgary.* We cover the Great West from the lake front to the Rocky Mountains and sell every jobbing house in this territory. We are always open for reliable accounts, if you are not represented in *Winnipeg* or *Calgary,* write us; we have in *Winnipeg* and *Calgary* large and commodious track warehouses; can distribute your cars ; or store your goods at reasonable rates: your enquiries promptly answered.

Yours truly,

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG and CALGARY

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles Borromee Street. - Montreal

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

WHY BUY RUBBISH?

WE OFFER:

500 cases finest **Red Sock Eye Salmon,** equal to anything packed, at ***$1.60***

TRENOR'S BLUE EAGLE

Selected and **Layer Valencias** . . . . . at ***Rock Bottom Prices***

CANADA'S PRIDE

Tomatoes
Corn *and*
Peas

WRITE FOR QUOTATIONS

William Galbraith & Son

68 McGill Street, Montreal

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Measrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Ceylon Japan Tea

We have a good line to retail at 25c. lb.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

Vinegar that is always ***PURE MALT VINEGAR***

IS PURNELL WEBB & CO.'S

Brewed from the Finest Grown English Malt.
Unequalled for Table Use.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HANZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING - - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - - WINNIPEG MAN.
C.E. JARVIS, & Co., - - - - VANCOUVER, B.C.

TO MANUFACTURERS !

This is going to be a BANNER YEAR for BRITISH COLUMBIA The terrific winter experienced throughout Manitoba and the Northwest will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all GROCERY COMMODITIES.

Do you wish to participate in the GOOD TIMES? If so place your agency in our hands.

During last month we introduced THREE NEW LINES, placing them in EVERY RETAIL STORE on this market. We can do the same for YOU.

Our travellers cover the entire province of British Columbia.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

Grocers, Attention!

You all admit that your tea trade is by all odds the most important part of your business. It is not a wise policy to slight any article in the Grocery Calendar; but the man who slights his tea counter invites commercial disaster. Since it so necessary to push good teas most grocers push

Ceylon Teas

thus assuring a constantly increasing profit and a lasting reputation at the same time. A constantly increasing profit because every ounce of **Ceylon Teas** gives the utmost satisfaction and you cannot possibly sell Ceylon without advertising your business. Is it worth while being in the Grocery business unless you feature **Ceylon Teas?**

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results** ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Come-again Customers.

These are the people you want to please - the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for—

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this—the best of bottled Coffees Remember there are others eager to sell "Camp"—keep even with them.

R. Paterson & Sons,
Coffee Specialists, Glasgow.

Agents:
ROSE & LAFLAMME,
MONTREAL.

Now's the Time For

your order if you are looking for the real article in sardines. You will be interested in hearing that we have just received a special shipment of

Alibert Sardines

This is the lot we've been telling you about. Need we tell you again that they are the best article on the market? Hardly. You know it yourself if you have ever sold Alibert Sardines.

Your Jobber Carries Them, if not

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

SPECIALS

3 lb. Strawberry Beets, fine for Salads, - - 1.10

1 lb. Solid Pack Preserved Strawberries, - - 1.60

Tartan BRAND
SIGN OF PURITY

MARMALADE SEASON

Wagstaffe's Orange is all Marmalade, 1 lb. glass, 2 lb. and 5 lb. tins
Wagstaffe's Fig and Lemon is appetising.
Robertson's Orange, Green Fig, Pineapple, Ginger and Ginger and Fig Marmalade
Keiller's 1 lb. glass, 7 lb. tins Marmalade
Crosse & Blackwells 1 lb. glass, 7 lb. tins Marmalade

SALAD SEASON

Vestal Pure Olive Oil, qts., pts., hf-pts., the finest quality
Crosse & Blackwell
Barton & Guestier, qts. and pts.
Prices', qts. and pts.

Special Attention to Mail Orders.

Phone for Quotations, 596. Free to Buyers.
Offices Phones 1996, 1997, 1804, 596.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

It Really is Refreshing

in these days of adulteration to get something absolutely pure and as represented.

We guarantee our

Maple Syrups and Sugars

absolutely the pure extract of the maple trees of Quebec, the sugar-making centre of the world.

Our Syrups "Pride of Canada," "Pride of Quebec" and our Sugars and Creams will make you well-pleased customers.

THE MAPLE TREE PRODUCERS' ASSOCIATION
WATERLOO, P.Q.

Seasonable Sellers

There is a time for everything—a season for every commodity. This is the season when

Mathieu's Syrup
of Tar and Cod Liver Oil

sells very quickly and in very large quantities, because as a cure for Coughs, Colds, Grippe, Bronchitis, and all affections of the chest and throat it is unexcelled. It is a family remedy throughout Canada and is well advertised.

Send your order to-day for another supply.

Every season is the headache season, and Mathieu's Nervine Powders sell through every season.

J. L. MATHIEU CO., Proprietors
SHERBROOKE, P.Q.
For sale at all druggists and general stores.

Seasonable Fruits of Exceptional Quality.

Paradise and Haycastle Currants, choicest productions from Greece's most favored district. Cases and ½ cases.

"Santa Clara," "Oregon" and "Italian" Prunes, ranging from 30/40s to 90/100s, in 25 and 50-lb. boxes.

Our fruits are always RIGHT in price and quality.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

The land where the best tea is grown is

Japan

Japan Tea can never be displaced where people know its wonderful qualities, its delicacy, aroma, flavor and its absolute **purity.**

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste, and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two doz., $1.00 per doz. F.O.B. Montreal.

THE OZO CO., Limited

MONTREAL

We are now prepared to book orders for and ship:

Balmoral Orange Marmalade (In full 1-lb. glass)

Balmoral Orange Jelly Marmalade (In full 1-lb. glass)

Balmoral Grape Fruit Marmalade (In full 1-lb. glass.

ABOVE ARE GUARANTEED STRICTLY PURE

Royal Brand Compound Marmalade (In glass, tin and wood)

Quality equal to the ***BEST MADE.*** All in ***HANDSOME PACKAGES.***
Ask our broker for prices, or write us direct. ***WHOLESALE ONLY.***

J. W. WINDSOR, - - - MONTREAL

WINES—LIQUORS—ALIMENTARY PRODUCTS

L. FONTANEL

General Agent and Importer

207 St. James St., Nordheimer Building

MONTREAL

Phone Main 2596 **P. O. Box 395**

Branches:

WINNIPEG **VANCOUVER** **VICTORIA**

Are you open for a line that is all good stock—that sells at sight all the year round—no waste, no loss of any kind? A line paying

50% Clear Profit

You certainly are, and consequently should right away see to getting a supply of

Mace's Original American Ice Cream Powder

Prices on Application.

A. H. MACE & CO., - - - MONTREAL
746 Notre Dame St., W.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

Western Canada's First Food Show and Grocers' Exhibition

CONDUCTED BY

The Retail Merchants' Association of Western Canada

AT THE

Auditorium Rink **WINNIPEG** **July 1 to 13, '07**

"The Westerner's an eater—
Likes his viands and his wine."

¶ He is making money faster and spending it more freely than any other man in the Dominion.

Every Manufacturer and Distributor of Food Products and Grocers' Sundries should grasp this chance to

Let the Growing West Know his Product

The estimated attendance from the three Provinces will be One Hundred Thousand.

For Diagram and Information address

W. A. COULSON, - - Secretary

53 Scott Block, WINNIPEG, MAN.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net.
2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.
Ass't. case 4 kinds,
$1.50 doz.

Above cut represents exact size and style of our 1-lb jar

Pure Fruit Jam

1-lb. net.
2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz.
Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz.
Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

ORDER FROM YOUR JOBBER

SUGARS LIMITED, MONTREAL

Diamond Brand Maple Syrup

True to Nature, the Syrup with the real smack of new sap goods about it.

TWIN BLOCK PURE MAPLE SUGAR

See that our name and guarantee is printed on the box. None other is genuine.

MAPLE CREAM HEARTS

Don't forget this delicious, fast selling specialty. They will please your most fastidious customer.

BUTTER BEANS

A new line of confectionery in pails, immense seller.

ASK YOUR JOBBER'S TRAVELLER FOR PRICES. DROP US A POSTAL FOR OUR ILLUSTRATED CATALOGUE.

SUGARS LIMITED, - - MONTREAL

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

From the land of the Heather and the Bramble comes this world-wide known brand, which needs no introduction. It is so well and favorably known everywhere that you have only to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering CAIRNS.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12/7-lb. tins	10 75
Raspberry, cases, 12/7-lb. tins	10 75
Assorted, cases. 12/7-lb. tins	10 75

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 90
Red Currant	2 90

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	1 70
Home Made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, in 7-lb. tins, 12 tins in case	7 20

Pure Calves' Feet Table Jelly—1 lb. square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain - - - $2.10
Pure Calves' Feet Table Jelly—2 lb. size, same style - - - - - - - - - - - - - 3.75
Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen., Champagne, Cognac, Madeira, Port and Sherry, doz. - $2.50

F.O.B. Montreal. ***Net within 30 days.*** ***No discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS LIMITED

MONTREAL

The Most Liberally Managed Firm in Canada

California Fruits

These goods will move more quickly from now on.
Prices are advancing and it is advisable to look ahead.
We have interesting prices on

Prunes—All sizes, 25 x 50-lb. boxes, 1-pound and 3-pound cartons.

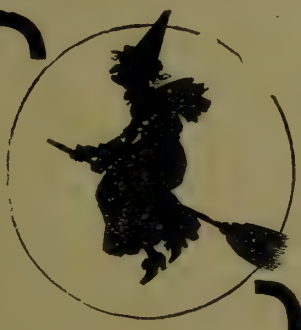
Apricots

Seeded Muscatel Raisins

Our travellers have special figures worthy of your attention.

James Turner & Co., Limited, Hamilton, Ont.

Royal Crown Witch-Hazel Toilet Soap is a Skin Food, Too



It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by wide-spread advertising.

The ROYAL CROWN, Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

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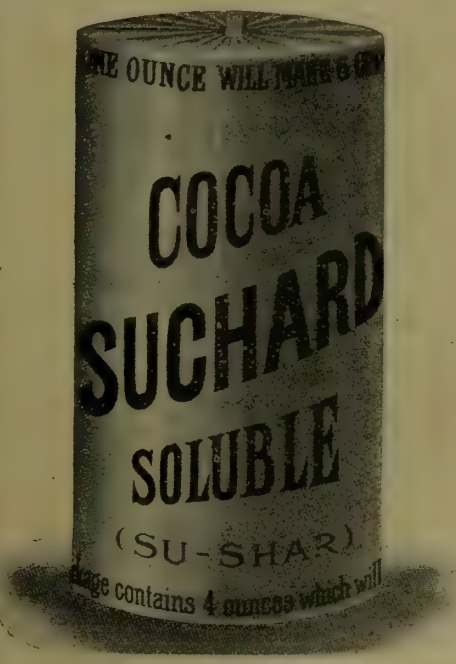
24

A MONEY MAKER !

You are interested in such a line.
You're in business to make money.



SUCHARD'S Cocoa pays better than any other.

Why? It's the Best! Customers like it after first trial and take no other. The difference between your buying and selling figures is your profit and—

IT'S BIG

We'll give particulars— FRANK L. BENEDICT & CO. MONTREAL

STANDARDS FOR CANNED FRUITS AND VEGETABLES

From an address before the recent Canners' Convention at Buffalo by Dr. Wm. Frear. Chairman of the Committee on Food Standards, Washington.

It is related of an old Pennsylvania clergyman that one Sabbath after announcing his text he looked up from his desk and said : "Brethren and sisters, I wish to talk to you a little while before I begin to preach." Following in the footsteps of one so worthy I shall venture, before discussing the details of the two standards assigned as my topic, to call attention to some of the general features of the whole system of standards, of which those for canned fruits and vegetables form small but closely related parts. For the experience of the years during which this system has been building has shown numerous instances in which a plain setting forth of the fundamental principles of its construction has made clear points of detail which, having been considered by themselves and out of relation to the system in its entirety, had previously been accepted with doubt or even attacked with severe criticism.

In 1897, after some years of experience as an official analyst, had convinced me of the great need for an authoritative set of food standards for our own country, I brought the subject to the attention of the Association of Official Agricultural Chemists, an organization of which all state and national official chemists are ex-officio members. Under the authority of that association the work was begun. In 1902, by act of Congress, the Secretary of Agriculture was authorized in collaboration with that association and such othet experts as he might deem necessary to fix standards of purity for foods and determine what are regarded as adulterations therein. Under these auspices the work has steadily progressed until at the present time standards have been proclaimed for most of the classes of food staples.

Definitions.

With respect to the form of expression best suited to the purposes of these standards, it was decided that they should be put into the shape of definitions of the several articles standardized ; that these definitions should include, where possible, a specification of those qualities that make the articles described wholesome and desirable for food purposes ; and that, where conditions indicated the necessity for and the practicability of the specification of limits for particular constituents these should be included. Furthermore, to guard against possible future abuses, as well as those of the present, it was decided that the standards should be comprehensive. They have, therefore, been so framed as to exclude constituents not specifically included by the terms of the definition.

Inasmuch, also, as this country is a large importer of foreign food products, it was deemed wise that the standards should expressly represent American rather than foreign trade names ; and that, as far as practicable, American materials should have the preference in determining the details of the standards. It was needful to adopt some basis of judgment with respect to what should determine the standard quality of the various products considered, that is, to establish, as far as practicable, some uniform plane or level of standardization. It was decided that, for this purpose, the usual basis of judgment on the part of the consumer, namely, the article of domestic production, should, wherever practicable, serve as a guide. Since, however, failure to conform to the standard would render the producer or dealer liable to legal penalties in many states, and probably ere long in all commerce between the States, it was manifest that the product of unusual excellence should not be adopted as the basis of standardization, but an article of such quality that anything less desirable the housewife would not expect to buy without sufficient warning of its inferiority.

The adoption of this basis does not necessarily imply a failure to recognize the excellence that may result from the development of special skill in particular departments of manufacture under a factory system. On the other hand, it does not tolerate any less degree of cleanliness and care in the details of the selection and preparation of raw material and of the handling of the food materials in the course of manufacture and after its completion, than the average housewife would maintain in the management of her domestic culinary operations.

To allow the largest liberty of procedure in the preparation of an article compatible with the maintenance of its characteristic qualities, references to processes of preparation or manufacture were avoided in the standards as far as practicable.

Preservatives and Colors.

With respect to preservatives and colors, the attitude of the commission has been conservative. Until the experiments authorized by Congress had reached such stage of completion that the results could be fully known, no other course would have been logical. On the other hand, whether the results were favorable or unfavorable to the so-called "chemical preservatives," the artificial colors and the synthetic sweetening agents, it was evident that these materials were not normal components of standard food products. It was therefore deemed proper that, at least as long as the safety of their use was mooted, the standards should be limited in such manner as to require, in cases where these materials were used, a declaration of their presence. Beyond this the commission made no recommendation upon this subject prior to the publication of the latest edition of the standards in circular No. 19, office of the secretary, United States Department of Agriculture.

I have ventured upon this long discussion of the general features of the system of standards with the two-fold purpose of acquainting you with the point of view taken by the commission in its work and of explaining many of the features of the standards for canned fruits and vegetables through an exposition of the general principles governing the formation of all the standards.

Canned Fruits and Vegetables.

Referring now to the standards for canned fruits and vegetables, it is to be noted in the first place that they are based upon primary standards for the terms "fruits" and "vegetables," respectively. It was deemed important that such standards should beimade both for the sake of the buyer and of the seller of these raw foods and to serve as a suitable basis of reference for standards for their respective products. These primary standards were the more needed because the general dictionary definitions in no case represent the exact meaning of the term "fruit" and "vegetable" as they are used in the market, the dining room and the kitchen. The botanical definitions of the terms also fail to conform precisely to market usage. The commission, with the aid of Professor Coville, botanist of the United States Department of Agriculture, wrought out new definitions for these terms which, it is believed, will prove useful, although that for fruit is necessarily made to appear clumsy by the use of the term "fructifications" as a substitute for ' fruits" in the broad, botanical sense of the term, a use made necessary from the fact that "fruits" in the culinary sense form only one part of the much broader group of plant products to which the botanical term "fruits" applies.

The terms "fruits" and "vegetables" as used in these generic standards refer, of course, to the fresh—that is, the undried—products, reasonably free, even, from the effects of wilting.

The terms "clean" and "sound" should be interpreted in accordance with domestic usage. For example, the requirements on these points with respect to table fruit might properly be regarded as different from those to be maintained for fruit that is to be used for apple sauce, involving the removal of the paring and the core and permitting the removal of minor imperfections due to slight bruises and trifling attacks of bitter rot.

The repetition of these terms in the standard for canned fruits and vegetables was made to indicate that in these products not only are the raw materials of standard quality when purchased, but that they have been maintained in such condition until prepared, and also that the finished standard products are, when delivered to the consumer, free from spoilage of all kinds.

What "Fresh" Means.

In the standards for the canned products, the adjective "fresh" was used in each case, not only to indicate the essential high degree of succulence of the raw materials, but also to indicate that canned products made from dried raw materials after a preparation by "soaking" are not considered as standard un-

less sold under some label satisfactorily distinguishing them from the normal product.

The term "properly matured" was chosen to cover the great variety of conditions proper for the preparation of the different fruits and vegetables, since it was clear that the adjective "ripe" was inapplicable to many of the raw materials fit for canning, though exactly descriptive of the fit state of development for other raw materials intended for such use. The adjective "mature" was rejected as suggesting too narrow a range of plant development.

In each of the two standards under consideration, it was intended that the adverb "properly" should qualify both the adjectives "matured" and "prepared." It was deemed impracticable at this time to establish a separate standard for each of the many canned fruits and vegetables. It was recognized that the preparation proper for one product was in all respects proper for others. For this reason, only this very general indication of proper preparation was included, leaving each product to be judged, for the present, by reference to the generally recognized characters belonging to its particular variety.

With respect to the permissible additions, it may be remarked that the failure to include the so-called chemical preservatives, coal-tar coloring matters and synthetic sweetening agents has already been explained in my earlier statements respecting the disposition made of these materials in their relation to all the standards. Their omission, as well as that of dyes of vegetable and animal origin that are admitted to be non-injurious to health, is further explained by reference to what I said at the outstart regarding the fundamental basis of judgment as to the standard qualities for food articles. It may be noted, however, that the claim has frequently been made to the commission that the use of a dye resembling the natural tint of the fruit was not for the purpose of deception but to prevent deterioration of the food in the tin can or in the glass exposed to light upon the shelf of the retailer. After careful consideration of this claim, it is my judgment that the effect of this use of such dyes is to conceal from the purchaser the deterioration that has really taken place and that the deterioration is not in point of color solely, but in other qualities affecting the desirability of the product. I see no objection, however, to the sale of fruits and vegetables dyed with harmless colors, if the fact of the dyeing be sufficiently declared to the buyer, unless it conceal inferiority.

Sterilization and Keeping.

It was regarded essential in defining these canned products to include both the sterilization by heat and the keeping a hermetically sealed vessel. The word "keeping" was intended to convey the notion of holding for some weeks or months. In order that the food materials, clean up to the time of their introduction, might remain in that condition, it was considered desirable to indicate that the can, or at least its interior surface, should be clean. This adjective was intended to be interpreted in the broadest sense so as to indicate the freedom of the inside of the can not from dust and other filth, but also from traces of solder liquor which, in careless manufacturing, might remain in the can, and would, in such case, surely add their poisonous constituents to the food.

FROM GROCER CORRESPONDENTS

GALT.

The grocery business in Galt during the month of February has been quiet, but steady. Prices of farmers' produce, more particularly butter and eggs, have been higher during the month than in any previous year. Eggs at present retail at 30 cents per dozen, and at one time during the month were as high as 35 cents. The strictly fresh article, even now, demands the latter figure.

The Retail Merchants Association in Galt is one of the most progressive branches of that association in Ontario. During the first two months of the year, by securing the enactment of the Transient Hawkers' and Pedlers' By-Law, they have completely eliminated all hawkers and pedlers. The appearance of one or two of these gentry in the police court made it known to the fraternity that Galt was an unhealthy place for house to house visitation.

The Retail Merchants' Association are at present preparing a petition to the Legislature protesting against the proposed tax on the labels of patent medicines, on the ground that the increase will not affect the wholesalers, but will be an additional burden on the retailers, as the standard prices of patent medicines will not permit of any increase in that direction.

INGERSOLL.

The retail merchants at their last meeting had under discussion the proposed legislation to place a stamp on all patent medicines. The question was one that received strong disapproval, and the members of the association, in compliance with a request, will in all probability protest against the measure. The question of delinquent debtors was another subject of discussion. Several of the members related their experiences with purchasers whose names should be enrolled on the "dead beat" list, and the concensus of opinion was that immediate action should be taken for mutual protection. The outcome of the discussion was that the members agreed to furnish at their next meeting a list of those who, after the lapse of a reasonable amount of time, failed to liquidate their indebtedness.

Although there has been an absence of sleighing, a factor which was heretofore believed to be absolutely essential to a successful winter's trade, the merchants here report a splendid volume of business since the holiday season. The weather has been cold enough to create a demand for all winter articles, and with the roads in good condition, the country people have visited the town about as regularly as is their custom in the summer season. The merchants are now giving much attention to their spring stocks, and new goods are arriving daily. Produce in general has been somewhat scarce, and good prices have been obtained for butter, eggs and potatoes.

Several business changes have taken place in the past fe wweeks. W. C. Talbot, who came here from Aylmer, buying out Fred Dutton's bakery and confectionery business, has returned to "his first love," disposing of his business to W. H. Will & Co. Mr. Wills is a baker of many years' experience and has resided here for a considerable length of time.

D. Tagney also disposed of his bakery and confectionery business to T. A. King, the genial proprietor of the Palace Cafe. Mr. King retained possession for a few days and then turned the business over to Jas. Brooks, who engaged in business on his own account a few months ago, occupying quarters in Jacques & McPherson's grocery store. Mr. Brooks has built up a very flourishing trade and his new quarters will allow for continued development.

KINGSTON.

Kingston contractors decided not to do any tendering for some time owing to the demands of the carpenters' union asking for shorter hours and more pay. Oh that the grocers would do something in that line. As Pat said "Lord hasten the day for shorter hours and longer pay." If grocers would only look for better profits, handle purer goods and close their stores at 6 o'clock it would be better for all concerned, but there seems always to be an element in the trade who close their eyes, put their heads down like bulls, and run into someone else, injuring both, and finally cheating the wholesaler and the public in general.

B. W. Robertson and his better half are taking a trip to Old Mexico, where they will escape the horrid cold and enjoy the torrid heat. May they have a pleasant trip and if they climb Papocatepetl (17,884 feet) we will hear some stories of smoke, ashes and clouds when they come back. In the meantime they will be greatly missed, for they are both popular and noted for their liberality to deserving objects.

Mr. Reid of the Geo. Weston Biscuit Co., made his usual call on Kingston merchants. Jim, the grocer, said his kind manner and winning ways were making friends for him. He didn't know whether he was married or not, but he was always talking about lady fingers, ha! ha! ha! After this joke Jim was told he had bis-git out as he was interrupting the meeting, and he had to do the cake walk and run straight down the crooked street and all around the square.

Weston's individual jelly rolls are the latest kneaded novelty in the baking art. I think Mr. Reid called them baby rolls, anyway they are greatly in favor.

James Crawford got the coneract for supplying the battery here with good

things to eat. From the tendency of higher prices, contracts are not going to pay. Just think of an institution here getting No. 1 creamery for 23c. That means $18 or $20 a week loss to the man who supplies it at this season of the year.

Banks are getting on their high horses here since the Ontario muddle and overdrawn cheques are the rule. Some of the boys are not pleased with the sudden pull back and the shut-down on overdrafts. The manager said he got orders from headquarters to put a check on such, so merchants must reduce stock and get out of the bucket-shop way of doing business. I know some merchants who have stock enough to run 20 stores. They have a mania for buying and can't help it. They simply can't say no and the bank is really a friend in disguise. Grocer, if you have a stock of $10,000, run it down to $8,000 and have a balance in the bank, and you will be happier and sleep better. And say! Do less credit business, and don't cut prices on staples. If you have a line you want to run off, do it.

Fred Lewis, for the last four months in the employ of J. Gilbert, has severed his connection and may go West. His father has been in the grocery business in London, England, for the past 35 years, and is secretary of the Retail Grocers' Association there. Fred is a good store trimmer and window dresser, obliging, courteous and attentive.

Cecil Gibson has joined the staff at Gilbert's grocery. He worked two years in J. S. Wilson's general store at Stella and one year in a grocery in Cleveland, Ohio, and latterly with the Kingston Fruit Co.

Mr. Horner, not of Hornerite fame, but the popular representative of the well known Salada Tea Co., was on his regular visit to our city. He claims that a respectable sample put up in nice shape and mailed to the consumer, a good regular advertisement in the local paper and a permanent one in a trade paper, (I presume he meant The Grocer) go hand in hand to poularize and swell the sales of a good tea, providing the quality of the tea is there to back it up, and Salada is good enough for a senator. The leaf is uniform and when the anxious girl of 18 pours out the last spoonful into her saucer to find out her future prospects, there is no Lark-in saying a fortune dwells in every cup.

CHATHAM.

News was received here of the death last week in Peterboro of Lukin Kent, who some 23 years ago was well known here, conducting a grocery on King St., opposite the market. Mr. Kent had reached an advanced age.

Edgar Putnam, the Queen street butcher, is having a new ice box of his own design installed in his shop.

R. J. Weaver, the St. Clair street butcher, is to have a fine new butcher shop shortly to replace the present structure.

Ald. Westman, chairman of the industrial committee of the city council, reports prospects for the establishment of a beet sugar factory here as very bright. Guarantees of acreage are coming in rapidly. A meeting will be held shortly, which will be addressed by Capt. Davidson and other sugar beet men.

Wallaceburg is shortly to have a new grist mill. A. J. Watkin, of Sarnia, formerly of the King Milling Co., is behind the undertaking. The company will be known as the Watkin Milling Co., and will be capitalized at $40,000. Citizens are to subscribe $5,000 and, in addition, the town will provide a free site in South Wallaceburg, convenient for shipping facilities, and a fixed assessment. The industry will supply a long felt want, Wallaceburg having been without a grist mill since the Commercial Mills were destroyed by fire some time ago.

HAMILTON.

Rumors are circulating that a new wholesale grocery house is about to be established here and that R. T. Steele will be the central figure in the new company. This will be pleasant news for his hosts of friends in the retail business here, as well as those connect- to Vancouver. As manager for Lucas, Steele & Bristol, he was one of the ed with the grocery trade from Halifax best liked men in the business and all hope for his success in the future. A big factory about to open here wants to secure Mr. Steele for managing director so his old friends the grocers are likely to meet him in a business way in a very short time, in either one business or the other.

How many grocers weigh their goods in? Now I think this an important matter. Almost all the imported fruits, should the retailer lose this? My advice to every grocer finding short weight nuts, etc., are short weight. Why goods, is to just verify them with the secretary of the Retail Grocers' Association who will make a note of each case and report same at the next meeting of the association. If all were to do this the evil would soon disappear. Asking a grocer the other day about cheese and what it cost him he told me. When I said what about the difference between the box weight and the scale weight, he didn't know, because he had never weighed his cheese in. When I told him that his cheese cost him nearly three-quarters of a cent more than he thought, he was quite surprised. Now if these complaints about weights were sent in from an organized body the effect would be electrical. John Jones to-day won't pay for what he does not get. John Smith is not so particular, says the matter is too small to bother with, and he loses it. If both were working together how much sooner would the manufacturer sit up and do what's square in the weight line.

It is expected that a large biscuit factory will be located here in a short time.

LONDON.

Local retail dealers report business at the close of February and the opening of March as very good, and wholesalers appear well satisfied with the orders received from the surrounding country.

The wholesale prices of cereal foods and the exorbitant telephone rates were matters discussed at a largely attended meeting of the Retail Grocers' Association on Wednesday night of last week. Dealers complain that the margin of profit on these goods is altogether too small. A cereal food which costs them $3.10 per three dozen packages is sold at ten cents per package. That price is printed on the package, so that to put on a cent or two to the consumer is out of the question, as naturally enough, no one can be induced to pay for a commodity more than the marked price. Hence all there is for the retailer in the handling and delivery of thirty-six packages is a profit of fifty cents. But there is a public demand for these goods, and dealers are forced to keep them in stock, no matter how small the profit. One philosophic grocer consoles himself with the thought that the packages serve an excellent decorative purpose in his store. The result of the discussion is that a protest will be circulated for signature amongst local dealers and afterwards presented to the manufacturers. The meeting was unanimous that the present telephone rate of $45 is too high, but as the question of renewing the Bell Company's franchise is now pending before the city council it was agreed to await developments.

"Covent Garden" is the name by which our London market has ever been known, having possibly been adopted as a compliment, or otherwise, to a place of the same name in a greater London. Time was, and not so very long ago when the local housekeeper would think she wasn't keeping house unless she visited the market at least once during the week. But things have changed and it might almost be said that the housewife who now goes to market is the exception. The reason for this change is not difficult to discover. The grocer does the marketing for the housewife. In London that industrious man of business is to be found everywhere; he no longer confines himself to the down-town streets, but operates wherever people are to be found in large number. The "corner grocery," as it once existed, is gone forever, and in its place is found the full-fledged grocery store, in many cases outrivalling those on Dundas and Richmond streets, both as regards extent and freshness of stock and up-to-date business method. In the old days few grocers thought of keeping on sale poultry, fruit, vegetables and other products of the farm; now they are kept by all. The grocer, in short, has taken a burden from the housewife's shoulders, and does her marketing for her. She has long since become convinced that the service rendered her, though no inconsiderable one, costs her little or nothing. For the grocer, as a man of business, knows how to buy as well as how to sell—a fact of which the market gardener and the poultry raiser are fully aware—and the housekeeper gets the benefit of that knowledge.

PETERBOROUGH.

The article which appeared in The Canadian Grocer last week in reference to the treatment of the retail grocers by the wholesalers, was not taken by some in the city as the writer had intended. Mr. Davis, manager for T. Kinnear & Co.'s branch here wishes to state that his firm have never accepted an order from anyone not a retail merchant. Nearly every day either letters are received or parties call at the office, wanting to buy groceries wholesale. But the firm has refused every one. They realize that it would not be fair to the retail merchants. Messrs. T. Kinnear & Co. have worked up their business here on the principle of "honesty is the best policy." Mr. Davis, however, did not contradict the main argument in the article, nor any of the charges laid against the wholesale houses. He said he knew that outside firms which sent travelers here were taking orders from hotels and restaurants and also from private individuals. He gave as one reason for this that the outside firms were being gradually crowded out of this city and district and had adopted such means, more to cut into the local wholesale trade than to injure the retail merchants. No doubt there is a great deal in Mr. Davis' argument. The three wholesale houses here, viz., T. Kinnear & Co., Perkins-Ince & Co., and Chas. Rishor, have pretty well corralled the grocery trade of the district. All three firms are doing a good business and it is constantly growing. Since Messrs. Kinnear & Co. have moved into their new premises they have been increasing their sales every week and in a short time the business will be doubled.

The retail grocers, at least many of them, are seriously considering a large proposition. During the past five years the expense of conducting a business here has been greatly increased. Rents have gone up, wages have gone up. delivery costs more and a larger and more varied stock has to be carried. A few years ago a store renting at $500 a year costs $700 or $800 now. Good clerks could be had then for $10 a week that get from $13 to $15 now. To counterbalance this additional expense the profit on groceries has not increased in proportion. In fact there has been practically little increase in the price. So that the retail man is forced to work out some plan to better his condition. One thing which is being thoroughly investigated is the cash system. Many of the merchants would like very much to have a cash system adopted. It would be a grand boon to the merchant and it would also be of benefit to the buyers. The merchant would have no bad debts, and no losses, and he could afford to sell at a reduced cost. But the great drawback is that half a dozen merchants could not make it pay. There are about 150 retail grocers in the city and half a dozen men would not be able, it is feared, to hold sufficient trade. In the east ward, however, John C. Sullivan does a strictly cash business and he has made it a success, but it is a different proposition to do it in the centre of the city. However, five or six merchants on the main street have stated that they would gladly join with other grocers and adopt a wholly cash system and try it for a year.

WHEAT AND FLOUR TRADE ON THE PACIFIC COAST

Vancouver, B.C., Feb. 28, 1907.

Former predictions as to the growth of wheat and flour shipments from this coast to Japan and China, are being fulfilled very early. The Ogilvie Milling Co., which has already had flour orders amounting to 60,000 sacks; for Japanese shipment, announces an additional order of 10,000 sacks. Besides this the company now has under consideration an offer from Japan for all flour that can be spared of certain grades produced at the Winnipeg mill in the months of March, April and May. This expansion of the shipment of Canadian flour to the Orient is the precursor of the oft-predicted movement of Alberta-grown wheat to the Pacific seaboard, in preference of eastward. This is the logical method of supplying the growing Oriental demand. It means also the early erection of grain storage elevators at Vancouver, to be quickly followed by the erection of large export flour mills.

* * *

Work on the plans for the new Vancouver produce market has progressed so far that the construction of the building is expected to be sufficiently completed by June that produce may be handled there in that month. It is anticipated that some freighting steamers will be operated from adjacent coast settlements as the most convenient means of bringing produce to market. The B. C. Electric Inter-Urban lines also serve, and the Great Northern is in close proximity to the site on False Creek waterfront. Many districts are so located that farmers may drive in with their produce and return home the same day, or at most leave next morning. A weekly market will be held at first. A market clerk is to be appointed at once to organize the work and to interview the ranchers as to bringing in their produce.

* * *

The Columbia Cold Storage Co., with its large and well equipped plant at New Westminster, is in a splendid position to engage in the shipping of fresh halibut to the eastern cities, a new venture on which they are to embark on a large scale. The company has contracted to handle the entire catch of the steamer Celestial Empire, one of the five large steamers engaged in halibut fishing on the northern banks.

* * *

A shipment of a thousand tons of barley is to go to New Zealand by the Alley Line steamer Bucentaur, scheduled to sail to-day from Vancouver. The grain which is in demand in the colony had to be imported from Oregon and Montana, a circumstance to be regretted in a grain-growing country. It is required for brewing purposes, and the demand would suggest a profitable line of grain production and export for western farmers. The Bucentaur has in all about 3,000 to 4,000 tons of cargo outward.

* * *

Prince Rupert, the G.T.P. terminal city, is to be electrified by the first of May. The B. C. Tie & Timber Co., is erecting a mill there and is installing a plant to generate electricity for lighting the new city. The pole line has been built and the Canadian General Electric Co. is supplying plant for a 1,200-light incandescent installation. Electric power for motive purposes will also be supplied at Prince Rupert from this plant.

* * *

Grocery markets are this week somewhat featureless as to changes in prices previously quoted. Stocks are still short in some lines, but the improved weather conditions have given railways further opportunity to get delayed freights moved forward. The most serious matter has been in the delivering of goods shipped out from local wholesale houses to the many country points, delays having been the order of the day, and consumers having simply had to do without.

In produce lines there is some activity. The predicted sag in prices of eggs has occurred. Local fresh eggs went down to 25c. wholesale on the weekly New Westminster market, and since then have not rallied beyond 30c. As California fresh eggs are on the market now quoted from 28 to 30c., the local stock will be kept down, especially as supplies are now liberal and continued mild Spring weather conditions will keep up the production.

Butter supplies from local sources continue to increase, with prices same as quoted last week, 35c. wholesale for local fresh creamery, local dairy being from 25 to 30c. Australian and New Zealand creamery remains at 30c. as last quoted. The supply is liberal for all present demands. No other stocks have been coming on the market.

Flour quotations have not been advanced yet, though one firm has a 20c. per barrel raise in effect, which has not yet affected this market. The tendency is to advance however, and prices are firm.

* * *

In fruits enlarged demand for oranges and lemons is noted. The price is lower too. Present quotations are $3 and $3.25 for oranges, $4 to $4.75 for lemons. Apples are scarcer and prices stiffening. Locals are offering in limited way since New Westminster market has been benefitted by the opening of the river. These local goods quote at $1.25 and $1.50 per box. Imported fancy apples are quoted as high as $2.50 per box to the trade.

* * *

Ashcroft potatoes, when they can be assured to be that article, bring $34 per ton, and the market is not at all supplied. Local mainland stock brings easily $20 to $25. Onions, local are $1.50 to $2.50 per hundred lbs. California cabbage is 2½c. per lb.; cauliflower $1.60 per doz.; celery 85c. per doz.; local lettuce, $1.50 to $1.75 per crate.

W. W. Short, manager of Revillon Bros. wholesale grocery at Edmonton, has returned from Europe, where he has been combining business with pleasure for the past few months.

Dominion Wholesale Grocers' Guild

Annual Meeting at Toronto this Week—Very Large Attendance—Leaders of the Trade from the Atlantic to the Pacific Present—Subjects Discussed and Resolutions Adopted—Expression of Views to the Provincial and Dominion Governments—H. C. Beckett of Hamilton the New President.

The annual meeting of the Dominion Wholesale Grocers' Guild was held in the Board Room of the Board of Trade, Toronto, Tuesday, March 5th.

The representation of the various provincial guilds comprising the different sections of Canada in which the work of the guild is in operation was very large and representative. Members were present from Victoria in the West to Halifax in the East and when President Hebert called the meeting to order at 10.30 a.m. it was to face an assembly of business men whose interests are of the largest in trade matters in the Dominion. The capacity of the large Board Room was taxed to the limit and it was apparent that all had come with the intention of giving their valuable time to the discussion of weighty trade matters.

President Hebert's address was brief, concise, and to the point and in this

H. C. BECKETT, Hamilton,
The New President.

respect bore out his reputation for a business man of quick, terse and decisive action. Briefly reported, Mr. Hebert said :

PRESIDENT HEBERT'S ADDRESS

"I always look forward to this occasion with much pleasure. It is, indeed, a gratifying sight, that at a meeting like this, where so much cordiality is exchanged between business men who are competitors in trade. In my present quality of president of your guild, gentlemen of all parts of the Dominion, I extend you a hearty welcome. I hope that every one of you will derive for your respective firms some benefit from our deliberations.

The eleven months that have elapsed since our last annual meeting have not seen any sensational occurrences in the grocery trade, nor hardly any eventful happenings. It has been a period of calm and smoothness with practically no difficulties or disturbances.

J. F. Eby and Hugh Blain, Toronto.

Tney Travel Together.

"I have much pleasure in announcing that a local guild is in course of organization in Edmonton, Alberta, because of our members in that locality being situated at too great a distance from the nearest guild to them now existing. I believe that is a good move.

"It is the intention of disposing at this annual meeting of all the business in one day, as in the past we have

Lt.-Col. John I. Davidson, Toronto.

A Bonnie Soldier.

found that many delegates do not attend the second day's sessions and, therefore, I hope that you will all be present to-day the whole time, and trust that we will put in solid hours of practical work."

Model Chairman.

Mr. Hebert's expressed intention of carrying out the business in a one day's session was one that in general met the approval of the delegates and the manner in which every resolution before the meeting was put, discussed and disposed of, was commendable and established a precedence for future guidance. It was felt, however, by certain delegates who had traversed half and more of the continent, that in some respects a more extended session might not be out of order, particularly as on some points the workings of the guild were not so familiar as is in the interests of all sections. However, and

ALBERT HEBERT, Montreal,
The Retiring President.

it was so expressed in the resolution of thanks to the retiring president, that everything had been gone through with in a manner satisfactory to all present.

Those Who Were Present.

Those present were :

Montreal—Albert Hebert, Hudon, Hebert & Co.; Arthur Desroches, Lalonde & Desroches; A. Robitaille, A. Robitaille & Cie.; S. J. Carter, S. J. Carter & Co.; L. E. Geoffrion, L. Chaput Fils & Cie.; Jos. Ethier, Laport, Martin & Co.; J. Stanley Cooke, Secretary Dominion Guild.

Toronto—W. P. Eby, Eby, Blain Co., Ltd.; W. D. Eby, Eby, Blain Co.; H. Blain, Eby, Blain Co.; A. W. Pafford, the Davidson & Hay Ltd.; F. W. Humphrey, Col. John I. Davidson, the

Davidson & Hay Limited; W. Logan, Davidson & Hay, Ltd.; John Sloan, John Sloan & Co.; Frank Sloan, John Sloan & Co.; T. Kinnear, T. Kinnear & Co.; T. Kinnear Jr., T. Kinnear & Co.; F. Eby, the Eby, Blain Co., Ltd.

Jos. Ethier, Montreal.

A Thorough Grocer

North Bay—W. G. Armstrong, A. J. Young, Ltd.

Collingwood—T. Byrne, T. Long & Bro.

Fredericton, N.B.—A. K. Fitz, Randolph & Co.

Belleville—S. M. Kenney, Kenney, Walmsley & Co.

St. John—W. C. Cross, Hall & Fairweather, Ltd.; Geo. E. Barbour, Geo. E. Barbour Co. Ltd.

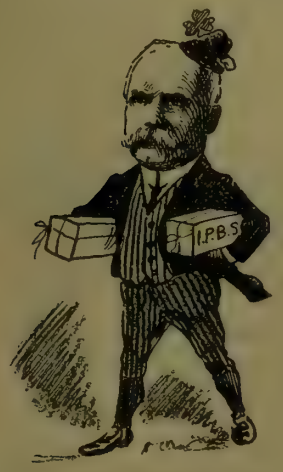
Amherst, N.S.—D. A. Morrison.

Halifax, N.S.—A. M. Bauld, Bauld Bros. & Co.; Arthur C. Pyke, Secy. N. S. Guild; J. Frank Crowe, J. Frank Crowe & Co.; Chas. H. Harvey, Chas. H. Harvey Co.

Levis, P.Q.—L. A. Carrier, M.P., A. Carrier & Fils.

Quebec, Que.—Chas. B. Pettigrew, N. Rioux & Cie.; Arch. Miller, Whitehead & Turner.

John Sloan, Toronto.



With a turn for Benevolence.

Hamilton, Ont.—Sam'l Vila, Jas. Turner & Co.; James Gow, Macpherson, Glassco & Co.; Fred T. Smye, Balfour, Smye & Co.; Jas. Somerville, Secy. Ont. W. G. Guild; H. C. Beckett, W. H. Gillard & Co.

Winnipeg, Man.—Jno. J. Codville, the Codville, Goergeson Co. Ltd.

Victoria, B.C.—H. G. Wilson, Wilson Bros.

London, Ont.—E. Masuret, M. Masuret & Co.; John Garvey, John Garvey & Son; John Marr, Elliott, Marr & Co. Ltd.; Sam'l Screaton, E. Adams & Co.; T. B. Escott, T. B. Escott & Co.; John Dillon, A. M. Smith & Co.

Windsor, Ont.—J. F. Smyth, J. F. Smyth & Co.

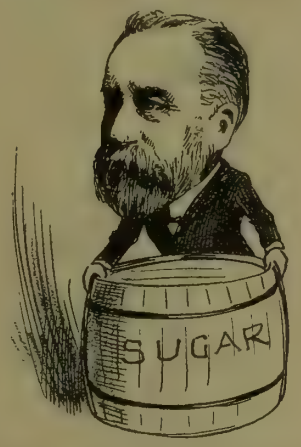
Bonusing Travelers.

After Secretary J. Stanly Cooke had read the minutes of the last meeting, the various resolutions proposed for discussion by the various prominent guilds were taken up. Among the subjects under discussion were the following :

The bonusing of travelers by various manufacturers without the knowledge or consent of the wholesale houses.

This question is one that the National Grocers' Association of the United States had taken in hand and acted upon and the discontinuance of the practice had been endorsed by some of

Hormidas Laporte, Montreal.



Absent in the Body, but present in the Spirit.

the U.S. manufacturers and it was felt that the jobbing and manufacturing trade of Canada should equally follow suit. This indirect tax upon the cost of the goods was an injury to the retail grocery trade who, after all, were the parties who had to pay the bonus.

Uniform Weights and Packages.

Uniformity in weights and sizes of packages of certain goods also came under discussion. In certain provinces the weights had been fixed by the Legislatures at specified amounts and it was thought in the interest not only of the jobbing but also the retail trade, that uniformity throughout the Dominion would facilitate the conduct of business and save time and expense.

Manufacturers Selling to Retailers.

One of the most important subjects on the paper was the selling by manufacturers direct to the retail trade at jobbers' prices and in this respect strong arguments were advanced, showing that in manufacturers discriminating in favor of a few retailers an injustice was being done to 95 per cent. of the retail of the country.

The policy of certain manufacturers listing goods that are now sold retail at 10c. at $1 was one that was not just to the retail grocer and it was felt that the retailer was not getting a fair profit at these figures, and it was a policy that did not meet with the approval of the guild. It was decided to request the manufacturers to list such

A. E. Provost, Ottawa.

The Ottawa Autoist too busy to get There.

goods at not more than 90c. in order to secure for the retail grocer a fair margin of profit. This feature is one that The Grocer has referred to before and it is with pleasure that we note this step on the part of the guild, and it is safe to say that there is no retail grocer but what has felt that this step is one that should have been taken long ago. It is a matter that has given the retail grocer a good deal of dissatisfaction in the past and it is a pleasant thing to record that the Wholesale Grocers' Guild has taken the matter up, and it indicates that they have in mind the making of a fair profit by the retailer on goods sold now at these fixed prices.

Several minor matters purely of interest to the financial position of the guild were brought up and discussed.

Retail Merchants' Association.

During the afternoon session a committee of the Retail Merchants' Association of Canada was received. The committee consisted of E. M. Trowern, secretary; Geo. E. Gibbard, M. Moyer,

T. B. Escott, London.

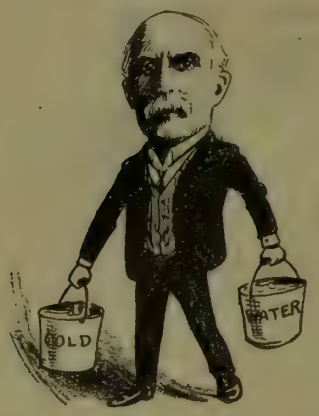
Holding down the Treasury Lid.

J. Grigor, A. B. Griffin, and J. Hargreaves.

E. M. Trowern explained the position of the proposed amendment to the Criminal Code, the proposed Co-operative Stores Act, and also referred to the question of uniformity in weights

of certain goods, the proposed abrogation of the duty on packages or casings of British goods, and the establishment of a bureau of trade and commerce by the Government under the direction of business men, manufacturers, jobbers and retailers. Mr. Hargreaves also addressed the meeting, asking for the

T. Kinnear, Toronto.



The Prohibition Ontario Vice-President.

guild's support in reference to the action of the Retail Merchants' Association on the Patent Medicine Act now before the Federal House.

These suggestions and requests were heartily approved by the Dominion Guild and co-operation decided upon.

The financial statement read by Secretary Cook showed the heavy expenses incurred during the past year by reason of the suit entered by the Attorney General of the Province of Ontario against the guild, but a satisfactory balance remained on hand.

A Word to Government.

The following resolution was passed:

Resolved: That the position of the Ontario and Federal Governments in connection with the prosecution of the wholesale grocery trade of the Dominion of Canada for alleged conspiracy and illegal combination, is a most unjust and unwarranted proceeding.

Notwithstanding repeated suggestions for the appointment of a Commission to intelligently, and without political bias, make a study of trade conditions—no action has been taken by the Government.

Through the attitude of the Government in permitting crown attorneys to carry on wholesale prosecutions without evidence beyond the possible and doubtful difference of opinion as to the meaning of the word "unduly," the trade have been put to an expense of several thousand dollars in defending their right to existence.

By reason of erroneous, ignorant and deliberately false statements, manufacturers have been threatened with extinction and merchants with fine and imprisonment for fair and reasonable efforts they might make, in common, to protect their investments.

That the Dominion Government be again requested to deal with trade conditions in a manner that will fairly protect capital and encourage the commerce of the country on a sound, honest financial basis.

That the Dominion Government define the meaning of the word "unduly" (if it is their intention to leave same in the Criminal Code) without putting the trade to the expense of unreasonable court proceedings.

That the Ontario and Federal Governments be requested to reimburse the wholesale grocers the costs they have, by reason of the unwarranted action with the consent of the Crown, been called upon to incur.

The New Officers.

The election of officers for 1907-8 resulted as follows:

President, H. C. Beckett, Hamilton.

Vice-presidents and presidents of provincial guilds:

Ontario—T. Kinnear (re-elected), Toronto.

Quebec—L. E. Geoffrion, Montreal.

New Brunswick—G. E. Barbour, St. John, N.B.

Nova Scotia—R. N. Simmons, ———

P. E. Island—W. H. Aitkin, Charlottetown.

H. C. Beckett, Hamilton.

The New President makes a Start.

Manitoba—J. J. Codville, Winnipeg.

Alberta—F. P. Colpman, Lethbridge.

British Columbia—H. G. Wilson, Victoria, B.C.

A hearty vote of thanks was passed to Mr. Albert Hebert, the retiring president, for his interest in the work of the past year. Mr. Hebert in replying deprecated the value of his services and, in thanking the members for their kind vote of appreciation, stated that his work had been lightened by the assistance given him by the various vice-presidents, and particularly by Mr. Beckett and the secretary of the Dom. W. G. Guild, Mr. J. Stanley Cork, Montreal.

President Beckett in the Saddle.

Mr. Beckett, the new president, appreciated in the highest degree the honor that had been conferred upon him by the members of the guild, and assured them that he had always had the interests of the grocery trade at heart,, not only the jobbing, but the retail trade of the country. He felt that on many matters in which the guild had acted the motives of this body were misunderstood. All the acts of the guild since its formation had been but in one direction, the simplification of doing business and the arrangement of grocery matters on a profitable basis for all concerned in it, both wholesale and retail grocers. He promised to do all in his power to still further eliminate such features as were objectionable to, and obstructive of the proper and profitable conduct of, the grocery trade.

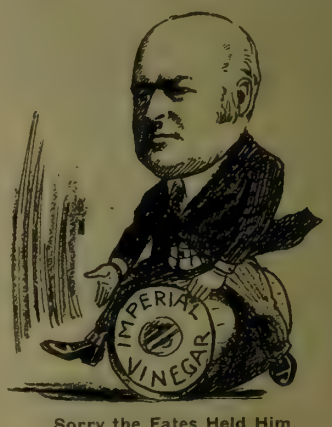
On motion of Arch. Miller, of Mitchell & Turner, Quebec, it was decided to hold the next annual meeting of the guild in the city of Quebec, the date to be decided on by the executive committee.

Mr. Wilson, of Wilson Bros., Victoria, made a plea for the holding of the meeting in Victoria. It was also proposed by Mr. Geoffrion that Winnipeg, now one of Canada's greatest business centres, should be given the sessions, but it was thought that Quebec should receive consideration this year and the western and far western cities the following years.

Note and Comment.

H. G. Wilson, of Wilson Bros., Victoria, B.C., is a fine specimen of the big robust and sturdy Westener. Full of patriotism for his province and city, he urged the claims of Victoria for the next annual meeting. He would guarantee good weather "at all times of the year." No blizzards, frozen ears, overshoes or chest protectors. Trade was good out there and an improvement in the lumbering conditions of Vancouver Island was putting money into freer circulation. The mineral wealth of British Columbia and particularly the Island, was just being appreciated as one of the provinces's greatest assets. A young man, yet Mr. Wilson's energy and push is bound to land him in the forefront of his country's business men.

Geo. E. Bristol, Hamilton.



Sorry the Fates Held Him.

A. M. Bauld, of Bauld Bros. & Co., Halifax, thinks that the national, as well as natural port of Canada is Halifax. He, in a friendly way, conceded that St. John was "no so bad" but—. Trade generally was in a flourshing condition, the fishermen had obtained

(Concluded on page 44.)

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JOHN BAYNE MACLEAN - - *President*

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WESTERN ASSOCIATION WORK.

With the appointment of Wilfrid Ledoux to act as assistant organizer, the Retail Merchants' Association of western Canada are inaugurating a vigorous campaign in the country districts. During the last year the direction of the general work of the association and the organization of the trade in the city of Winnipeg has occupied so much of Mr. Coulson's time that it has not been possible for him to visit the country sections of the association as often as is necessary to keep everything running smoothly. The work is too great for one man and the appointment of an assistant was absolutely necessary. In selecting Mr. Ledoux the association have made an excellent choice. He has splendid organizing ability, is a good speaker and having been a retailer himself his talks are bound to be practical. He is commencing the work of organizing the dealers throughout the west into local sections, bringing them together in local meetings so that they may know each other better and work more harmoniously together.

Mr. Ledoux goes to the country dealers with a good cause. The association has already done much for them and it can do more if they will fall in line and give it the support it deserves. The coupon systems and debt collection forms forms introduced by the association have been a great benefit to the dealers using them and have provided the best means yet devised for dealing with the credit evil. In connection with these systems there has also been prepared in Winnipeg a "Delinquent list" of slow pay customers and there is no reason why such lists can not be prepared in the country sections as well.

These are a few of the strong points in the association program which Mr. Ledoux will present to the country dealers. The Canadian Grocer bespeaks for him a favorable hearing.

SHAKING HANDS WITH THE ASSIGNEE.

Upon the man who has got his attention fixed on the possibility of sudden and increased profit in mining stocks a single warning has little effect. So again we venture to remark that the likelihood of a man permanently augmenting his bank account by mining stock speculation is much more remote than his chance for making money in the grocery business, providing he gives it as earnest attention as the man gambling in mining stocks gives to the mining situation. A man with limited capital who ventures into the mining market, accompanied only by his shadow, has a fine disregard of danger. It is almost impossible for him to know the actual value of the stock offered him and the man who is trusting to luck to make money for him has the assignee on one side and the bailiff on the other. We promised to reproduce this week from The Financial Post an article showing the comparative earning power of various lines of investments. For lack of space we have had to hold it over a week.

DISCUSS ORGANIZATION.

At the hour of going to press no word had reached this office that the flag of retail grocery organization had been imperilled in any part of this Dominion. Why is it no leader can be found for this work? It is that all the retail grocers are so busy making money or making ends meet that they have no time to take an interest in the trade as a whole and the betterment of it? It cannot be that in this year of civilization anyone doubts the efficacy of organization upon right lines to benefit the trade individually and collectively, to fight evils, correct abuses and pave a way to better things. We invite discussion of this question through the columns of The Canadian Grocer.

LICENSE TRANSIENT TRADERS.

In a great many communities the merchants are troubled more or less by transient traders and pedlars operating without licenses, in some cases carrying away thousands of dollars in a year, without expending a cent by way of fee to the municipalities where they get the business. They enter directly into competition with local retailers who are obliged to pay heavy taxes for the privilege of selling goods to the public.

Where such conditions exist in Ontario the fault lies with the merchants themselves for an Act passed at the last session of the Provincial Legislature provides a means whereby they can have transients put on such footing that their competition need not be feared. All municipalities are empowered to pass by-laws imposing fees up to a certain substantial amount. Other provinces may secure legislation of like nature if the merchants present the matter to their local House.

The imposition of good, stiff licenses on transients is in no sense a restriction of trade, but rather the protection of legitimate traders. Heavy taxes or rent enter into a merchant's cost of doing business, and must be covered by the profit which he makes on his goods. Transients, in the majority of cases, have no expense of this kind to reckon with, and can afford to undersell the resident merchant. They take many thousands of dollars annully from the customers of retail stores. A fee which places them on equal footing with the latter is prohibitive to most of them, as it should be.

CANNED SALMON.

The representative of one of the largest American packing interests said this week of salmon :

"Statistics that have been published from time to time clearly show that the surplus has been entirely eaten up; that we are down to and can clearly see the end of the pile of the 1906 pack, which was, considering all grades, nearly 1,000,000 cases less than the pack of 1905."

After pointing out that owing to increased cost of labor and material the pack of the coming Summer would cost at least 10c. a dozen more than last year, he concluded :

"I doubt if there is a single merchandise item that is as sure to advance as salmon. Everybody believes in it; everybody is friendly to salmon. Why? Because it is to-day the lowest price food product that can be reached by the consumer, and 16-oz. salmon in a can at the retail price gives the family the largest amount of nutriment possible to obtain for the money. Why should it not be possible, and why should not the distribution be greater than in any previous year when every other food product has materially advanced ?"

Markets and Market Notes

QUEBEC MARKETS

Pointers—

Fish—Revised.

Montreal, March 7, 1907.

Spring demand is already being felt in many grocery lines. More than one house reports enquiries for goods to be delivered beginning of Spring, and some firms have made good sales for delivery in April. In the meantime actual business transacted is not very large, being of a sorting nature. No special price changes are noticeable this week.

Sugar is firm at the advance of last looked for by some. Canned goods are week, and a further jump in prices is moving out slowly but surely. There is no special demand for any line. Corn syrups are selling very freely, jobbers reporting extremely large sales. Little interest is manifested in molasses as yet, but it is likely that the attention of the trade will soon be directed upon it as high opening prices are anticipated. Coffees and spices are selling very well. Currants are a little easier. Nothing new is reported in raisins. Prunes are in good demand. Evaporated apples are quoted around last week's figure, but there is a strong feeling in the market.

Collections are reported better than last week by some houses, while other firms say they are still experiencing much trouble in getting in their accounts.

SUGAR.—Sugar is strong at last week's advance of ten cents. Buying has been very good, evidently many expecting further activity in prices. .

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls.	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.— Consumption of syrups continues extremely heavy, and wholesalers are selling large quantities of all kinds of corn syrups. The demand for this line is unprecedented. Molasses is not particularly interesting yet. Everything points to high opening figures in the Barbadoes.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03½
" ¼-bbls	0 03
" 2½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—Quite a lot of business is being transacted in teas at prices which must be satisfactory to the seller. The trend of the market is still upward and holders are not anxious to part with their stocks, being of the belief that much higher figures will rule two months hence than are now obtainable.

Japans—Fine	0 25 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 33
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 24
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade.	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE.—Coffee is moving out freely at steady prices. The market is featureless.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

SPICES.—Spring business is already opening up. Prices show no change and the lines quoted have not showed any activity worth mentioning in the primary markets.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS.—For the season business in dried fruits is very good. So many lines are scarce that dealers are handicapped in filling orders. According to latest reports, currants are slightly weaker. The arrival of the steamer Lodovica in New York with a supply of currents had a depressing effect on the market. The goods on this vessel were not up to the standard of the first arrivals and quotations for this stock are not so high. In raisins there is little that is new. Valencias are in fair supply in New York and are a bit easier. Locally they are very scarce. Seeded are higher and supplies are fairly large. New crop Brazil nuts are now quoted 16c. to 17c. being first price. Lots will begin to arrive end of this month. Tarragona almonds are unchanged. Filberts are stiffer.

Valencia Raisins—	
Fine off-stalk per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 50
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½s	1 50
Californian Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seeded 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1 lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 0
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

PEELS.—

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 12

EVAPORATED APPLES.— Firm feeling in this market is still noticeable. It is difficult, however, to obtain a higher figure than was quoted last week 11c. Some have obtained 12c., but only a few. It is likely that better than 11c. will rule in the near future.

BEANS.—There have been no developments in the bean situation. Stocks are light and prices remain firm.

Choice prime beans	1 45 1 50

MAPLE PRODUCTS.—Demand continues good and prices remain without change.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 05½ 0 06½
Pure Beauce County, per lb	0 09 0 10

RICE AND TAPIOCA.—Reports from primary market indicate a very firm feeling. New York has paid higher prices than reached in a long while for futures, say March-May shipment. Locally prices hold as last week.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS.—Prices are still quoted:

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 60

CANNED GOODS

MONTREAL — Some salmon is selling, but the first of the spring demand has not yet been felt. Prices on all lines, or at least on all staple lines, are, according to the jobbing trade, rather high to encourage much buying on the part of retailers. In retail there is a feeling that when tomatoes are up to their present level the demand on the part of the consumer is bound to fall off, since this line is one of the working class staples, and after prices go above 10c. a tin these people leave the line alone. This applies to more than tomatoes.

TORONTO—A fairly active demand for canned goods is reported, but not until navigation opens and the spring demand sets in will the actual situation

in regard to tomatoes and corn be developed.

CANNED POTATOES NEXT.

Uncle Sam Wants Them for His Soldiers in Tropics.

"Uncle Sam" is getting nearer home for his soldier boys. He is arranging to include in their daily rations an article commonly known as the "spud," or Irish potato. In years past it has proved very expensive to serve potatoes to soldiers in torrid climes, as the potatoes have sprouted and rotted in transit and in storage. The Government is now arranging to overcome these difficulties. A few days ago the United States war department asked the Peru Canning Company, of Peru, Ind., to furnish 17,000 cases of canned potatoes at once.

The Government has already experimented with canning potatoes, and those who have had charge of the work say their efforts have been successful. The war department, therefore, has recommended the buying of the output of many of the canning factories of the country. It is supposed here that all the other canning companies of the state have been favored with a request from the Government the same as the one sent to Peru. As yet the Peru Canning Company has not accepted the order. Neither has the company received word from any other firm announcing that it has closed a deal with the Government.

Notes.

J. J. Steele has sold his malt property in Greensville to D. A. Hyslop, of Ancaster, who intends opening a large canning factory in the fall.

A company is about to be formed at Welland to erect a fruit and vegetable canning factory in Pelham, with Ridgeville as the site of the new buildings. $10,000, a fourth of the total capitalization, will be sufficient to build, equip, and run the factory, which will give employment to about 75 hands.

ONTARIO MARKETS.

Pointers—
Sugar firm, said to be going higher.
Flavory teas advancing.
Good demand for prunes.
Butter firmer, eggs easier.
Cheese higher.

Toronto, March 7, 1907.

Business is improving, though it hasn't got the Spring hump on by any means. The advance in sugar stimulated some buying, but a good many merchants had been holding back expecting a further decline and the country generally was pretty bare. The opinion now prevails that the price is scraping on the bottom and that the retailers who stock pretty heavily when they think sugar is at its lowest should get into the market right away. There is good enquiry for all kinds of canned goods, but the active business in that line is still a little way ahead. Prunes are going well and as prices have not been advanced in keeping with coast prices, quotations are very reasonable. Teas continue very firm and now it is the turn of the flavory teas to advance. Collections are not yet satisfactory, though no one is complaining loudly.

TEA.—The advance in London has now shifted to the flavory sorts, but prices in the lower grades are firm. Exports from Northern India to Great Britain last year increased from 155,463,000 lbs. in 1905 to 169,557,000 lbs. and to other countries from 43, 365,000 lbs. to 53,224,000 lbs. The quantity sent direct to markets outside the United Kingdom increased 22 per cent. and the quantity sent from London to outside markets 84 per cent.

COFFEE.—There is no change locally in quotations and no movements in the market abroad to affect prices. Willett & Gray thus explain the valorization movement :

"The consumption of coffee is very regular and undergoes a steady increase but, on the other hand the production is very irregular, and it is therefore a reasonable provision to try to equalize supplies. The Santos crop 1905-1906 was 7,000,000 bags, in 1906-1907 possibly double (14,000,000 bags), while according to the most reliable information obtainable, the Santos crop in 1907-1908 will be only 5,000,000 bags. In view of this, the San Paulo Government is directing its best efforts towards a more equable marketing of supplies, so that when production in a season is much in excess of sonsumption, prices should not go down so low as to be far below the cost of production, and then to be followed by a year of much smaller crops where production is greatly inferior to consumption, when the opposite extreme swing of prices might take place. The San Paulo Government considers that if market values for coffee remain more stable it will be to the advantage of the planters and general trade conditions as well. The Federal Law, passed by Brazil, legalizing valorization, decrees that the national credit may be invoked to the extent of £15,000,000 to help the agriculture of the country, such as coffee and sugar, and rubber also, by means of guaranteeing State loans. But the law especially stipulates that no advances are to be made at home in Brazil on merchandise or otherwise, whether to planter, dealer or commission merchant.

"The non-existence of warehouses in the interior for the proper control and protection of the merchandise or provision for reimbursement, insurance and so forth naturally preclude the making of loans out there, and the law provides that the advances on the merchandise shall be made only in consuming countries, where proper stores, insurance and handling can be secured in the ordinary way. As a consequence, it is likely that the Government will hold and control a very large proportion of the surplus stocks of coffee in consuming markets, thereby concentrating the supplies in few hands."

SUGAR.—While prices are unchanged the feeling in regard to future prices is ver firm in sympathy with the trend of things in New York. Some jobbers are going so far as to advise their customers that this is the time to buy, on the assumption that the staple will go no lower. Cuban raws advanced ⅛c. the first three days this week. Willett & Gray, reviewing the changed tone at the end of last week, said :

"Last week we said that the tide of decline was turning and that improvement would proceed until the parity of beet sugar is reached for centrifugals. Last week this parity was 49c. per 100 pounds, and is reduced to 46c. on prompt and 40c. March sugars this week.

"The low basis appears to have been turned at 2 1-32c. c. & f. of 96 degrees test, without touching the 2c. per lb. point, at which buyers aimed for a long time, and inasmuch as support has come to the market through large purchases by refiners as well as speculators, it is evident that the upward turn has set in for good.

"Beet sugar continues to act firmly and independent of Cuba, and whenever a change is made it shows an advancing tendency. The present week shows ¾d. advance per cwt. in beet sugar (.01c. per lb.) and centrifugals show .04c. per lb. advance.

"The quantity of sugar placed with buyers during the week amounts to about 100,000 bags for nearby and prompt shipments, 250,000 bags for March and 150,000 bags for April shipments. Prices for early arrivals and for spot centrifugals close at 2 96c. c. & f. for Cubas, equal to 3.42c. per lb. landed for 96 degrees test, against 3.38 cents per lb. last week.

"Cuba receipts continue at the highest points, say 65,000 tons for the week. Receipts in the U. S. also are large, say 63,640 tons.

"News from Brazil and Pernambuco is that an abnormal demand has developed south, principally for white sorts, which has caused a rapid advance in values in those sections.

"It has been asked why, with such a great difference between the price of Cuba sugar and the price of beet sugar, does not the Cuba sugar go to Europe instead of coming here? As a matter of fact some 150,000 bags of Cuba centrifugals have been bought in Cuba by Europeans, but it cannot yet be stated that the sugar will be sent to Europe. There is apparently 46c. to 40c. per 100 lbs. difference in parity value between Cuba and Europe, but this is only apparent and not real as, if the sugar is sent to the U. S. there is 34c. per 100 lbs. reciprocity advantage, which is lost to the planter if seat elsewhere, in addition to expense of 7c. per 100 lbs. extra freight on shipment to Europe.

"Inasmuch as all centrifugals from all other countries than Cuba have to be sold on equivalent of Cuba basis, there is no advantage gained by Europe buying from Cuba that is not already possessed by buying from other countries such sugars as they actually consume,

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 7, 1907.

BUTTER—Steady under good demand. Stocks rapidly decreasing.

CHEESE—No change in situation.

EGGS—Prices rule unchanged.

PROVISIONS—Market featureless.

but there may be a decided advantage buying Cuba sugars and not shipping them to Europe, but holding them in Cuba or the U. S. until the parity of beet and cane comes together. Cuba sugars, in other words, have become a much better source of speculation at the moment than are beet sugars, if the Cuba sugars are held for final shipment the U. S."

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phœnix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS.—Prices are steady with fair enquiry.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb	0 2½
" -bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 40
" 2 gal. "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 75
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75

DRIED FRUITS.—Demand is moderate at unchanged prices. There is good buying of prunes. This market is pretty well supplied and there is no tendency to lift prices to the praity of present prices at the coast. Evaporated apples continue scarce and 10c. about represents the market.

Prunes Santa Clara—	Per lb		Per lb.
100-120 s	0 04½		
90-100s,50-lb boxes	0 05½	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb	0 25		0 26
Peaches, "	0 18		0 20
Figs—			
Elemes, per lb	0 13		0 15
Tapnets, "	0 03½		0 04
Bag Figs	0 04½		0 05
Currants—			
Fine Filiatras	0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz packets, choice	0 10½ 0 11
" 12 oz. "	0 09 0 09
Dates—	
Halloweens	0 05
Sairs	0 04½
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 10 0 12½

NUTS.—Trade is not active. Prices are steady.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 30 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia	0 11

SPICES.—Prices are steady.

	Per lb.	
Peppers, bls	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 25

RICE AND TAPIOCA.— Prices are firm.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS.—Prices are unchanged.

Beans, hand picked, per bush	1 50
" prime, No. 1 "	1 40 1 45
" Lima, per lb	0 06½ 0 07

SEEDS.—Prices are unchanged. The crop movement will be over in a couple of weeks.

Alsike Clover—

Fancy lots, per bush	6 75 7 00
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	8 25 8 50
No. 1	7 00 7 75
No 2	6 35 6 25

Samples containing a large percentage of buck-horn, atch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65 1 85
Flail threshed, bright unhulled	2 35 2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES, WOOL AND RAW FURS.—Sheep skins are advanced to $1.35 to $1.50.

Hides, inspected, cows and steers, No. 1	0 11½
" " " " No. 2	0 09½
Country hides, flat, per lb., cured	0 07
" " green	0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Sheep skins	1 35 1 50
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb	0 06
Pulled wools, super, per lb	0 25
" " extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 25

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	7 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		3 25
" prairie		1 25
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 10
Marten,	3 50	20 00
Muskrat., fall		0 17
" winter		0 25
" western	0 12	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March. 7, 1907.)

Except for an advance of 10c. per cwt. in refined sugar for Manitoba points there are no changes of importance to note this week. The advance in sugar applies to Manitoba only, the price in the other western provinces remaining unchanged. Business continues very active, and with normal weather conditions there is less delay than formerly in the delivery of freight.

CANNED GOODS — No change in price since the revision noted two weeks ago. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 25	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 47½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91½
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 02½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89

VEGETABLES.

Beans—		
golden wax "	1 98	1 93
refugee "	1 93	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1s "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's,	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" Rivers Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb talls, per case	15 00
" " " flats, per case	15 50

SUGAR — The price has been advanced 10 cents in Manitoba, and quotations now are:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bats., each	2 25

COFFEE—Since the decline in Rios noted in last issue there have been no new features of interest. We quote:

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—As noted last week all local brands of pickles have been advanced, and quotations are now as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS — Still quoted as follows:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Fulatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking in tomats, per lb	0 05½
" " in sacks "	0 07½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 15
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 2[illegible]
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—Held very firmly at 10½c. An early advance is expected.

CANDIED PEELS.—Firm at recent advance.

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½ doz "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows since the recent reduction in Japan rice:

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 18
Shelled walnuts, January delivery	0 28
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " " "	0 85
" 20 " " "	0 39
" 8 " " "	0 [illegible]½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

BUCKWHEAT—Quoted as before at $1.70 per half sack.

JAPAN TEA IN DEMAND.

Big James John Pickup took The Grocer office in Toronto by storm last week. This 200 lbs. of English bone, sinew and muscle represents the active agency in Western Ontario and New York State for Shaw T. Nishimura Japan Central Tea Traders' Association, Montreal. James says this particular Anglo-Jap. alliance works freely and profitable well. He has been thoroughly over the ground in Western Ontario and finds that the trade who imported direct from Japan last year very pleased with their profitable experience and anxious to place orders for the ensuing season. Those who imported had an advantage of at least two cents per pound over spot buyers. One customer increased his order 100 per cent. and this is typical of many others. With Ceylon greens high and comparatively scarce, a good season for Japan seems assured. As to spot trade there is a strong inquiry for a good tea at 16c. (for 25c. retail) but such teas are exceedingly scarce. James John says with nearly six months to go before new teas of this class arrive it would seem to be good policy for the trade to "pick up" the good values now offering around 18c., and he reports good sales in "picking up" orders at these prices. Mr. Pickup is of the opinion that a determined effort should be made by the retail trade to advance the popular 25c. quality to 30c. at once as the market thoroughly justifies such a course, besides times are prosperous and it is easier to do so now than in dull times.

Mr. Pickup is calling upon the trade in the western peninsula this week, after which he will visit the trade in Buffalo and other New York State centres.

GETTING LABORERS.

The Kentville, N.S., Board of Trade undertook to relieve the agricultural labor problem in the Annapolis Valley. They called a meeting of the farmer folk to meet Adit. Jennings of the Salvation Army, who is related to the immigration work. There were a hundred applications for help and a good class of settler was promised them.

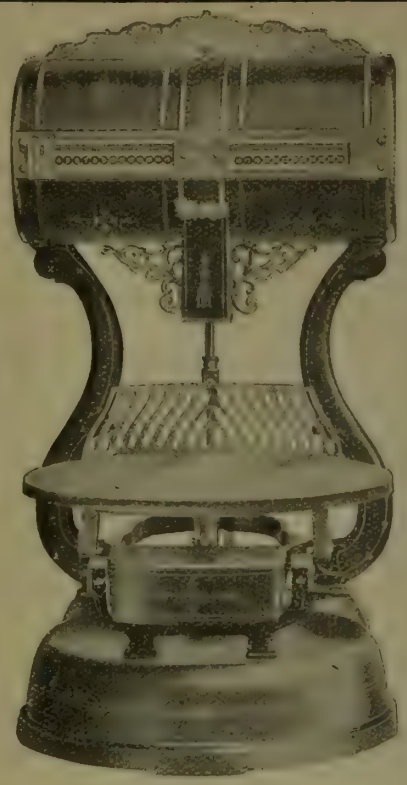
GROCERS' MONTHLY MEETING.

Little was done at the monthly meeting of the Montreal Retail Grocers' Association Thursday night of last week except to discuss the selling price of gin and beer.

Attendance was large, there being more members present than at any meeting since the elections. It is a good thing to see the grocers displaying such interest in their association, and it is to be hoped that they will tusn out in such numbers at future meetings. All manifested great interest in the proceedings and took part, many of them, in the discussions of the evening. It is a good thing for all the retail grocers to be present on these occasions, but stil a better idea for all, or as many as possible, to express their own views on subjects under discussion, as in this way each secured the benefit of the other's experience.

It was brought to the attention of the grocers that many in the trade were selling beer and gin at lower prices than the majority of grocers, and it was decided that a uniform price should be adopted, doing away with all price cutting.

The license question again came in for some talk. President Laniel reported having gone down to Quebec with a delegation to interview the Government regarding the liquor license. The gas question was brought up and some of the members spoke on the matter.



AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

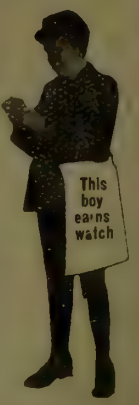
Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

BOY WANTED



ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

It Pays the Grocer a Living Profit

Gold Standard BAKING POWDER

"GUARANTEED-THE-BEST"

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

The Codville-Georgeson Co., Limited, Winnipeg, Man.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.,

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 03
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

FOR SALE.

FOR Sale—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings,; two years in use; cost $414.00, will sell for $200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

FOR SALE—Cash register, grocer's computing scale, butcher's computing scale, under half price. Apply S. C. Marson, 478 Temple Bldg., Montreal.

RETAIL GROCERY BUSINESS FOR SALE—Excellent store; Splendid locality St. Antoine St. West; Will sell in lump or separate. Apply 525 St. Antoine Street, Montreal.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BUSINESS CHANCES

FOR SALE—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

WANTED—Grocery business with annual turnover of at least fifteen thousand. Write giving full particulars to Box 140, CANADIAN GROCER.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

AGENCY WANTED.

A WELL established firm of manufacturers situated in the Manchester district, England, well represented over the United Kingdom, with large connection amongst best grocers, chemists and co-operative stores comprising many thousands of open accounts, invite correspondence with manufacturers of goods suitable for the above market; advertisers have unlimited storage capacity, unique facilities for distribution, and are particularly well qualified for the introduction of proprietary lines; write in confidence Dept. F. L., care of S. H. Benson, Ltd., Advertisers' Agents, 1 Tudor Street, London, England. [11]

FOR SALE

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

For further particulars apply to E. Bertram Windsor, New Mills, N. B., or John McAlister, Barrister, Campbellton, N. B.

DAIRYING ON THE INCREASE IN THE GARDEN OF THE GULF

Halifax, N.S. March 2, 07.

The Dairymen's Association of Prince Edward Island held their annual convention at Charlottetown last week. President Simpson occupied the chair and there was a large attendance of members. The association held three sessions. The address by the secretary, John Anderson, was most encouraging and strongly emphasized the value and importance of this vital industry of the province.

The folowing interesting statement, which he submitted, assists in supporting his contention:

Last year there were manufactured from 22,299,012 lbs. of milk 2,110,456 lbs. cheese; in 1905, 17,035,417 lbs. of milk yielded 1,641,780 lbs. cheese, an increase in milk supply for cheese of 5,263,595 lbs.; an increase of cheese itself of 468,976 lbs.

The gross value of the cheese for 1906 was $257,370,013, and for 1905, $177,291.09; an increase of $80,070.04. The net value to patrons wfas $205,-662.78 in 1906, and $137.396.92 in 1905; an increase of $68.295.85.

In butter the showing was not quite so good.

In 1906, 9,675.718 lbs. milk gave 418,350 lbs. butter; in 1905, 11,116,303 lbs. milk gave 481,609 lbs. butter. The gross value of butter for 1906 was $98,-412.21, and for 1905 $104,633 240, a decrease of $6,621.03. The net value to patrons for 1906 was $73,905.36, and for 1905 was $78,464.87, a decrease of $4,559.01.

Taking butter and cheese together, there has been a net increase in the total milk supply of 3,822,683 lbs.; in the gross value of the output a net increase of $73,458.01; and in the net value to patrons a net increase of $63,-633.62.

Mr. Anderson said that the system of instruction and inspection had been as complete a success as could be expected, considering that the inspection of factories scattered over three counties was in the hands of one man.

Mr. Anderson also referred to the visit last August of Prof. J. A. Ruddick, Dominion Dairy Commissioner, who reported: "That at present the outlook was not very hopeful of farmers keeping up the winter production of milk." Mr. Ruddick had pronounced the quality of the cheese, from an examination of lots in Charlottetown, as first class, and had advised that every effort be directed towards improving the quality of milk. He had promised assistance to that end. This promise was being fulfilled by the series of meetings now being held.

Forty-seven factories, two skimming stations and one branch cheese factory were in operation the past year, the same as in 1905. Last year five students attended the Dairy School at Sussex, N.B., their travelling fares having been paid to and from the school by Professor Ruddick, who makes the same offer for next year. The school opened this week.

Mr. Anderson said that the difficulties of winter dairying could be overcome were the hand operators to give general satisfaction and the cream gathering plan adopted.

Lack of funds prevented offering prizes for production of milk, but applications were sent out to patrons asking for the number of cows milked, the quantity of milk per acre for the five months of the season. The returns received prove that dairy production can be largely increased from year to year, and that a man may make a fortune in dairying in Prince Edward Island.

President Arthur Simpson in his address said that the tide had been turned, and the prospects were encouraging. "As we have got on the march of improvement," he said, "let us continue to improve. To this end the supply of milk must be kept up throughout the year, and our dairy herds should be improved." He trusted that dairy testing associations would be established next year.

He commended the excellent results of engaging Mr. Morrow as Dairy Inspector. There had been a decided improvement in the quality of cheese as a consequence. Inspection had to be kept up, so that the high quality of cheese might be maintained.

F. T. Morrow, the inspector, reported that the high quality of the cheese shipped to the Old Country, in view of the very hot summer, was due to the extra effort and the great care of the makers. The result showed what could be done under normal conditions. Renewed interest in the industry by the milk producers could be confidently looked for. There was still room for improvement in a number of details, but the burning question was how to produce the greatest quantity of milk at the least possible cost, getting away from the old system of increasing the supply by increasing the number of cows.

During the sessions some splendid addresses were given, notably by Walter Simpson on the "Pressing needs of the Dairying Industry:" by Walter Lea, of Victoria, the Holstein breeder, whose remarks were highly spoken of, and by J. P. Edwards, of North Wiltshire, who told how he had brought up his herd to 17 head, each of which netted him an average yearly profit of $58. The most creditable part of this achievement is that all his cattle were procured on the island. A number of the members of the Legislature were present, and speeches were made by Hon. F. L. Haszard, Hon. Wm. McNutt, and Messrs. Agnew and McInnis.

T. Wilson, formerly with H. P. Eckardt & Co., Toronto, has joined the staff of P. S. Doyle, in Montreal.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

CHEESE

Demand continues good, prices are very firm, stocks are being rapidly reduced. We could to-day sell our stock for export at list prices, but are going to hold them for our Canadian trade. We have finest July, August and September cheese, both large and twins.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA

Kettle Rendered Leaf Lard
in
1 POUND BLOCKS
50 pounds in box)

"The Cook's delight — and the Epicure satisfied with its use"

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
SEND FOR TRIAL ORDER

Most Grocers

in Canada are convinced that our provisions practically stand in a class by themselves. Heed the demand of the people, if you're looking for results, and push the Ryan

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

That's the only sure plan of adding to your reputation while boosting your bank account. Can you afford to ignore the popular demand for the famous Ryan Brand of provisions?

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Cheese men are now experiencing a quiet period, a period which comes every year, sometimes late, and again, early. During last week there was very little done in cheese circles. Exporters received advices from England and replied to letters, but outside of this there was practically no business done in the way or buying or selling. As stated last week, stocks held are too slight to make a market, and as soon as the small holdings are disposed of interest in cheese will be centred entirely upon the new make.

On some small lots, taken from remaining stocks, 14c. was made. This figure was a long time in coming, but arrived at last. It was excellent stock that sold at this price, and was certainly worth it, when one considers the high buying price and the carrying charges. Houses dealing locally have been doing a nice little trade at very satisfactory prices. There is quite a good demand for cheese, although the article is not in more demand than usual. Sales of small lots have been made at 14½c. and even more than this, while the market is strong and likely to be higher before new cheese is offered. Some shipments have been made to outside points, in different parts of Canada, and good figures were realized upon these lots.

In England last week there was a decline, but latest advices report a fairly firm market. High prices, according to some writers in England, are resulting in a falling off in demand. It is thought, however, that 70s. will be made before the season closes. Stocks held in the Old Country are not heavy and public demand is sure to become strong again, considering the strong part cheese plays in the diet of Old Country people, especially since the canned meat exposure.

Butter is quite interesting, considerably more so than cheese. A strong market rules and prices are climbing day by day. Since last week figures have reached a much higher level than has been witnessed for a long time.

Receipts are by no means large. Really choice creamery is in great demand and all that is held is easily saleable at profitable prices. Few dealers have sufficient to meet all their wants and anybody having anything in this line could make money with the market in its present state. Some firms are receiving a few lots of large rolls, but the majority of houses are not obtaining much in this line. Those who usually have plenty of rolls write that owing to continued strong demand for this variety they are either very short or completely cleaned out. Rolls are firm and higher.

Much interest is displayed in the imported creamery; that is the creamery butter which was early in the season sold to English firms and which is now being returned to Canada for sale. The market in England is in such a state that holders of this creamery are shipping to Canada large quantities. Fresh grass Australian butter obtains the preference over Canadian held stock, and holders of the latter are compelled to do something. Prices here are much better than those ruling in the Old Country, but even at the good figures in Canada, English houses are losing as much as 2c., 3c., and 4c. a pound. However, if they were to keep the goods in England they would lose more than this, and consequently they are foeced to make the best of a bad job. Local dealers to whom the butter is either sold or consigned are making good money on the goods.

PROVISION SITUATION

From the standpoint of the packer the situation is very unsatisfactory, export market lower and price of hogs holding steady. From the standpoint of the farmer things are easy; $6.65 f.o.b., while not as much as he would like, is a good deal more than a handsome profit. This price is the same s last week and the week before, but the packers are bent on getting it down; in fact they assert they must pay less for hogs or go out of business. The trouble is with the Old Country market. It is in bad shape. "Our London agent tells us," said the manager of one of the big factories to The Canadian Grocer, "that if there wasn't a box of Canadian bacon on the market there would be enough Irish and Danish to go round."

"They don't seem to have a consumptive demand over there," continued the manager. "Canadian shipments are small, 10,000 to 20,000 hogs a week, and yet they don't seem to be able to make headway with it."

The average price of Canadian on the English market last week was about 55s., and the cost on the present basis of live hogs was 60s. Danish was selling at less than the cost of Canadian This does not mean that the Danish packers were losing money. The price of hogs in Denmark is lower than in Canada and yet it costs more to feed a hog for market in Denmark than in Canada. The Danish farmer has to import a large part of his feed from America in the shape of corn. Corn alone, or any single grain, will make soft pork, but for mixing with other grains it is a capital food. The Canadian packers assert confidently that at the present prices of grain the farmer is making a good profit on his hogs at 5c. At 6½c. the Ontario farmer who has hogs is simply getting rich.

The packers say the price of hogs must come down and that if it doesn't there isn't any possibility of their continuing in business. As the matter stands now it's just a question with each exporting packer how long he can keep on losing money.

In Chicago the market is speculative, but the New York Journal of Commerce says of last week's movements: "The falling off in receipts has been attributed to a shortage in cars, rather than to a belief that there will be any permanent interruption in the late increased movement, with ordinary transportation facilities, as increased weight of hogs for some time past indicates that they have been held back until matured and are no longer capable of being much improved in weight by further feeding." The scarcity of hogs in the west, and the consequent high prices, has been an argument for keeping up prices here. The increased movement is significant. Prices on the domestic market are unchanged but a pronounced forward movement is anticipated in the near future.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—All lines are moving out quite freely. Demand for lard is good, both for pure and compound. Hams and bacon are in fair request also. Prices show no change since last week.

Lard, pure tierces	0 11⅞	0 12½
" ..... 56-lb. tubs	0 12½	0 12½
" .....20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb. "		0 12⅝
" " 3-lb. "		0 12⅝
Lard, compound tierces, per lb.	0 09¾	0 10
" " tubs	0 10	0 10¼
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 1?-lb. tins, 60 lbs. in case	0 10½	0 10¾
" " " 5-lb. "	0 10¼	0 10¾
" " " 3 lb. "	0 10¾	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 75	24 75
Breakfast bacon, per lb	0 15½	0 16½
Hams	0 13	0 16½
Extra plate beef, per bbl	12 50	13 00

BUTTER—Butter is firm and prices are higher all round. Receipts are light and holdings are not more than sufficient to take care of local trade, there being little on hand which could be shipped to country points. Creamery is in very light supply, while other varieties are hardly more plentiful. New milk butter is beginning to arrive.

Choicest creamery, salt, 56 lb. boxes	0 26	0 27
" " pound prints	0 26	0 28
Medium creamery	0 22	0 23½
Western dairy		0 22
Large rolls	0 23	0 24
Dairy tubs	0 20	0 21

CHEESE—Cheese is slightly higher this week. Stocks are dwindling week by week.

Ontarios, September make	0 14½	0 15½
" late make		0 15

EGGS—There has been a big slump in the price of eggs since last report

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

The "Just-As-Good" Habit

The Grócer is compelled to say "it's just as good" if he succeeds in inducing a customer to take other than

Clark's Pork and Beans in Chili Sauce

That phrase "just as good" is a dangerous one for a Grocer to get into the habit of using. To acquire the reputation of being a "just-as-good" Grocer is the best thing in the world—for your competitor.

At the time of last writing eggs were selling at 30c. to 32c., but since then prices have dropped to 27c. and 28c. The reason is the importation of American eggs, which can be brought into Canada, duty, railways charges, etc., considered, and offered at a lower figure than Canadian new laid. Receipts have been large since the American goods have been arriving and still lower prices are anticipated.

New laid, doz	0 27	0 28

HONEY — Little is being done in honey. Stocks held are poor in quality. Prices are without change.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 03	0 09

TORONTO.

PROVISIONS—Prices are very firm, but practically unchanged. The low price for large hams is up to 14½c., and some houses will take nothing less than the top quotation for lard.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams per lb	0 15½	0 16
Medium hams, per lb		0 1 ½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12¾
" compounds, per lb	0 1[illegible]	0 1[illegible]
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER — The situation is mostly unchanged except in regard to choice dairy prints. These are a cent higher and choice rolls are firmer. As many cows are now coming in, the quantity of milk is increasing and it is not expected the market will go higher.

	Per lb	
Creamery prints	0 28	0 29
" solids, fresh	0 25	0 26
Dairy prints, choice	0 25	0 26
" " ordinary	0 20	0 21
" rolls, large choice	0 22	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS—The market is on the downward trend. Curiously, some may think, Chicago rules this market for the moment. On Tuesday prices in Chicago were quoted at 17½c., which means 23c. laid down here. Commission men here were selling Canadian stock at 26c. to 28c. The Candian eggs are fine stock and worth the difference. Another factor working towards a lower market is that some commission houses are short of stored eggs to fill their contracts with the bakers, and they naturally want to get the price down. As a matter of fact bakers are the principal buyers at present.

Eggs (strictly new laid)	0 26	0 28

CHEESE—The local market is higher.

Cheese, large	0 14½	14½
" twins		14¾

HONEY—Prices are firm and stocks are limited.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY—Supplies are light and demand is not heavy. Live chickens and dressed ducks are a little higher.

Live Weight.

Old fowl		0 10
Ducks		0 15
Young chickens		0 12

Dressed weight.

Old fowl	0 09	0 10
Ducks	0 12	0 14
Young chickens	0 12	0 13
Geese	0 10	0 11
Turkeys		0 14

H. R. Gray, office manager for Gunn, Langlois Co., Montreal, is in Toronto for a few days.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHEWS, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

PERSONALS

W. C. Latimer, general merchant, Beaverton, was a buyer in Toronto last week.

C. E. Colson, Montreal, has just returned from a business trip to the Northwest.

George Goheen of Peterborough, is taking a forced holiday from business on account of a sprained ankle. Mr. Goheen is progressing rapidly and hopes soon to be about again.

F. H. Coombes has been appointed city traveler for Armour's Ltd., Toronto. Mr. Coombes is a graduate in arts of Trinity and has been for some years engaged with the McDonald Mfg. Co.

Mr. Chamoudon, representing Violet Frere, Thuir, France, who spent eight months in Canada in the interests of his firm, the proprietors of Byrrh Wine, has left for his native land. During his stay in Canada Mr. Chamoudon made his headquarters at the offices of the Canadian agents, Hudon, Hebert & Co.

C. H. Colson, of C. E. Colson & Son, Montreal, is in Toronto looking after Spring orders for Crosse & Blackwell's. Mr. Coulson is on his way east from the Northwest, having visited all the large business centres as far as Edmonton and Calgary. Despite the hard Winter experienced Mr. Colson did not find that it affected his business as orders were plentiful and large, in fact, increasing every way. This western trip is becoming the more satisfactory and larger in volume with every year.

POTATO SITUATION IN NEW BRUNSWICK.

(By The Canadian Grower's special correspondent.)

New Brunswick is rapidly becoming an important factor in the potato trade of Canada. The farmers in "the province by the sea" are awakening to a realization that there is money in this line of work and as a result the output of the tubers is growing larger each year. Large storehouses have been built in various sections of the province, principally in Carleton, York, Westmorland, Victoria and Madawaska counties and thousands of bushels are stored away in the Fall for shipment during the Winter months to Upper Canada and the West Indies.

The trade with the West Indies is comparatively recent and has been promoted largely on account of the dissatisfaction which has been experienced by nearly all the shippers in sending their product to the Canadian West.

Complain of Unfair Treatment.

The New Brunswick shippers complain of the manner of treatment they have been receiving at the hands of the commission merchants in the West, who almost invariably report shortages in the shipments sent them. The shippers contend that while it might be possible for them to make mistakes occasionally they could not do so on every shipment. They state that every barrel of potatoes is weighed before being placed in a car and every team load leaving a potato warehouse is checked when it leaves that place and also on the barrels being placed in the car. They claim therefore that it is almost impossible for them to make mistakes as to the quantity put in a car, yet there is invariably a claim for shortage by the merchant receiving the shipment. The N.B. shippers are therefore inclined to give up trying to promote this trade with the markets of the West until some satisfactory arrangement is made.

Have Their Own Agents.

It is now under advisement by some of the larger shippers to place local men in the West to look after the business and to cut out the present method of consigning the shipments to brokers and commission men on whom they cannot rely for fair play.

It is on this account, no doubt, that the shippers have been looking toward the West Indies for a market and the business in that direction is greatly increasing. The direct fortnightly steamship service furnished by Marsh & Marsh from St. John to the West Indies and the steamers from Halifax, have been taking thousands of bushels each trip. One firm alone, O. M. Melanson & Co., of Shediac, have shipped over 15,000 barrels to the West Indies during the present season. Dr. James White of this firm, visited the West Indies last Fall and made arrangements to place large quantities of potatoes there. R. C. Tait and C. A. Dickie, of Shediac, are also heavy exporters from that section of the province to the West Indies.

Present Situation.

At the present time the quantity of potatoes on hand in New Brunswick is very limited, owing to large shipments to the West Indies and Western Canada, while the very severe winter has destroyed a great many in the cellars and warehouses. All along the line of the I.C.R. from St. John county to Westmorland county the market is bare and stocks in Carleton, Victoria and Madawaska counties have been so depleted that the shippers are asking as high as $1.40 per barrel placed in the car at point of shipment.

As soon as the ice breaks up and trade with Prince Edward Island is resumed it is expected that prices will be easier as large quantities of potatoes are held there and may be expected to be shipped as soon as the transportation facilities will allow.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

WESTERN MILLING MERGER

At a meeting held in Winnipeg last week the consolidation into one big company of some 17 different flour mills in the west was practically decided upon. The new company is to be known as the Consolidated Flour Mills Co., and as it will probably include several other mills it will be a very strong concern. Letters patent are being applied or under the laws of Manitoba and the capitalization will be $2,000,000. The capacity of the new company will be about 3,000 barrels per day.

The milling companies affected are:

James Innes Milling Co., Hartney, and Carberry, Man.

Basler & Neelands, Hamiola, Man.

Pocock & Sons, Emerson, Man.

Lamont & McCalum, Melita, Man.

Smith & Hunter, Carnduff, Sask.

Arrow Milling Co., Birtle, Man.

Echo Milling Co., Gladstone, Man.

Schwalm & Fair, Glenboro, Man.

James Saunders, Whitewood, Man.

Manitoba Milling Co., Whitewood, Man.

A. H. Snelgrove, Carman, Man.

W. H. Clendenning, Carman, Man.

McCracken Milling Co., Saltcoats, Sask.

G. M. Brightwell, Griswold, Man.

T. Bullock & Son, Crystal City, Man.

Dauphin Milling Co., Dauphin, Man.

Watson & Co., Arden, Man.

A provincial board of directors was elected as follows: Chairman, Jas. Innes, Hartney; secretary, G. R. Wilson, Arden; directors: V. Schwalm, Glenboro; Peter Broadfoot, Gladstone; S. Code, Dauphin; J. E. Parrot, Saltcoats; J. H. Davidson, Neepawa; T. Bullock, Crystal City, and C. C. Smith, Carnduff.

RHUBARB PRICES TO BE DOUBLED

A meeting of the Toronto branch of the Ontario Vegetable Growers' Association was held at the Albion Hotel last Saturday, in consequence of which some big rises in prices on garden vegetables may be looked for in the near future.

Rhubarb will be sent up to double its present value, and the thrifty housewife who unsuspectingly proffers the modest dime with the expectation of receiving her usual dozen will receive instead a severe shock and some valuable information on the change in the market. In table carrots, celery and other garden truck, there will probably be some advance very shortly. The reasons given for the raise are scarcity of help advance in the price of labor, and the increased cost of living.

NEW CANNING FACTORY.

The Pelham Fruit & Canning Factory Co. has been organized to erect a $10,000 plant at Ridgeville. The factory, which will be in operation in the summer, will meet a demand often made by fruit and vegetable growers.

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., March 4, 1907.

The only change that has taken place during the past week in the local wholesale markets is in the price of sugar, which has advanced ten cents a hundred all round. Molasses is somewhat easier. Several shipments of West India molasses have arrived during the past two weeks. The importations are nearly all "fancy" quality, very little "choice" being ordered. All kinds of fresh fish are very scarce and high, and finnan haddies are not to be had at any price. Butter and eggs continue firm, with scarcely any change in the quotations.

Potatoes are advancing and stocks are reported very limited all over the province.

* * *

George E. Barbour, of the Geo. E. Barbour Co., and W. C. Cross, of Hall and Fairweather, left for Toronto on Friday evening last. They were accompanied by A. H. F. Randolph, of Fredericton, and A. I. Teed, of St. Stephen. All are deligates from the New Brunswick Grocers' Guild to the annual meeting of the Dominion Wholesale Grolers' Guild, at Toronto.

* * *

The Provincial Dairy School at Sussex, opened last week. The instructors are Messrs. Mitchell and Doigle. The butter class is not a large one this season. but more pupils are expected later from P. E. Island. Under arrangement with the New Brunswick Government, candidates from P. E. I. are instructed at the Sussex school.

* * *

As a result of the meeting held here recently at which Hon. Mr. Emmerson, Minister of Railways, was present, a commission of five citizens has been appointed to confer with Mr. Butler, Deputy Minister of Railways, as to the needs of St. John for future harbor development. The commission is as follows: Hon. William Pugsley, Premier of the province; Alderman J. B. M. Baxter, Theodore H. Estabrooke, W. H. Thorne and John E. Moore. All are very able men and are confidently expected to arrange a satisfactory solution of the present difficulties.

* * *

Manchester, Robertson, Allison, Limited, were the purchasers of the Sears' property on Prince William street, which report said was to be used by the Monarch Bank. M. R. A., Ltd., intend erectig a large brick wing on the property which, with a lot adjoining and owned by the firm, will provide for a building 400 x 50 feet, and will give them a T-shaped establishment with entrances on Prince William, King and Germain strects.

* * *

N. R. Burrows, who left the position of manager of the Union Bank of Halifax here to accept the position of assistant manager of the Royal Bank of Canada, at Montreal, was presented with a handsome gold watch and chain by some of his St. John friends and admirers. He left for Montreal on Saturday.

Fred S. Hutchinson, traveling salesman for Ganong Bros., confectioners, of St. Stephen, has purchased the attractive cottage on Prince William St., St. Stephen, which was built last summer by G. W. Daniel, then manager of the Bank of Nova Scotia. Mr. Daniel has had to retire from business on account of his health and has removed to Toronto.

WHOLESALE GROCERS' GUILD.

(Continued from page 32.)

a good price for their catch though the catch was not so large as in previous years. He was pleased to note that the Western Canadian trade was beginning to realize the value of Atlantic fisheries. He had noticed that package fish put up in Nova Scotia was on sale in every up-to-date grocery and provision store in the West, and a still further interest is bound to develop in the Maritime fish trade on the establishment of the through direct fast freight, cold storage system on the part of the Government. Fresh fish as caught will be the rule then.

A. Miller, of Whitehead & Turner, Quebec, is looking forward to the next meeting of the Guild in the Ancient City in 1908, with pleasurable anticipation. Like all Quebeckers, he thinks that there is only one really interesting city in Canada, one historical showplace. Without disparaging the advantages of Montreal as a seaport, he stoutly avers that Quebec is the one city at the head of navigation—the only city capable of docking the largest ocean going steamers afloat. Modestly enough, he was willing to concede that there would be sufficient business for Montreal and that the latter port would no doubt get its share. Strange oversight on his part.

Mr. Miller, who is one of the best and best known curlers of the Province of Quebec, left his "besom and stanes" behind.

J. F. Smyth, of J. F. Smyth & Co., Windsor, intimated to The Grocer that trade conditions were satisfactory. Business had been good. The tobacco-growers were doing well and although prices had been higher in some previous years, yet a satisfactory figure was being received by the growers.

J. J. Codville, Winnipeg, like all Westerners, though himself a Quebecker, is enthusiastic as to the future of his city. Trade during the past year was very satisfactory. In some sections the severe winter has had a quieting effect on trade, but on the whole the jobbing trade is well content with the situation. When the Guild meets in Winnipeg he promises to show the members a live and bustling town; beg pardon, city.

Between the sessions the delegates adjourned to the Queen's Hotel for a luncheon tendered by the local guild. Forty-five sat down to the repast, with T. Kinnear, president local guild as chairman, with President Hebert, president Dominion Guild, presiding. After the good things had been done justice to, two toasts were honored, "The King" and "Our Guests." Brief replies to the latter were made by Messrs. Hebert, Cross, Wilson, and Miller, the prevailing sentiment in each being loyalty to the guild, pride in their individual cities and provinces and appreciation of the local guild's courtesies and reception. W. C. Cross, of Hall & Fairweather, Ltd., St. John, N.B., is just as strongly convinced that it would be a crime for the Government not to make his city the national port of Canada. Mr. Cross is a good fluent and well-posted speaker and a credit to the grocery interests of the Maritime Provinces. Posted as he is on all matters of public interest, he is a strong advocate of the further development of Canada's great fisheries. He wants every Canadian to eat Canadian caught fish, and as his provinces are large buyers of western products would like to see the balance of trade more evenly adjusted—"'Tis a consummation devoutedly to be wished."

Delegates from eastern and western Canada were brought together at an informal luncheon at the King Edward Hotel on Wednesday. Among those present were President H. C. Beckett, Hamilton; A. C. Pike, Halifax, secretary Nova Scotia Guild; Chas. H. Harvey, Halifax; Arch. Miller, Quebec; J. J. Codville, Winnipeg; D. A. Morrison, Amherst; A. M. Bauld, Halifax; W. H. Seyler, Canadian Grocer; Geo. E. Barbour, St. John; W. C. Cross, St. John.

Quebec for 1908. The city founded by Champlain in 1608 is going to do itself and the country honor in celebrating the tri-centenary of the intrepid French explorer, and no better place could have been selected for the meeting. By all means "En avant Quebec."

J. E. Richards, the hustling merchant of Dundalk, was in Toronto this week. J. E. said to the Grocer business was running along well and no kicks coming against trade.

D. A. Morrison, Amherst, is proud of his town and district. As a manufacturing centre Amherst was noted down by the sea and was doing a work that other maritime cities and towns should emulate. Mr. Morrison says it's the industrial hub of Nova Scotia.

NEW GROCERY FIRM IN PORT ARTHUR.

Geo. F. Fookes, for a long time in the employ of Lucas, Steele and Bristol, is to take over the grocery business of H. Chausse, of Port Arthur, who has built up one of the best trades in the town. With Mr. Fooke will be associated Mr. Colleran, who is well-known in Port Arthur as an excellent business man. The new firm will take possession about April 1st, and a big success is prophesied for them from the start.

PERSONALS.

W. S. Loggie, Chatham, N.B., was in Montreal last week.

L. E. Geoffrion, L. Chaput, Fils & Cie, Montreal, was in Ottawa on a business trip last week.

Charles Chaput, L. Chaput, Fils & Co., Montreal, is visiting Georgia and other districts in the States, accompanied by his wife.

G. A. Small, of the Canada Maple Exchange, Montreal, is in the country at present looking after his spring supply of maple syrup.

J. H. E. Davis, Canadian representative of the Force Food Co., was a visitor to the Montreal trade last week and dropped in to see The Grocer.

Jas. J. Pickup, representing Shaw T. Nishimina, Central Japan Tea Traders' Association, Montreal, was in Toronto last week calling upon the jobbing trade. Mr. Pickup paid the offices of The Grocer a friendly call. Mr. Pickup, whose territory includes part of the state of New York and Western Ontario, reports a good demand for 25c. retail Japan tea, and the trade generally are prepared to place their import orders for the season more readily. Prospects for a good season's business are bright.

Jos. Ethier, manager for Laporte, Martin & Cie, Montreal, is on a trip to Toronto, Chicago, Milwaukee, and Minneapolis. He will visit the houses of different firms represented by Laporte, Martin & Cie, in Montreal, and will as well visit the American wholesale trade with a view to picking up ideas for the new building which is to be erected by his firm for occupancy January, 1908.

PURE FOOD SHOW—TORONTO

MARCH 18-29

HOLBROOK'S SAUCE

IS THE PUREST OF ALL

SO WE'LL BE THERE

Canadian Branch,
25 Front St. E., Toronto

Manager, Mr. H. Gilbert Nobbs

What Are You Thinking About?

We certainly would like to know.

There's a Grocer, not a thousand miles away, who places his orders with a Montreal House, just because his father did so away back in the early eighties.

That Montreal House is as good as gold—their reputation for Quality Goods is as firmly founded and impregnable as our own. But—we are right here in Sherbrooke and carry a full line of Staple and Fancy Groceries, Dried Fruits, Fish, etc., etc., and

Our Prices Are Montreal Prices.

We import direct from the leaders amongst English, European and American makers. We sell at List Prices and pay the freight as far as Sherbrooke.

Now, Mr. Grocer, if you are doing business in the Eastern Townships, we want to know what you are thinking about—if your trial order hasn't arrived?

We deliver the goods subject to approval and save you dollars every time on freight charges.

Can you suggest a fairer way of doing business?

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

WHOLESALE GUILD AND THE ILLS OF THE RETAILER.

Reply to E. F. Mason, Peterboro.

To the Editor of the Canadian Grocer:

Your special Peterborough correspondent's report of the conditions of trade in Peterborough has a ring about it that is not true. All the ills in the retail grocery business he attributes to the Grocers' Guild. No man with a correct knowledge of the subject would make such a ridiculous statement; he should get properly posted. The Dominion Wholesale Grocers' Guild has done more to protect the interests, and improve the conditions of the retail grocery trade than the retail trade have ever done for themselves. If the so-called wholesale grocers sell hotels, boarding-houses, etc., and take the trade that legitimately belongs to the retailer, why don't the retailers get together and positively refuse to buy from such firms? They have the matter in their own hands. The views expressed in your correspondent's letter would indicate that the retail merchants of Peterborough are laboring under the delusion that the wholesale grocers are making money. Let no man get away with any such nonsense.

Margin of the Manufacturers.

The wholesalers and retailers are about on a par so far as making a profit is concerned. The trouble seems to be that a few retailers want special favors from manufacturers in the matter of prices which manufacturrs cannot afford to give. The manufacturers prefer to sell goods through the wholesaler because it costs less than employing his own travelers. The margin allowed by manufacturers to wholesalers for the service they render is not sufficient, in many cases, to cover the cost of traveling expenses, let alone salaries.

The wholesalers have frequently protested to manufacturers that should not put an article on the market at $1 per dozen to be sold retail at 10c a package, claiming that the retailer should have at least 30 per cent. margin on proprietory goods. But what is the result? The manufacturers' agent frequently induces the retail merchant to buy goods that, according to the retail prices at which such goods are to be sold, could not show more than a margin of 20 per cent. The sooner the retail trade realize that the wholesaler is ready and willing at all times to fight the battle of the retailer, the sooner will the position of both the wholesale and retail trade be improved.

Get Together.

The proper way would be to meet and discuss in a friendly way the best means of improving trade. No use being guided by a few hotheads who make ignorant and erroneous statements.

The wholesale grocers have been persecuted by the Ontario and Federal Governments pust to satisfy a popular cry against combines. The wholesale grocers never had a combine to restrict trade or advance prices. The Guild, about which so much has been said, and about which such really appalling ignorance exists, is simply an association absolutely necessary to avoid disaster and confusion, and for the proper conduct of any business or line of trade. Railway companies, insurance companies, lawyers, doctors, banking institutions, postal service, telegraph and telephone, and many other businesses and professions are all protected by law. Then why, in the name of common sense, should the merchants and manufacturers of the country tear at each others throats with a view to putting each other out of business.

Education Necessary.

Such things are not necessary. Education is what we all need. A few cranks should not be permitted to destroy the business of others. There is not the honesty in business there should be, and dishonesty is frequently encouraged by retail merchants in accepting bribes and rebates from travelers, to pay which, must be taken from the honest profit of the traveler's employer, or, if he pays same out of his own pocket, the family of the traveler must suffer in consequence.

The insurance commission recommended that agents who rebate insurance premiums should be fined. They regard such practise as dishonest and unrighteous, and recomemnded a heavy penalty. Perhaps if the conditions of trade were as carefully investigated it would appal right thinking people to discover that honest men shun the road as a pitfall for dishonest methods. As a rule a traveler's natural inclination, and a merchant's natural inclination is to be straight and honest, but competition is so keen and our efforts so frustrated by misrepresentation and lack of knowledge of trade conditions that not much has been accomplished. The only cure is to keep at it and gradually become alive to the necessity of co-operation after which the era of prosperity will dawn upon retailer and wholesaler alike.

Yours truly,
H. C. BECKETT.

SOLD ONLY A BRANCH.

In last week's issue of the Grocer it was stated that J. A. McCrea & Son, of Guelph, had sold their stock. This was an error. They sold only the stock of a branch business which they had decided not to continue.

GROCER SANDBAGGED.

Allan G. Duncan, grocer, when on his way home from his store at John and Adelaide Sts., Toronto, early Sund morning, with Saturday's receipts in his pocket, was sandbagged from behind and relieved of his wad, amounting to $435. Mr. Duncan was knocked unconscious but was all right on Monday save for a headache. He has no idea who his assailants were or how many there were of them.

BUSINESS MEN IN PUBLIC LIFE

No. 13

W. G. CRAIG, KINGSTON

Alderman W. G. Craig, wholesale grocer, Kingston, began his career in the grocery business at the early age of 15 by pushing a handcart for a retail store. A year later he was office boy in the wholesale grocery office of the late firm of J. Carruthers & Co. In 1873 he was a junior partner in the late firm of A. Gunn & Co., successors to J. Carruthers & Co. In 1893 he succeeded to the business of A. Gunn & Co., as W. G. Craig & Co., which firm still continues. His whole mercantile life has been spent in the present building and premises which are soon to be taken

W. G. CRAIG.

over and absorbed by the Canadian Locomotive Works, of which the Hon. Wm. Harty is president.

Mr. Craig has been an enthusiastic Sabbath School supporter during all these busy years as scholar, teacher, and superintendent, and in 1874 was elected to the eldership of St. Andrew's Presbyterian church. He became a member of the board of management the same year and has been on the board continuously ever since. He was a member of the choir forty-five years and during four of those years its conductor, in the days before the "gist of whustles" was introduced. He has represented Sydenham Ward in the city council since 1898 and his long business career makes him a valuable member when important questions arise which affect the city's interests.

He is past president of St. Andrew's Society. A Forester, an Elk, and in politics a staunch Liberal.

He is a heavily built man, but when he hears the strains of the bagpipes he can lift his feet and legs with the best of them.

He is one of Kingston's popular men.

HERE AND THERE WITH THE TRADE.

McConnel & Son, general merchants, Watford, have sold out.

The assets of Dion & Frere, grocers of Quebec, have been sold.

John Blais, general merchant, St. Agathe, has registered.

Bean, Rowe & Lacey, grocers, Sherbrooke, have been registered.

N. Rioux & Cie., wholesale grocers, Quebec, have been registered.

Reginald Weldon, general merchant, Edgar's Mills, Ont., has sold out.

Brass & Moore, wholesale grocers of Hamilton, have dissolved partnership.

Gillis & Francis, grocers, Winnipeg, have assigned to Hardy & Buchanan.

Mauro & Grano have erected a store and started a grocery business at Port Arthur.

N. Quintal & Son, wholesale grocers, Montreal, had their stock slightly damaged by fire.

Mackie & Smith, general merchants at Battleford, have been succeeded by Mackie & Co.

The Wabigoon & Gold Rock Trading Co.'s general store has been sold to John Smith.

Sadell & Butcher, general merchants, Trout Creek, have sold out to the Trout Creek Store Co.

Z. A. Lambert & Co., Montreal, have sold their Bleury & Sherbrooke St. stock to T. Lecourt.

The Foster Co., general merchants at Richard's Landing, have advertised their business for sale.

R. S. Sargent & Co., general merchants, Hazelton, B.C., suffered loss by fire. Property was insured.

L. C. Kells & Co., general merchants, Arkona, have sold out to McKenzie & Meldrum.

V. E. Paradis has been appointed provisional guardian of the assets of Mrs. A. Bellevance, St. Moise St., Quebec, who has assigned.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents MONTREAL

TRURO QUALITY BRANDS

Unsweetened

TRURO QUALITY BRANDS

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF**.

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Reaction in Wheat Prices—Flour Steady and Good Business Passing — Oat Products Higher for Export but Domestic Prices Firm at Former Quotations — The Time for Confectionery.

Wheat prices have been receding naturally from their somewhat forceful upward tendency. One Northern sold Tuesday 89 to 89½c., delivered all rail anywhere in Ontario. No. 2 white and red were 71-72c. There is little activity. Ontario oats are 39-40c. f.o.b.

Stocks of grain at Fort Wiliam and Port Arthur are increasing but are a million and a half bushels less than year ago. The C.P.R. has at the head of the lakes four million bushels under contract for delivery for export. Consequently though there is some relief in the freight situation only an occasional car is getting through for delivery in Ontario and Quebec.

Flour trade is steady at even prices. The feature of the industry is the enlarged movement of flour to China via Pacific coast ports. This trade has been prophesied by dwellers west of the Rockies for some time. Whether or not this present movement is to develop into a permanent trade remains to be seen.

Confectionery.

Some grocers, a goodly number if they could be counted, have proved the benefits of devoting considerable attention to confectionery. Every grocer sells candies of the common sort, but the profit and reputation is at the other end of the line. High grade confectionery properly displayed in a handsome silent salesman improves the appearance of the finest store, and the grocer has exceptional opportunities for pushing the sale of them. Most purchasers would add the cost of a box of chocolates to their pass book when they wouldn't substract it from their pocketbook. This is a good time of the year, just before the Easter trade, for a grocer to take up confectionery, give it a department, and make it a paying branch of his business.

MONTREAL.

FLOUR — Millers report excellent business for the season. Demand from the country keeps up very well, while city sales are satisfactory. Prices remain on the same footing as they have been for the past month or two, and are not likely to advance from indications presently observed. Since the relief in the car famine wheat has been coming from the west more freely and this has helped the situation considerablf. Export trade is exceedinlgly bad. Large mills are making sales to the Orient, a market which has never meant much to Canada, but which is now looming up prominently as a flour buying section of the world.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 10
Glenora		4 60
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS — While there is more or less business being done in the city and at country points, the trade is limited owing to the difficulty experienced in obtaining deliveries. Millers are hoping to secure some relief shortly but no betterment of present conditions appears within sight at the moment.

Fine oatmeal, bags		2 45
Standard oatmeal, bags		2 45
Granulated " "		2 45
Gold dust cornmeal 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 .0	4 85

FEED—It is quite posible that there will be an advance shortly in this line. Strong demand and great scarcity are forcing the market upwards.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

QUEBEC CITY MARKET
Flour, Grain and Produce
BEANS AND CORN a specialty. We are open for agencies connected with our lines—might consider reasonable offers in other line.
ALF. T. TANGUAY & CO.
Commission Merchants and Brokers
CORRSPONDENCE RESPECTFULLY INVITED QUEBEC

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

PROMPT SHIPMENT
That means a good deal to the grocer on many occasions. When you order OUR BARLEY you can be certain of two things:—
RIGHT QUALITY and PROMPT SHIPMENT.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

ROLLED OATS
FRESH—NO HULLS BULK ONLY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Ontario bran	23 00	23 50
Ontario shorts	23 00	23 50
Manitoba shorts	23 00	23 50
" bran	23 00	23 50
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

TORONTO.

FLOUR.—Millers report a steady business at unchanged prices. It is not expected the reaction in the price of wheat will affect flour prices for the present at any rate.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 10

CEREALS.—A good steady demand continues for domestic trade. Export trade has fallen off. Prices are very firm and there has been an advance of 12c. in material for export. Domestic prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 75
" " in bags, per bag 90 lbs	2 25	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 40	2 60

DRINKING MORE COCOA.

F. J. Ward of J. P. Mott & Co., Halifax, called at the Toronto office of The Grocer last week on his return from a trip through Western Ontario. Mr. Ward spoke of the continued increase in the sale of chocolate and cocoa in Canada and this in face of the fact that chocolate has advanced from 6 to 8c. per lb. This is due to the very great shortage in the crop of cocoa beans, particularly in the Trinidad cocoa. Mr. Ward left for Montreal last Wednesday.

NOTES.

J. G. Cuming, confectioner, Whitewood, Man., has sold out.

J. P. Cavanagh, confectioner, Cornwall, has assigned to D. Davis.

Miss McGee's confectionery store at Moncton, N.B., was damaged by fire.

C. R. Rankin, confectioner, Stratford, was killed in the railway wreck near Guelph last week.

The Watt Milling & Feed Co., 211 Royce Ave., Toronto, has been dissolved and the business taken our by the Watt Milling & Feed Co., Limited.

Demand for middle-grade flour in the Orient continues undiminished. The Ogilvie Flour Mills on Feb. 26 closed another contract for 10,000 bags for immediate shipment from Winnipeg to China at an advanced price over their last sale.

THE DODGE CAP

A PERFECT CLOSURE.

For many years efforts have been made to invent that most needed article—a perfect closure for glass receptacles. The patent office shows no end of these attempts, but it was reserved for Wm. H. Dodge to actually accomplish the task.

While commercially engaged in fruit preserving Mr. Dodge had to avail himself of the prevailing styles of closures. From practical use, finding them all more or less objectionable, he determined to invent one for himself. Discarding the circle which the other cap inventors used as a starting point, he took the oval, cut out a crescent, swung back the overlapping arm, and — the best cap ever known was the result. As a piece of mechanical simplicity it is remarkable.

One great advantage which appeals particularly to the consumer is its easy detachment without instruments or printed directions.

By simply opening out the lug fold it slides off the receptacle and can be

SOME DAY A BAKER

may produce a better biscuit than

Perfection Cream Sodas

but that day seems pretty far away at present. The unanimous decision of popular opinion is that

is by far the best manufactued in Canada, and equal in downright goodness to any manufactured anywhere at any price.

Lasting Goodness

is the crucial test of the baker's product—especially biscuits.

PERFECTION CREAM SODAS

are just as delicious and satisfying when you serve them as on the day our inspector sanctions their packing.

Can we forward you any information?

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

'Tis Sixty Years Ago

COX'S CELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

replaced to keep out dust, etc., until contents are used.

Another advantage is its clean, neat and handsome appearance, which always remains. This does away with leaky, dirty, rusty, label smeared, sticky and unsaleable goods so often seen on grocers' shelves.

As this cap comes asembled and ready to place, the time and labor saved to the packer will count, especially in the busy season. As a process cap it is an innovation. This form with lever attachment set at half cock allows air vent while sterilizing and when sealed it stays put. It does not "blow out" in the bath. Air holes, broken or wobbly glass tops, etc., causing after-loss by spoiled goods never happen with the Dodge cap.

For sauces, catsups and beverages in bottles the Dodge process cap is of the greatest importance.

In addition to use described, the Dodge cap is adapted for nearly everything put up in either tin or glass, such as baking powder, paints, tobacco, condensed milk, etc. It is especially adapted for articles in drug and medicine lines.

The new Dodge Capping Machine in mechanical simplicity and labor saving points is a fitting mate to the Dodge cap. A girl operating it can not only seal 1,500 packages hourly, but change to various sizes in less than two minutes.

Samples of this cap will be sent on application to The Dodge Metallic Cap Co., 15 Label street, Montclair, N.J.

The Canadian patent rights are now being negotiated for and the cap will shortly be manufactured in Canada.

STOCKS OF LARD.

According to the bulletin issued by the A. K. Fairbank Co. the stocks of lard held in Europe and afloat on March 1 totalled 154,900 tierces, showing a gain of 17,100 over last month, and a depreciation of 106,000 from the European stock in hand and afloat on March 1 of last year. In March 1905, the stock was 181,000, an increase of 26,600 over 1907.

Tierces held in America are 84,813 of which Chicago claims well over half, Kansas City being the next largest holder with 15,061. The American total this month shows the substantial increase of 18,102 over last month's holdings, and a decrease of 4,977 from the stock on hand March 1, 1906.

Total tierces, European and American, are 239,713. On the first of last month they were 204,511, on March 1 1906, 255,290, on the same date of 1905 332,450, and in 1904, 239,953. Every European city, with the exception of Berlin and the French ports, shows a marked gain over last month, ranging from 500 to 3,000. American centres, with the exception of East St. Louis, New York and Milwaukee, show increases of from 37 to 10,591 over February's holdings.

WALL PAPER.

Last month wall paper manufacturers completed their orders, and are now busy on next year's new set of samples. Warehouses are filled and shipping will be general during the next few months. What will be shown next year is the question holding the attention of the trade. A still further improvement is promised in all lines. In these days of hard competition goods must possess the necessary qualities to sell on their merits; they must possess artistic value and quality to stand against, and compare favorably with, the best. The best goods sell, and the retailer will go far to find the best values. Therefore, it is incumbent upon each manufacturer to produce the best line of samples that he has ever done, for to reduce his range, or to repeat too frequently the stereotyped patterns, would mean ruin. On novelty and freshness of patterns depends the result of the season.

This sampling season will bring out some handsome effects in English designs. This means rich floral pattern of artistic qualities, open and highly colored. Ingrain has to a large extent been displaced by heavy figure and floral effects and also the landscape borders and woodland side-walls. These have taken well with the trade, and some entirely new patterns are being prepared for next season.

Good Sellers!

LUCERNA

Swiss Milk

CHOCOLATES

GOLD MEDAL

Awarded at the International Exhibition at Milan

Grocers, Confectioners, Druggists, send for price list and Free tasting samples to

MacLaren Imperial Cheese Co.

TORONTO

Sole Agents in Ontario

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST., MONTREAL

Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

MAKE it a point NOW

to carefully review your stock.

NOTE ANY WEAK SPOTS

and take measures to strenghten them.

Refined, Attractive Parlor Styles

are often overlooked when buying

WALL PAPERS

Write us for samples to fill any short lines. We have on hand all the big sellers for 1907, in every grade.

Be in a position to satisfy every customer. Let us help you with samples.

Try us for BURLAPS (Dyed, Sized, Oil Coated), SANITAS.

Prompt service at all times, especially during the Spring Season.

STAUNTONS LIMITED

Makers of Superior Wall Papers

TRONOTO

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument—carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaidey)

The Cocoa beans used in the manufacture of **Cailler's** Chocolate are selected with great care and regardless of cost, in fact expense in anything is never considered, QUALITY is aimed at. This is why

there CAN be nothing better

than

Cailler's

William H. Dunn, - MONTREAL

394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

When the Canadian housekeeper has for **over a quarter of a century** been using

MOTT'S CHOCOLATE

and always found it satisfactory is it wise for you to experiment with other lines? **NEVER!**

Ask your jobber for "DIAMOND" and "ELITE" brands.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

BRANTFORD GROCERS' ASSOCIATION AT THEIR ANNUAL BANQUET

The New American Hotel at Brantford was the scene of a loud and lively gathering on Feb. 22, when the grocers and butchers of that city, together with a representative contingent from the Mountain vilalge, celebrated their sixth annual banquet with all the usual honors and something over. From the tenor of the speeches and the heartiness, if not the tunefulness, of the songs, one gathered that care and worry had been left at home with unanimous consent, although in justice to the excellent dinner provided by mine host, Fraser Scott, it must be added that no one seemed to have forgotten his appetite. May we hope that every digestion was worthy of the confidence reposed in it.

When everyone had surprised themselves by their capacity for internal storage, president James Burns called upon Darwen's orchestra to open the programme. Songs by Sam Stedman and James Whittaker followed in quick succession, and though neither of these gentlemen seem to be oppressed with modesty as a general rule, they were undoubtedly embarrassed by the round of applause their efforts evoked. Bert Harvey proved as popular as ever in his songs and imitations and was encored vigorously.

The International Slaters, who know a good thing when they see it, arrived en masse in time for the speeches, having just concluded a sumptuous banquet at the Belmont.

Billy Dore was the first speaker after the opening address by president Burns. Mr. Dore said he hadn't been asked to speak and didn't want to, but he had a couple of stories and meant to tell them, with or without the acquiscence of the audience. He was let go on suspended sentence. Mr. Syme is president of the Hamilton grocers and butchers, and always says the right thing. In a neatly-worded speech he thanked the chairman for the cordial invitation extended to his fellow-citizens and himself and expressed the hope that he would some day have the honor of reciprocating their hospitality.

The rhetorical piece de resistance, however, was undoubtedly the forensic effort of secretary B. Hill, who, with a brilliancy that staggered even his most intimate enemies, drove home point after point at the end of some pungent local allusion that never failed to provoke a frenzy of appreciation. His thorough mastery of a comprehensive and expressive vocabularly, his unique powers of sarcastic invective, and the apparent ease with which he continually referred to "culinary degenerates" filled the minds of his audience with a mixture of pride and envy, while the flowery heights of rhetoric to which he soared in his peroration baffles an untrained imagination, and left his less gifted fellows on the verge of hysterical tears.

When alderman Luddaby rose everyone was ready to laugh at anything, a state of things for which the previous speaker must be held responsible. In consequence of this his remarks on the "bond of friendship" and his regret at the absence of the ladies, were looked upon as a joke, and hilariously applauded as such. He sat down feeling misunderstood. Mr. Peebles, of Hamilton, replied briefly albeit in a somewhat mournful tone of voice, and James Whittaker responded appropriately with "The Death of Nelson," which had the effect of sobering his listeners from untamed mirth to an occasional furtive chuckle. Ald. Wood, in his reply, said that one of two things were expected of an after-dinner speaker. To say something remarkable or to be brief. To say that he did not excel in either would be unkind as well as untrue. He described a somewhat lengthy feud with his local butcher, in which the latter was eventually worsted and concluded by paying a tribute to the Grocers' and Butchers' Association. His speech was one of the longest of the evening, but none the less worth listening to on that account. This was evidenced by the hearty applause he received on resuming his seat.

It fell to the lot of Tom McPhail to furnish the last speech of the evening, and he acquitted himself wittily and well. His local puns were vociferously received, and his whole speech a happy combination of humour and good sense.

We understand that just before the singing of 'God Save the King" Mr. McEvoy undertook to render a Scotch solo in the vernacular, on the condition that the other fellows would help him out. They did so, but we are glad to be able to report that Mr. McEvoy is now convalescent, and hopes soon to be about again.

TRADE NOTES.

James Rowe, general merchant, Avon, has sold out.

The assets of A. Robert & Co., St. Jerome, have been sold.

H. Jones, grocer, Swift Current, has sold out to H. Gregory.

Vincent E. Muloin, groceries and liquors, Joliette, are succeeded by C. Lajarde.

Chas. Gauthier, general merchant, Montcerf, has been succeeded by Martineau E. Poirier.

Choice skinless dressed cod in 100 lb. cases and their regular brands of boneless and prepared codfish are selling freely, say Leonard Bros.

Red Feather extracts and spices have secured a good hold with our trade, report Steele & Bristol, Hamilton. Quality of goods and style of package are winners.

Leonard Bros. report receipt of a shipment of choice Labrador sea herrings in barrels and half barrels, the quality of which are first-class, the fish being large and bright. They are offering a supply of green cod and salt haddock in barrels at low prices.

At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in it's praise. All who saw it's practical demonstration on the **Dodge new Self-Adjusting Capping Machine** were surprised at it's perfect seal and adaptability in meeting the requirements of the **Pure Food Law.**

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Cap with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Cranberries, California Celery, Tomatoes, Strawberries, New Beets, New Carrots, Head Lettuce, etc.

Have in stock both St. Nicholas and Kicker Brand Lemons.

Golden Flower, Golden Gate, Rose and Arch Brand Oranges, also Bahama Oranges, Florida and Bahama Grape Fruit.

Navel Oranges are on the advance, and we look for higher prices next week.

Lemons are also higher, and are a good purchase at to-day's prices.

?

and a practical answer

Our Man asked a Dealer the other day: "What do you understand by HIGH QUALITY Oranges?" He replied: "Eat one of those GOLDEN FLOWER, there, that's my answer."

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Car Shortage Continues in California—Markets Quiet—Fish Getting Scarcer, But Demand Unchecked—Orange Market Improving.

The fruit market is quiet on the whole, though some interesting developments may be looked for with the advent of more favorable conditions in the weather. The orange market is worth watching, as there is certain to be a great improvement before long. Just now prices are 15c. lower than they were last year. There was a rumor that Spain could not deliver the supply which had been anticipated, but later advices have dispelled this, and there now seems no doubt that the stock shipped will be up to the average, both in quantity and quality. The car shortage in California remains unremedied, and the situation is rapidly assuming a very serious tone. The reduction of the fruit rate in southern California will probably affect western cities. New pulp boxes wrapped with iron are being introduced among California and Mexican shippers.

There is little news in the vegetable market, the few changes which have occurred being insignificant. $1 is being asked for potatoes in New Brunswick, and this is expected to send prices up to some extent in Toronto and Montreal. Shippers in New Brunswick prefer Montreal as an objective point rather than Toronto, but the advent of warmer weather will have the effect of loosening things up all round.

The extraordinary demand for fish continues unabated, and will probably not let up till the end of Lent. Finnan haddie are scarcer than ever, and one or two other lines are beginnig to show signs of exhaustion. The selling capacity of fish fluctuate considerably with the weather, and the cold spell experienced lately has sent the demand up with a bang.

MONTREAL.

GREEN FRUITS—Few price changes are noticeable, the amount of business being transacted not being sufficient to make an active market. Bananas are reported in good demand at present quotations. Supplies coming into New York are not large, and prices have been advanced. There is a probability of higher prices being asked in Montreal in the near future for this reason.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos	1 75	2 25
Cocoanuts, per bag		3 50
Pineapples, crate	4 50	4 75
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	5 00
Lemons	2 75	3 50
Mexican oranges, box		2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES — Continued cold weather has had the effect of keeping prices up pretty well, but should the mild spell now being experienced continue it is likely that figures asked for many lines will be lower. Potatoes are still stiff at figures quoted. Some demand is reported for cabbage, while tomatoes are selling freely enough.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage, bbl		1 75
Florida tomatoes, crate		4 50
Turnips, bag		0 75
Water cress, large bun hes, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate		6 50
Radi hes, doz		0 50
Spinach, per bbl		4 50
Cucumbers, per doz	1 25	3 00
Celery, per doz	0 25	0 90
Potatoes, per bag	1 00	1 10
New potatoes, lb		0 07
" " bbl		9 50
Jersey sweet potatoes basket		2 50
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		4 00
" bag		1 75
Beets bag	1 00	1 25
Carrots, bag	0 90	1 00
Mushrooms, lb	0 90	1 00
Horseradish, lb		0 15
Rhubarb, doz. bunches		0 75
New Orleans shallots, doz		0 60

FISH—With Lent well under way fish are selling in great quantities and supplies are running short. This week several lines quoted up to this time are noticeable as being missing. Fresh express haddock, codfish and boiled lobsters might be mentioned in this respect. In some instances prices are slightly lower, tomcods being $1.90 against $2 a week ago, but the general trend is upward, and before the Lenten season comes to a close fish will be selling at better prices than now rule.

Fresh and Frozen Fish.

Halibut, express, per lb	0 09½	0 10
Grass pike, express "	0 05½	0 06
Mackerel, large, " "		0 10
Dore, " "	0 08½	0 09
Small sturgeon " "	0 07½	0 08
Flounders, per lb	0 04½	0 05
B. C. salmon " "	0 09½	0 10
Qual'a salmon, " "	0 08½	0 09
Smelts " "		0 08
New tomcods, bbl		1 90
Frozen herring, large, bbls., 300 fish, per 100 fish		2 20
" " less than bbls., per 100 fish		2 25
Smoked and Salted—		
St. John bloaters, 50 in box		0 60
Kippered herring, half boxes		1 20
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 20
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Pure boneless cod, per lb	0 08	0 09
Dry cod in bundles		6 50
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal		1 60
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, bbls		10 50
No. 1 Sea trout, half bbl		5 75
Labrabor salmon in bbls		12 00
" " in ½ bbls		6 50
Large green cod, 200 lb. bbls		9 00
No. 1 green cod, in bbls. of 200 lbs		7 50
Small " " "		5 00
No. 1 Haddock, bbls. 200 lbs		6 50

TORONTO.

FRUIT — The pineapple market is very firm, with likelihood of considerable increase in trade if the present

favorable weather continues. Navel oranges are going up, with prospects of an even higher market. Lemons are stronger. Cranberries have dropped another dollar.

Oranges, Jamaicas, per bbl		4 50
" " per box		2 50
" Florida, 126s-216s	2 75	3 00
" Mexican, 126s-250s	2 00	2 25
" Tangerines, half box	3 00	3 25
" Valencias, 420 s and 714's	3 25	5 50
" navels, 96's, 250's	2 75	3 25
" marmalade, 160,s 200s, 240s, per box	2 25	2 50
Grape fruit, 46's 80's, 96's	3 25	4 75
Lemons, Californias, boxes, 240's, 270's		3 50
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 25	5 00
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy	3 25	4 25
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas, per bunch		2 50
Cranberries, per barrel	8 00	9 50
" " crate	3 00	3 10
Strawberries, per qt	0 55	0 60

VEGETABLES — A few small shipments of California spinach have been received. Onions are very firm and rising steadily, as they have been for the last few weeks. Potatoes have maintained the 20c. rise which occurred last week, Delawares being quoted at $1.20 per bag. Cabbage is very scarce, and quoted at $40 a ton. Cucumbers show a slight rise.

Potatoes, Delawares, per bag	1 10	1 20
" Ontario		0 75
Sweet potatoes, per hamper	2 00	2 25
Onions, Spanish, per large case	3 25	3 50
" " small case		1 25
" Yellow Danvers, bags		1 40
" Canadian, per bag		2 00
Cabbage, new Canadian, per bbl		2 50
Beets, new, per doz. bunches		1 00
Carrots, Canadian, per doz. bunches		1 00
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads		1 40
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz		0 50
Cucumbers, hot house, per doz	2 25	2 75
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb	0 08	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, Cuba, per 6 basket crate		5 00
Tomatoes, Florida, per 5-lb. basket		1 00
Peppers, per basket		
Parsley, per doz	0 20	0 25
Parsley, Jumbo bunches, per doz		0 75
Turnips, per bag		0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 [illegible]
" California, per case, 6 to 8 doz	5 75	6 00
Squash, per doz	1 00	1 25
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Fancy Baltimore spinach, per hamper		1 25½
Oyster plant, per doz bunches		0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches		1 25
New spinach, per bushel box		1 75

FISH — The unprecedented demand still contines. Finnan haddie are away up, and scarcely to be procured at any price, principally on account of the bad weather preventing any green stock from being obtained. Some firms are offering mild cured bloaters in their place, reporting a ready sale at $1.25 per box. Halibut is 8c. lower than last week, with a fair demand. Small pails of oysters are at $4.20.

Fresh halibut		0 10
Haddock, fresh caught, per lb		0 06
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

FISH FOR THE FAITHFUL

4 WEEKS YET FOR BIG FISH SELLING

FINEST QUALITY — We are carrying perhaps the largest and best assorted stock in Toronto, — PROMPT SHIPMENT

Winter Caught Frozen Trout

Winter Caught WHITEFISH (round)
" " " (dressed)
" " PICKEREL

Goldeyes *Tulibees* *Frozen Lake Herring*

Sea Salmon *Halibut*

The Famous Long Island Native Oysters

Ocean Brand Mild Cured BLOATERS, special, $1.25 box.

Also numerous other lines. Place your orders with us;

WHITE & CO., Limited

TORONTO and HAMILTON

ST. NICHOLAS
KICKING **B. L. O. E.** PUCK
HOME GUARD

Strawberries, Lettuce, Tomatoes, Pineapples, Radishes

and other New Fruits and Vegetables arriving several times weekly, at reasonable prices.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

If you have any good ONIONS to sell, write us.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.
Car Finest VALENCIA ORANGES
Regular and Large 420 size.
Car SEVILLE (MARMALADE) ORANGES
Car FANCY BANANAS
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SPECIALTIES FOR THIS WEEK

2 cars Stewart Fruit Co's. Redlands Navel Oranges "Signal Brand," Extra Fancy "Warrior," extra choice.

1 car Florida Celery (Chase & Co's. packing) close prices for large lots.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

We make no absurd or extravagant claims for our

Jams and Jellies

because we don't need to. All practical men know that our goods are pure. They say the people insist on our

Pure Apple Juice

Send off that order now.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Shrimps per gal	1 20	1 [illegible]
Whitefish, per lb	0 09	0 11
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 30
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Frozen mackerel	....	0 09
Home cured bloaters, per box of 50	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	0 09	0 10
Oysters, per gal	....	1 80
Labrador herring, per half bbl	3 00	3 25
" " bbl	5 50	6 00
Frozen Halibut, per lb	....	0 10
Pink Salmon, per lb	....	0 10
Red " "	....	0 10
Fancy Manitoba white fish, per lb	0 09	0 10
Smelts, No. 1, per lb	0 09	0 10
" extra, per lb	....	0 14
Lake Superior herrings, per lb	0 03½	0 04
Pike, per lb	....	0 06½
Yellow pickerel, per lb	....	0 08
Kippered herrings, 50 to box	....	1 50
Sea herrings, per 100 count	2 25	2 50
Goldeyes, per lb	0 05½	0 06

INTERCOLONIAL'S NEW MAP.

The Intercolonial Railway Company have issued a new edition of their map of Ontario, Quebec and the Maritime Provinces. The map is tastefully colored, clearly printed and contains along the margain views of interesting scenes along the route of the famous Maritime express. They will be pleased to send one free of charge to any reader of this paper upon request to J. J. NcConiff, city passenger agent, Montreal.

Provision situation

Large sales are reported by Sugars, Limited, Montreal, for their branded marmalades. Many flavors are obtainable and the article seems to be gaining popularity with the public.

MID LENT FISH SALE

No. 1 Labrador Salmon
No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. **MONTREAL**

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

SALT SALT

No trouble to give figures and information.

VERRET, STEWART & CO. Limited

MONTREAL

SALT SALT

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies
While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE

The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

POTATO SITUATION IN THE PACIFIC PROVINCE.

(By The Canadian Grocer's Special Correspondent.)

Vancouver, B.C., Feb. 21, 1907.

Because of the comparative severity of the winter during the first three weeks of this year, much damage was done to the stock of potatoes in store and in farmers' hands. Unused to zero weather most warehousemen have no warm buildings, and many of the places in which potato stocks were stored admitted the frost. Of course many of the warehouses have their stocks of potatoes in cellar or basement storage. These were all right, but many were not so fortunate. So, too, with the farmers. None but the veritable old-timers had seen such cold weather and continued frost on the coast. The necessity of pits or cellars to protect the potatoes from even the three below zero which was the coldest recorded, had never arisen. The consequence was that many who had held their potatoes now have none or few to sell.

Shipments to Australia.

The early shipments of potatoes last fall to Australia had some effect upon the total stock, but so plentiful was the crop last year that no one anticipated a shortage. However, that is apparently the situation of the coast at the present moment. Prices have gone up fully fifty per cent. in the past week or ten days. It is stated that a dealer was out over a month ago offering the farmers and ranchers of the lower Fraser valley, $20 a ton "on the bank," that is, delivered at the river where they could be loaded on freighting steamers. The dry season in 1906 gave a much mealier and better keeping potato on the delta lands, than is usually the case, but the frost has, by reducing the quantity, done even more than the past dry season to enhance the price of the crop. It is now difficult to get lower mainland potatoes at any price less than $24, while Ashcrofts are very scarce and command from $30 per ton up. The supply is all in the hands of dealers, so that there is no question of the amount of the Ashcroft potatoes to be secured.

In the Okanagan there is a fair stock yet in farmers' hands, but the continued snow and winter weather has delayed them in opening their pits. It will be another fortnight before this can be done with safety. The snow is fast leaving the valley now, but there was such a heavy fall that it will take some time for it all to go. Down the lake ports the thaw has advanced further than along the line of the railway at Vernon, Armstrong and Enderby, and it is at these latter points where the chief stocks of potatoes are held.

On the Island.

On Vancouver Island the stock of potatoes is also yet in the producers' hands to a certain extent. The entire visible supply, however, is not very much over local requirements of Victoria, Nanaimo and other comsuming centres. The logging camps everywhere on the coast and in the interior, depend upon the coast for their supplies of potatoes and the mining camps in the interior, saw mills camps and similar communities are also heavy consumers. Added to these factors, the Yukon district gets its entire supply, practically, from British Columbia, and the disposition of even a heavy potato crop is accounted for. The chances at any time for a large surplus for export, are not bright, while this year there is indication of shortage, much as there was last spring. Nevertheless, potato-growing is attracting much attention in the province. A sure crop, easily raised, comparatively free from pests, it is becoming a staple industry.

WASTE 6,000,000 BARRELS OF APPLES.

Alexander McNeil, chief of the fruit division of the Dominion Department of Agriculture, speaking at Ottawa before the Agriculture and Colonization Committee of Parliament on Feb. 27, said that Canadian growers were apt to govern their shipments too largely by the fruit crop reports from the other side of the Atlantic in consequence of which there had been considerable falling off in 1906 of he amounts of early apples sold to Britain by Canadians. He de- in 1906 of the amount of early apples unfit for shipment, six million barrels being thrown away annually, which would have brought large returns in the form of cider, evaporated fruit, jams or jellies. He emphasized the value of co-operation as applied to fruit-selling, and said that there were thirty-five associations in Canada now operating sucessfully on this plan.

SUPPLIES FOR LENT

FISH AND OYSTERS

New Skinless Dressed Cod, in 100-lb. cases.
Pure Boneless Cod, in 1-lb. and 2-lb. bricks.
Labrador Herrings, in brls. and half brls.
Labrador Salmon, in brls. and half brls.
Labrador Sea Trout, in brls and half brls.

Fresh Frozen Pike, Pickerel, Salmon, Mackerel, Halibut, Cod, Sea Herrings, Smelts and Tomcods.

Bulk Oysters by the Gallon
"Standards" and "Selects."

All kinds of Fresh, Frozen, Smoked, Dried, Salted, Pickled and Prepared Fish in Season.

Mail Orders Solicited.

Branches: ST. JOHN, N.B. GRAND RIVER GASPE

LEONARD BROS.
Wholesale Fish Dealers
20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639
LONG DISTANCE TELEPHONES

TAKING CHANCES

There are still a few grocers in Canada who stock cigars in a haphazard fashion. Cigar-quality they do not consider, because they do not appear to realize the immense power for good or ill cigars are in the grocery business. The almost unanimous decision of the grocers in the Dominion is that cigars make or mar a business. I know this positively because most grocers feature my

PHARAOH and PEBBLE

Cigars—cigars admitted to be quite superior to many sold at double the price. The reason for this marked superiority lies in the fact that I personally select and supervise the maturing of every leaf of tobacco used in my factory.

PHARAOH is mighty near my ideal cigar. It retails for ten cents, although most are convinced that it's easily worth fifteen.

PEBBLE is still far superior to the next best five-cent cigar.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocers' Ally

There are twenty-nine different reasons why a Grocer should feature ***T. & B.,*** and thousands of grocers have discovered enough of them to carry a good stock of Canada's premier pipe tobacco all the time. It pays, and pays well, does

T. & B.

It's cool, soothing, satisfying—just the tobacco veteran smokers insist on, and even women, who object to ordinary tobaccos, praise the fragrance of ***T. & B.*** The shrewd grocer has discovered a staunch, steady and active ally in ***T. & B.***

T. & B. Tobacco sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TRANSPORTATION IN THE WEST: NEED FOR RECIPROCAL DEMURRAGE

The Winnipeg Jobbers and Shippers Association which has recently been organized under the presidency of Mayor J. H. Ashdown, is actively interesting itself in the transportation requirements of the west. G. E. Carpenter, the manager of tht freight department of the association, writes this paper as follows :

Much is being said regarding the severe conditions under which the railway companies are laboring in their endeavors to meet the transportation requirement of the public, and justly too, because one and all agree that the weather conditions west of the Great Lakes have been the worst in years. At the same time the present situation would have been much better if the railway companies had had a clean sheet to work on when the Winter commenced. On the contrary they were very far behind.

Therefore the present congested condition is due to more than the exceptional weather conditions.

If a law had been in effect last Summer providing for reciprocal demurrage it is safe to say that the railway companies would have kept abreast of the requirements of the times by obtaining the necessary locomotives and cars to move freight promptly. Then we would have had no such accumulation when Winter broke upon us.

In several of the States to the south of us reciprocal demurrage is in effect. In the State of Virginia a very fair law is in force, which, if applied here, would do much to overcome the serious delay of freight, and present car shortage.

Under the ruling of the Corporation Commission of the Virginian State Legislature, when a shipper makes verbal or written application to a railroad company for car or cars to be loaded with any kind of freight embraced in the tariff of said company, stating in said application the character of the freight, and its final destination, the railroad company shall furnish same within four days of seven o'clock a.m. the day following such application.

Or, when shipper making such application specifies a future day on which he wishes to make a shipment, giving not less than four days notice thereof, computing from seven o'clock a.m. the day following such application, the company shall furnish such car or cars on the day specified in the application.

For failure to comply with this rule, the company so offending shall forfeit and pay to the shipper applying the sum of $1 per car per day, or fraction of a day's delay after expiration of free time, upon demand in writing, made within thirty days thereafter by the shipper.

When freight in carloads or less is tendered to a railroad company, and correct shipping instructions given, the railroad agent must immediately receive the same for shipment, and issue bills of lading therefor, and whenever such shipments have been so received by any railroad company, they must be carried forward at the rate of not less than fifty miles per day of twenty-four hours, computing from seven o'clock a.m. the day following receipt of shipment, and for failure to receive and transport such shipments within the time prescribed, the railroad company so offending shall forfeit and pay to the shipper the sum of $1 per car per day, or fraction thereof, on all carload freight, and one cent per hundred pounds per day on freight in less than carloads, with minimum charge of five cents for any one package, upon demand in writing by the shipper, or other party whose interest is affected by such delay ; provided that in computing the time of freight in transit, there shall be allowed twenty-four hours at each point where transferring from one railroad to another, or rehandling of freight is involved.

The period during which the movement of freight is suspended on account of accident, or any cause not within the power of the railroad company to prevent, shall be added to the free time allowed in this rule, and counted as additional free time.

RULE III.

Railroad companies shall within twenty-four hours after arrival of shipments, give notice, by mail or otherwise, to consignee of the arrival of shipments, together with weight and amount of freight charges thereon, and where goods or freight in carload quantities arrive, such notice shall contain also identifying numbers, letters and initials of the car or cars, and if transferred in transit, the number and initials of the car in which originally shipped. Any railroad company failing to give such notice shall forfeit and pay to the shipper or other party whose interest is affected, the sum of $1 per car per day, or fraction of a day's delay, on all carload shipments, and one cent per hundred pounds per day or fraction thereof, on freight in less than car loads, with minimum charge of five cents for any one package, after the expiration of the said twenty-four hours;

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

old by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

provided that not mare than one dollar per day be charged for any one consignment not in excess of a carload.

This rule is applicable also to steamboat and steamship lines.

COULD WHOLESALERS' HELP RETAILERS TO ORGANIZE?

A Suggestion.

To the Editor of The Canadian Grocer :

As some slight agitation has been put in motion in regard to organizing the retail grocers of the province, and so far so little seems to have been accomplished, it has occurred to me that the wholesalers, with their splendid organization and equipment, might take this matter up and lend the retail men a helping hand, that is, assuming, as I believe it will, that it will accrue very largely to the benefit of the wholesalers themselves. I think if they were to put the matter squarely before their customers, stating the objects aimed at, membership fees, etc., that the response would be almost unanimous for union. The retail men would require their assistance in framing up and making suggestions to the importers and manufacturers in any event, and if the action herein suggested were taken it would certainly bring them more in unison and would no doubt bring earlier and better results. I notice in the reports published in The Grocer, of the various meetings of the state and national associations in the United States, that the wholesalers and retailers are very much in touch, and that suggestions from either party are accepted in good grace. In comparison with things here, it looks a great deal more like business. How would it do, for the retailers, who are now organized in all the principal cities and towns, to each send say two delegates to some central point like Hamilton or Toronto to meet the executive of the Wholesale Grocers' Guild. where a line of action could be discussed and arranged. As your paper no doubt reaches all the members of the Wholesale Guild, would it be asking too much to have you draw their attention to this article and ask them for an opinion on the question ? Time was when a wealthy body like the Canadian Wholesale Grocers were a power with either local or Dominion Governments, but times are changed. The political parties are looking more after the aggregate number of votes that they see behind a movement, more than they ever did before, and that is a paramont reason why the united action of both wholesalers and retailers is needed to prevent legislation pernicious to the interests of either.

BELIEVER IN ORGANIZATION.

WEST INDIES CROPS SHORT.

Advices received from Trinidad would indicate a short crop of sugar this season. At the time of writing, Feb. 20, no work toward cutting the cane had commenced, although this time was three weeks later than the usual date for starting the harvesting of the crop. The cocoa crop is also likely to be small according to the same writer. There is no probability of a June crop. Owing to blight cocoa pods dried up on the trees. News from the Barbadoes is to the effect that molasses is sure to be high in price since a short crop of sugar is almost sure to be harvested.

FORMER GROCER DIES SUDDENLY

Wm. Adamson, who 25 years ago conducted a large grocery on Yonge St., Toronto, died on the street of heart disease on Monday of last week. He was city agent for the British American Assurance Co., and was widely known and highly respected. He was one of the oldest members of the Caledonian Society, prominent in St. Andrews, an active Presbyterian and a life-long Liberal. In apparently his usual robust health, he was taken ill on a street car, fell in attempting to get off and didn't recover consciousness, dying in a minutes.

J. W. Windsor, whose advertisement appears in this issue, has secured the services of one of the best marmalade men in Great Britain and is now offering to the trade marmalades of rare quality.

A fire of unknown origin occurred in the bonded warehouse of the Horrocks cigar factory, Toronto, on Monday night. The fire was controlled by a liberal use of water and while little was burned the damage to the stock of raw leaf was serious.

Walker Bin Fixtures

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an **impression** on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

Write for Illustrated Catalogue— "Modern Grocery Fixtures."

The
WALKER BIN & STORE FIXTURE CO. Ltd., BERLIN, ONT.

Representatives:
WINNIPEG, Man.— STUART WATSON & CO.
REGINA, Sask.: THE H. W. LAIRD CO., LTD.

IT'S A RACE

Nowadays between yourself and your competitors. It's up to you to do the trade. Your tobacco department can be made stronger than your neighbors if you sell

ROYAL SPORT and HOGEN-MOGEN CIGARS

These brands sell to beat the band. How about you? Are you to be a **winner?** We'll help you—write us.

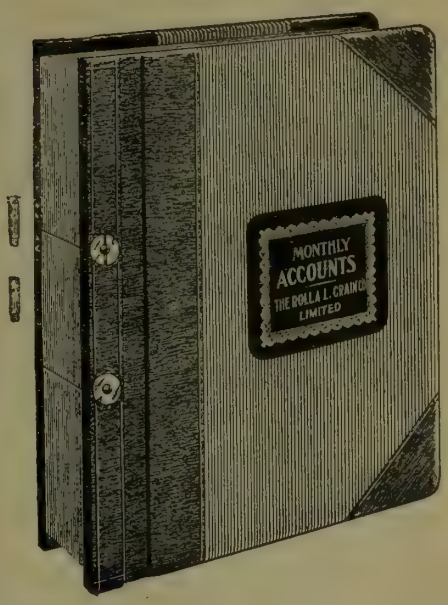
THE SHERBROOKE CIGAR COMPANY

Sherbrooke Quebec.

Would you like to know each evening as you close your store that your accounts are up-to-date and ready to render?

It is the proper way to keep books, and the nearest approach to a cash business to have a system such as the

Crain Monthly Account System



where accounts are always ready to render. No other labor-saving device on the market is just as good as the Crain. We manufacture this system in different sizes and styles of binding, ranging in price from $14.25 up, with 1,000 sheets of invoices.

If you are interested write for catalogue "G," which will give you full information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto Street*

Montreal: *Alliance Building, 107 St. James St.*

Winnipeg: *11 Nanton Block*

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have an excellent proposition to make in most Canadian cities for merchants to use electric signs.

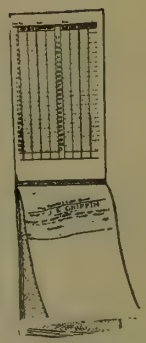
Let us hear from you, and we will send you circulars.

The Martel-Stewart Co., Limited
Montreal, Canada

A PAYING INVESTMENT

Look at the cut for a minute. Study it for another. That's our famous.

Duplex Counter Check Book



and hundreds of grocers declare that it easily pays 100 per cent. per annum on the investment. Does that mean anything to you?

The Carter-Crume Company, Limited
Toronto

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties CO.,
126 Adelaide E., TORONTO

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

What is Your Book-Keeper's Time Worth?

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

Is your ledger arranged on any special system?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it?

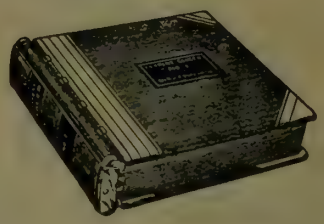
* * * * * *

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

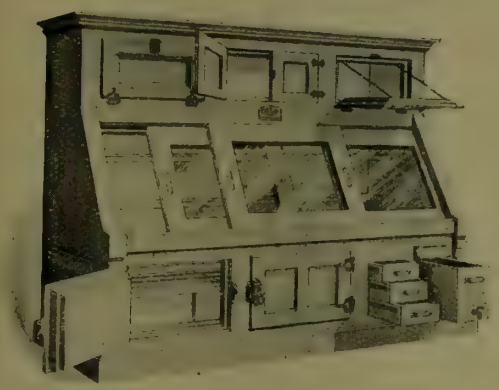
Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN

Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.

Get a First-Class Waggon

You cannot afford to spend much money on advertising. It is essential that your waggon should advertise your business. It pays to invest a reasonable amount in a good waggon. Abbott's waggons please because they are durable as well as artistic. Let's send particulars.

Prompt shipment

H. G. Abbott & Co. London, Ont.

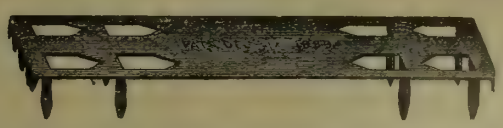
The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Warminton's Clutch Nails

YOU KNOW THEM. IF NOT, TRY THEM



For repairing and strengthening boxes and cases. They should be in every shipping room. Let me send you a sample box of two sizes.

J. N. WARMINTON

43 Scott St., Toronto 207 St. James St., Montreal

UPTON'S — UPTON'S

New Season

Orange Marmalade

NOW READY

UPTON'S

UPTON'S

Upton's Orange Marmalade is made from the finest Seville Bitter Oranges by the oldest established Marmalade maker in Canada.

Upton has had many imitators, but none have been able to duplicate the fine appearance and appetizing flavor of ***Upton's Orange Marmalade.***

Put up in many different styles of packages, and sold by every Grocer in Canada that knows his business.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 8, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	3 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's....$2 85

Canada Flakes "Household" 24/25 s 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Carascas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ½ doz. to case	per doz., $ .90
1 " " 4 " "	" 1 80
½ " " 2 " "	" 4.75
¼ " " 1 " "	" 9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼ and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32c

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c
6-lb. bxs. 12 bxs., in case, ½-lb. tins	26c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs	26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

It Is Rather Encouraging

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

always to be quite sure that the package you pass over the counter will please your customer. But that is the way you feel when you pass out **RISING SUN Stove Polish** in cakes, and **SUN PASTE Stove Polish** in tins. They are just right every time you sell them. Isn't that satisfaction well worth while, to say nothing of the good margin of profit these goods afford you? On every count, it pays to push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

BORDEN'S BRANDS

need nothing more than the goods in the tins to prove them the ***most perfect*** milk products made

"EAGLE" Brand ***Condensed Milk***

"PEERLESS" Brand ***Evaporated Cream***

FOR SALE IN EVERY UP-TO-DATE GROCERY IN CANADA

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
1-oz.,	case of	2 doz		$3 20
2 "	"	1 "		3 00
4 "	"	1 "		4 50
20 "	"	½ "		4 75
20 "	"	1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case.	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07½
7 and 14-lb. wood pails, 5 pails in crate	per lb.	0 07
30-lb. wood pails	"	0 06½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.		0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 10
20-lb. tin pails	2 00
Cases 3-lb. "	0 11
" 5-lb. "	0 10⅝
" 10-lb. "	0 10⅜

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" 100 sticks		0 75
Dulce large cent sticks, 100 in box		

Lye (Concentrated).

GILLETT'S PERFUMED. Per case

1 case of 4 doz.	$3 60
2 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F. D., ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0 35
¼-lb. tins	"	0 35
1-lb. tins	"	0 33½
4-lb. jars	per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	25
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 50 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

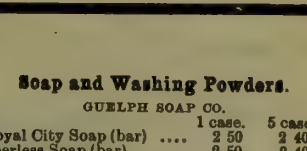
Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30

Crystal Soap Chips, per lb. 5c.

JOHN TAYLOR & COMPANY, TORONTO.



	1-case	5-case	10-case
Taylor's best borax soap	$1 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—		per lb.
No. 1 White or blue, 4-lb. carton		$ 0 06½
No. 1 " " 3-lb. "		0 06½
Canada laundry		0 05
Silver gloss, 6-lb. draw-lid boxes		0 07½
Silver gloss, 6-lb. tin canisters		0 07½
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 06½
Benson's satin, 1-lb. cartons		0 07½
No. 1 white, bbls. and kegs		0 06½
Canada White Gloss, 1-lb. pkgs		0 06½
Benson's enamel	per box	1 25 to 2 50
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07
Canada Pure Corn		0 06½
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

"WHAT'S IN A NAME?"

Of course, "the rose by any other name would smell as sweet."

A Coffee by another name might smell as sweet as

WOOD'S COFFEES

but they would not unless perfected like them.

Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

GRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

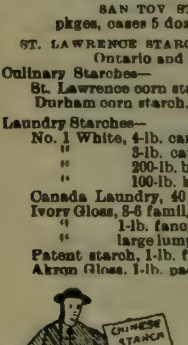
Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40 lb	0 05½



OCEAN MILLS.

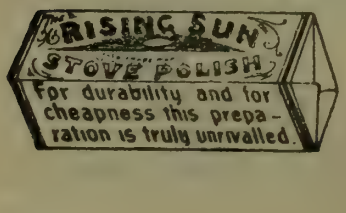
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$2 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 25
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases, 24 qts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

5¢ lots prepared up to 40c. rate

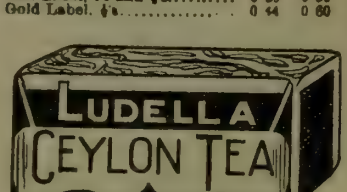
Empire Golden Syrup—			
Cases, 24—2's	1 95	Bbls. per lb.	0 02½
" 12—5's	2 40	½-bbl. "	0 03
" 6—10's	2 35	Kegs "	0 03½
" 3—20's	2 25	Pails, $1.40 and $1.	

Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

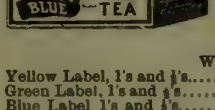
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 ¼-lb. }	0 35
" " 120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$ ....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (35 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½, ¼ and 1s, 60-lb. cases, retail	0 27½ at 0
Grey Label, ½, ¼ and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ½ and 1s, 60-lb. cases, retail	0 35 at 0 36
Blue Label, ½, ¼ and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½, ¼ and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½, ¼ and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 36
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 5s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

	Per gal
E. D. MARCEAU, Montreal.	
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

"BATGER'S" MARMALADES

4 Kinds

All of them High Grade Goods at Reasonable Prices.

SEVILLE ORANGE
LEMONA
PINE APPLE
LIME FRUIT

Agents:
Rose & Laflamme
Montreal - Toronto

"GOODWILLIE'S"
Fruits in Glass

Always Good Sellers

Their rich, luscious flavor of the fully ripened fruit, makes them appreciated by everybody.

How is Your Stock?

Agents
ROSE & LAFLAMME,
MONTREAL and TORONTO

Buyers of
Our Matches

say only what is good. Those who have not as yet placed a trial order for same don't know how much more money they could have made. We save you money in freight and cost of the matches.

DROP US A POSTAL CARD
FOR PRICES, ETC.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

BUSIER THAN—

We've been for years. Factory is going full capacity of **150,000 cans a day.** Everybody is wor-ing over-time. Staff has been in creased, but still we're busy.

IF

you haven't placed your order for 1907, we want to hear from you to-day. We're not filled up yet, but are the next thing to it.

SO DON'T DELAY

Acme Can Works
MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories, Limited, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd, Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd Brandon.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Ice Cream Powder.
Mace, A. H., & Co., Montreal.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Martell-Stewart Co., Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Hughes, A. J., Montreal.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Batngate, & Co., Winnipeg.
Taylor, W. A., Wianipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C, Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

Matches.
Improved Match Co., Montreal.

Metallic Caps.
Dodge Metallic Cap Co., Montclair, N.J.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Patent Medicines.
Mathieu J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

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Common Sense Mfg. Co., Toronto.

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Oakey, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
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Refrigerators.
Eureka Refrigerator Co., Toronto.
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Ozo Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville.
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Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

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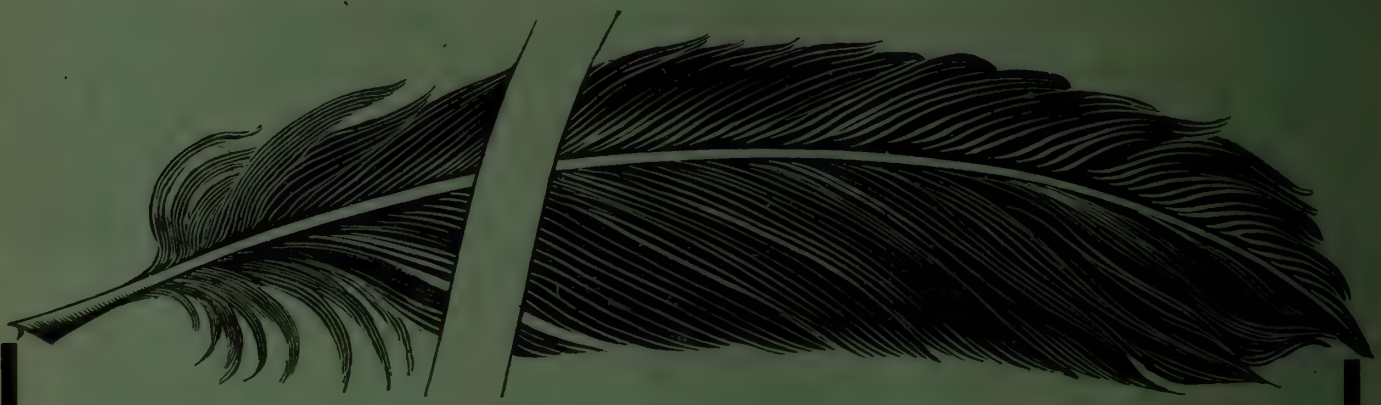

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24 h/c	**Japan Tea Dust,** early draw - - -	8c.
12 cases	**Imperial Make Moyune G. Powder,** choice, pure Moyune liquor at - - -	30c.
60 chests	**Indian Black Pekoe Tea,** choice high grown, rich liquoring "Deanston" at - - -	23½c.
14 chests	**Indian or Pekoe Tea,** fine, heavy, thick liquor at	22½c.
21 chests	**Ceylon, Black or Pekoe Tea,** fancy leaf, rich, flavory liquor at - - - -	27½c.

ASK FOR SAMPLES. IT PAYS!

COFFEES We do our own roasting **with the most improved gas machine, and we turn out perfect goods.**

Try Our Blends: **EMD** 35c., **Condor** 30c., **Old Crow** 25c., **Madame Huots, The Rooster Brand,** 1 lb. tins, 32c., 2 lbs., 62c.

The E. D. Marceau Co., Limited

MONTREAL

We reported to the readers of "The Grocer" last week, that for the first nine weeks this year our increase amounted to 31 per cent. over the corresponding nine weeks of last year.

One record that we are sure will prove of interest to all dealing in tea is the fact that we actually sold 110,347 lbs. of "SALADA" in the six days, ending Feb. 23rd. This is equal to one pound of tea out of every four pounds consumed in the Dominion during six days. We have told you that our increase alone last year was 33,000 lbs. more than the total amount of tea we sold in our first five years of business. Surely you must admit that

"SALADA"

Serves the Public Well

TORONTO	NEW YORK	BUFFALO	DETROIT	CHICAGO	MONTREAL
32 Yonge St.	198 W. Broadway	11 Terrace	83 Shelby St.	34 Wabash Ave.	Cor. St. Paul and St. Sulpice Sts

The makers of

"Gillett's Goods"

started business 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire. Their goods are sold all over the world. Only good goods, upright dealing and continued improvment could have attained such growth.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good goods with a reputation.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food-products that are produced in clean factories.

Choose any lines in

"Sterling"

Brand

Pickles

and you cannot fail to be pleased. There are no "seconds" in these goods —an even high standard of quality runs all through. Made-in-Canada goods that Canadians are proud of.

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG
C. E. PARADIS,	QUEBEC

All Valencia Raisins packed by

MAHIQUES DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

The

Cunningham & DeFourier Co., Ltd.

LONDON, ENG.

PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Yacht Club Sardines

Fine French Goods, ¼s, retail at 20c.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

WORTH BY ITS WORK

This is the practical way that

JAMES DOME BLACK LEAD

has proved itself thro every-day use to be the best

STOVE POLISH

on the Market to-day.

Sort up your Stock.
Quality never decreases.

ORDER NOW.
Sales ever increasing.

W. G. A. LAMBE & CO., Canadian Agents.

The Time to Sell Eggs is When Prices are High

PRATTS POULTRY FOOD

IS THE GREATEST PRODUCER KNOWN, FED WITH IT THE HENS CANNOT HELP LAYING

By the regular use of Pratts Poultry Food during the depths of the severe winter last year, a customer of ours in Nova Scotia obtained 206 eggs from TEN hens during the one month of March.

It costs but a few cents a week for a large flock and pays the poultry man handsomely in actual profitable results.

A GOOD TIME NOW TO SELL PRATTS POULTRY FOOD

If you have not yet seen it, ask for a copy of our special advertising offer.

The Robert Greig Co., Limited, - - - Toronto

INFANTS' DELIGHT SOAP

Is the very best soap made.

BEST FOR LITTLE FOLKS.

BEST FOR BIG FOLKS.

YOU make a GOOD PROFIT and please your customers.

John Taylor & Company
Toronto
Canada's Largest Soap Makers

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

No. 3

Canadian, United States, Foreign Manufacturers and Shippers

Dear Sirs,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3 ; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them ; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office : WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

"Mr. Grocer,—Do you know that SAVOY BRAND is the only high-grade Baked Bean packed in Canada?"

"Do you realize how important it is in these days of Pure Food agitation that you should offer your customers only the best?"

Savoy Brand Pork and Beans

are prepared according to the original Boston recipe—of carefully selected, hand picked, Canadian Beans and tender Canadian pork. They are as different from other beans as day is from night.

HERE'S WHERE YOU COME IN

We ask you to stock Savoy Pork and Beans for two reasons—

First. The excellence of this product will strengthen your reputation for handling the "highest quality" food products.

Second. YOU CAN MAKE MORE MONEY ON THEM THAN ON ANY OTHER BRAND. There is strong conviction in this argument. Think it over.

TWO DOZEN TINS FREE

EXTRA PROFIT IN ADVANCE

We will give you one case of 2 dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2, or No. 3 purchased. This offer also applies to assorted orders for five case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2, and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us. In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases. The Beans sell themselves.

"Made in Canada"

Canadian Factory,
77 Front St. E.

By
ARMOUR LIMITED
Toronto

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

DWIGHT'S
BAKING SODA

There's ***no secret*** about the superior selling qualities of

"Cow Brand" Baking Soda

other than its ***absolute purity, great*** and ***uniform strength*** and its guarantee that it will pay you better than any other soda.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

QUALITY UNQUESTIONED!

Years of experience have made possible the attainment by **SUCHARD'S COCOA** of a reputation for purity and excellence unequalled by any other.

SUCHARD'S is recognized as the acme of Perfection in Cocoa.

Sales are enormous, exceeding **25 TONS A DAY.**

SUCHARD'S COCOA is used and highly appreciated in every corner of the civilized world.

Why such popularity? There must be some explanation!

There is. **SUCHARD'S** invariably gives satisfaction. One trial means a new consumer.

For these reasons **YOU** should see **SUCHARD'S**, also because of a

Low Cost Price
and a fairly
High Selling Price
you earn
Large Profits

You're interested, and can obtain further information from

FRANK L. BENEDICT & CO.,
MONTREAL.

TO MANUFACTURERS !

This is going to be a BANNER YEAR for BRITISH COLUMBIA. The terrific winter experienced throughout Manitoba and the Northwest will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all GROCERY COMMODITIES.

Do you wish to participate in the GOOD TIMES ? If so place your agency in our hands.

During last month we introduced THREE NEW LINES, placing them in EVERY RETAIL STORE on this market. We can do the same for YOU.

Our travellers cover the entire province of British Columbia.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

"GOODS WELL ADVERTISED ARE HALF SOLD."

DON'T PROCRASTINATE !!!

"THERE'LL BE SOMETHING DOING"

in the Grocery Trade in Western Canada as a result of

Winnipeg's Big Food Show

JULY 1st to 13th, 1907

Applications for space coming in by every mail.
Manufacturers who want Western Trade should write TO-DAY.

For Diagram and Full Information, Address

W. A. COULSON, Secretary
Retail Merchants' Association of Western Canada
53 Scott Block, - Winnipeg, Man.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

"CAMP"
COUNSELS.
The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

Raisins

Special consignment fine Sultana Raisins due to arrive in near future. Particularly fine stock which cannot fail to interest you.

Currants

About to arrive, a shipment of fine Filiatra cleaned currants in half cases and packages, goods which will appeal to you if you are after a good thing.

These goods are offered at very tempting prices. Considering the quality nothing can approach them.

Wire, 'Phone, Write.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Specials

PRUNES
MAT FIGS
JAMS
SULTANAS

SEE OUR TRAVELLERS OR PHONE FOR QUOTATIONS

Tartan BRAND
SIGN OF PURITY

TEAS

A large stock purchased before the advance. If you are open write for samples and quotations.

RICE

Consignment of the famous "Full Moon" Imported Japan, packed in 50-lb. packets. The Rice that made Japan famous.

Long Distance Phone 596 free to buyers

Special attention to Mail Orders. Guarantee shipment the day order is received.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Honesty is the Best Policy

We have worked on this axiom ever since we started business.

We were the instigators of the move petitioning the Government to prevent manufacturers of

Maple Syrups and Sugars

branding their goods "pure" unless they were absolutely so.

Our guarantee of purity is printed on every bottle or can.

"Pride of Canada" "Pride of Quebec" Syrups and our **Sugars** will be found to be the real thing.

Hundreds of grocers are selling them with profit.

Why not you?

THE MAPLE TREE PRODUCER'S ASSOCIATION
WATERLOO. P.Q.

There's Money In A Cough

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

Mathieu's Syrup

of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell it, and good profit. People who cough **will have it**. They know of its fine curative properties. It is well known and pretty extensivly advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.,
Proprietors SHERBROOKE, P.Q.

For sale at all druggists and general stores.

Right from the Sugar Bush

Bright, sparkling and delicious
"Aurora" Maple Syrup.

In Pint Tins
Quart "
½ Gal. "
Gal. "
5-Gal. "

Order **"Aurora"** and make money while the sap runs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Your tea-counter cannot be considered complete unless you have a range of

JAPAN TEAS

to show. Values not in any other teas can be offered in the **pure, clean, fragrant, delicious** and **nourishing** teas of Japan. Your best trade will appreciate your selling them these teas.

"ESSEX"
PORK AND BEANS

The growing demand for properly prepared Pork and Beans has encouraged The Essex Canning & Preserving Company to add this product to their already large variety of fruits and vegetables. The Essex factory, being located in the most favored agricultural section of Ontario and being new, is equipped with every modern facility for doing things right.

The "Essex" Pork and Beans are prepared by a special process that entirely eliminates that strong taste found in other brands. Every bean used is hand-picked from selected stock and is thoroughly washed and cleansed before being cooked.

On opening a can of Essex brand of Pork and Beans (the very perfection of the Essex process is shown in this) it will be found that every bean is entirely whole, thoroughly cooked, mellow, amber-colored and porous, pleasing to the eye and appetising, a distinct advance over anything attempted in Canada heretofore.

Moreover, when we added to the Pork and Beans our **Special Brand of Tomato Sauce,** made from fresh ripe tomatoes and purest of spices under a special process, we are confident that when you have once tried them you will, like Oliver Twist, "still ask for more."

Put up in neat packages with attractive labels, 1½s, 2s and 3s.

Write for samples and prices.

The Essex Canning and Preserving Co., Limited

8 Wellington St. E., Toronto

THE PRICE IS SOARING!

BUT WE HAVE NOT RAISED ON

"MELAGAMA"

MOTHER'S FAVORITE TEA

and the quality is always the same.

WE ARE THE LOSERS

In view of the advance, our prices on Bulk Teas will interest—and surprise you. Write us for Samples and Quotations

MINTO BROS., Importers and Blenders, TORONTO

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

MANUFACTUKED SINCE 1849
Supplied under contract to British and Indian Governments

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S. E., London, Eng.

ASK QUICKLY

It will pay you to ask me for samples of tea—Black or Green—all grades—and ask quick.

You know prices are up—up so much that London, Eng., firms are buying all the tea they can find in Canada, and are paying big profits—**but don't worry—ask me for samples before my cheap teas are gone.**

I am not selling in London; My customers have first claim on my stock. If you are one of them, I have some bargains to offer you—If you are not one, you will want to be when you see my samples.

Don't wait! Ask to-day! Write or Wire.

T. H. Estabrooks

St. John, N.B.

Toronto Branch :
3 Wellington East,
GEO. H. CAMPBELL, Mgr.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net. 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGES
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s**, and **10s** at same price as you are paying for blackstrap.

Nut'y Creams, Fruit'y Creams and Mint Buttons are all good sellers.
Put up in pails to sell at 20c. lb.

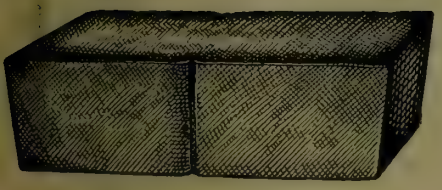
Your Jobber's Traveller will give you prices.

SUGARS LIMITED, MONTREAL

Diamond Brand Maple Syrup

True to Nature, the Syrup with the real smack of new sap goods about it.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10c. each.

MAPLE CREAM HEARTS

Don't forget this delicious, fast selling specialty. They will please your most fastidious customer. Sells for 20c. lb.

BUTTER BEANS

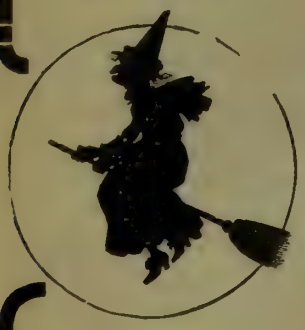
A new line of confectionery in pails, immense seller. Sells for 20c. lb.

ASK YOUR JOBBER'S TRAVELLER FOR PRICES. DROP US A POSTAL FOR OUR ILLUSTRATED CATALOGUE.

SUGARS LIMITED, - - MONTREAL

Royal Crown Witch-Hazel Toilet Soap

—Easy to Sell to Men



Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock it and you get the benefit of the extensive advertising we are doing.

The ROYAL CROWN, Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

25

THE ONLY WAY to interest most men in business is to show them where they make good. Grocers are in business for the cash that's in the game first, last and all the time. That's why

Wonderful Soap

has caught on. It is purer than most soaps. Its use is health-giving, and grocers who are pushing it declare that the profits, direct and indirect, resemble the soap. Are you getting your share?

The Guelph Soap Co.

GUELPH, ONT.

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles Borromee Street, - Montreal

Mr. Grocer!

Certain brands of starch annoy your customers, and although they do not tell you their starch troubles, it's safe to suppose that the same grocer won't hand them the wrong starch long.

IVORINE

is certainly different from all other brands. **Ivorine** is the housewife's favorite, and the wise grocer reckons **Ivorine** as trade builder of the first water.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

Spring is the Cleaning Season

BON AMI

Is the Best Cleaner

Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz, or $14.28 per gross

F.O.B. wholesaler's shipping point

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver

Terms: Net 30 days.

HUDON, HEBERT & CO., Limited

MONTREAL

The most liberally managed firm in Canada

The Selection of Coffees should not be leased on price alone. The main point to consider is **quality.** Chase & Sanborn's High-Grade Coffees are first in quality.

Chase & Sanborn,

The Importers, Montreal

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld, Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

The King's Household Captivated and held by Southwell's

What does that mean? Every grocer in Canada should know. It just means this that

Southwell's Jams and Marmalades

are by all odds the purest, most wholesome and best ever placed on the world's markets. There's profit direct and indirect for you in that statement.

Order Southwell's right away

Frank Magor & Co.

MONTREAL

Canadian Agents for Southwell's Jams and Marmalades.

"Red Feather" Spices, Extracts and Jelly Powder

Our sales are monthly increasing, showing the housekeepers are finding the quality of this brand of goods is unsurpassed.

If you have never tried **"Red Feather" Spices, Extracts or Jelly Powder** start now. Our travellers have an especially attractive deal to offer you to introduce the goods.

James Turner & Co., Limited, Hamilton, Ont.

Select Goods at Special Prices

We have had special advantages in the purchase of several fine lots of merchandise such as Dried Fruits, Canned Fruits and Vegetables, we want our trade to take advantage of the low prices we are able to quote. As to Teas, in spite of the rise in prices, we maintain our old quotations, which are absolutely in favor of the purchaser, and we guarantee exceptional values.

Olive Oil We have bought a large quantity of Olive Oil of a superior quality and that at a price which enables us to sell at a very low price. We handle it in ⅛, ¼, ½, 1 and 5 gallon tins. Do not fail to ask us for our prices.

Dried Fruits Nuts, Grapes, Prunes, etc. Our stock is varied and complete. We stick to our low prices.

Canned Goods In Fruits, Vegetables and Fish, we carry a stock to meet all requirements, our prices—sent on request—command the attention of all practical buyers.

Teas Positive superior values—advantageous prices to prompt buyers, and that in spite of the bullish tendency of the market.

Write or phone or wire at our expense.

LAPORTE, MARTIN & CO., Limited

Wholesale Liquors, Wines and Groceries

Montreal

GUILD PRESIDENT URGES RETAIL ORGANIZATION

H. C. Beckett Approves Suggestion by "Believer in Organization" — For the Improvement of the Trade, Retailer and Wholesaler Must Co-operate.

To the Editor of the Canadian Grocer:

In your issue of March 8th, a "Believer in Organization" makes a suggestion that should favorably appeal to every wholesale and retail grocer in the Dominion. Only those engaged in this generally unprofitable business can appreciate the great difficulties with which the grocery trade have to contend.

There are reasons for the present evils that exist, and there are remedies that can be applied if all could be persuaded to give a little of their time and money for the benefit of the trade with which they are identified. The united forces of the wholesale and retail trade would receive prompt recognition from the press and political parties. The press, by reason of the fact that their advertising patronage is largely from the merchants, and parliament by reason of the fact that politicians usually consider votes of prime importance.

The evils that exist in trade to-day, and there are many, can only be remedied by education up to a true knowledge of trade conditions. Laws that recognize and protect honest principles in business; that recognize time honored customs and usages, are more necessary than much of the legislation taking months of debate to enact. We will not get such laws until such time as those in power realize and understand the necessities of trade.

The objects and principles of the Dominion Wholesale Grocers' Guild are not selfish, as many imagine; they are for the general uplifting and improvement of the grocery trade, both wholesale and retail.

The Guild believes that trade should be conducted on sound, honest principles—that the laborer is worthy of his hire, and that it is wrong to encourage dishonest methods.

The Guild believes that the cleavages in trade should be recognized; that a wholesaler should not sell direct to a consumer; that the trade of the consumer belongs entirely to the retailer.

The Guild has passed resolutions condemning the practice of manufacturers putting proprietory goods upon the market to be sold retail at a price that will not cover the retailers' cost of distribution, and has set its face against manufacturers subsidizing salesmen in the employ of wholesalers, believing the practice to be bad for the retailer and degrading to the traveler.

The Guild believes that it is unfair for a manufacturer to sell five per cent. of the retail trade at wholesalers' cost and expect the other 95 per cent. to pay five per cent., or ten per cent., advance by buying through the wholesaler.

The Guild says to the manufacturer: "If you sell five per cent of the retail trade at wholesalers' cost, sell the other 95 per cent. on the same basis." It is unfair to put a few retailers in a position to undersell their competitors. Such a condition is frequently the cause of financial failure.

Then again, the manufacturer will put a proprietary article on the market with so little margin for both wholesaler and retailer that it is not sufficient to pay the cost of distribution. The manufacturer sometimes relies on advertising to create the demand. I have seen letters from advertising agencies suggesting to manufacturers that they need not concern themselves about the profit of the wholesaler or retailer —they say: "Advertise and the trade will be compelled to handle the line whether it pays or not."

On the other hand, a manufacturer may pursue a different course, and arrange his prices to the consumer on a basis that will justify the wholesale and retail trade pushing the line. In the course of time a retailer, who has, perhaps, bought at wholesale prices, cuts the selling price to the consumer, and, according to a recent judgment, the manufacturer has no right to prevent that; he must helplessly see the trade in that line sacrificed.

At the last two annual meetings of the Dominion Wholesale Grocers' Guild, the Guild has invited representatives of the retail trade, and have heard masterly addresses from these gentlemen that were entirely in accord with the views of the wholesaler. The Retail Merchants' Association of Canada has in the secretary, E. M. Trowern, a gentleman with a thorough knowledge of the conditions of trade, and a worker to be proud of. With the support and encouragement his ability justifies, great results would attain to the trade. The Guild has passed resolutions and endorsed the views of the retailers as represented by Mr. Trowern, Mr. Moyer, and others, and has empowered the appointment of a committee tomee t a committee of retailers at any time with a view to benefitting the trade with intelligent organization and co-operation. The wholesalers are anxious to meet in a friendly way the representatives of the retail trade, and it is hoped the time is close at hand when benefits will be derived from such meetings. Through your widely circulated journal it is to be hoped that this expression as to the position of the Dominion Wholesale Grocers' Guild will be the means of opening the way to relations that, while friendly in the past, have not, by reason of ignorant misrepresentations, been as cordial as circumstances would warrant.

H. C. BECKETT,
President Dominion Wholesale Grocers' Guild.

Hamilton, March 11th, 1907.

WHOLESALE GROCERS AS INSURANCE AGENTS.

That the interests of the retail and wholesale branches of the grocery trade are mutual is to-day a recognized fact. Little surprise therefore is expressed at an innovation recently adopted by many of the most progressive jobbers, which a few years ago would have been considered startling but is now welcomed all over the Dominion as a modern convenience.

There are many petty but vexatious losses made daily in a retail grocery store, which although small in themselves, are difficult to keep track of and in the aggregate burn up more of the proprietor's profits than he has any idea of. Take for instance eggs, one of the most difficult and delicate things in the store to handle and yet one of the most essential, losses through breakage often far exceed the profits and in the past the grocer has been unable to avert such losses. A simple invention has however created a revolution in the egg business and to-day by paying a small premium, one-third of one cent per dozen, the grocer can be insured absolutely against any breakage in handling eggs. He pays the premium to the wholesale grocer, who will supply him with a dozen or more of Starr Egg Carriers and Trays the use of which device not only makes breakage an impossibility, but saves money in time and labor alone than the insurance costs on several dozens of eggs.

Correspondents from almost every section of the country report that the Star Egg Carrier is now in general use in all the more modern stores and the wholesale trade are therefore to be congratulated upon their enterprise in introducing it.

Retail grocers who have not had the principles of eggs insurance explained to them are strongly advised to write to their jobber asking for information, and in the event of not being able to get it apply to the general agents in Canada for the Star Egg Carrier and Tray Manufacturing Co., the MacLaren Imperial Cheese Cof, Toronto, who will furnish full particulars, price lists, etc. Every egg broken is money simply thrown away, when "egg insurance" is knocking at the door.

SPELLED THE NAME WRONG.

We wish to draw attention to an error in our last issue. Geo. F. Foote, until now of the selling staff of Lucas, Steele & Bristol, Hamilton, who has bought out H. Chausse, of Port Arthur, was referred to as Mr. Fookes. We apologize to Mr. Foote, and assure him that our congratulations which accompanied the mistake, still stands.

E. Leseur has joined the travelling staff of Leon Fontanel, Montreal, and will cover the Province of Quebec.

FROM GROCER CORRESPONDENTS

KINGSTON.

A hot discussion occurred on the Market Square among the grocers. Jim said the country trade was practically lost to the merchants. A few years ago farmers' rigs went home heaped up with goods, now the country merchant gets their produce and trade.

Then a tax is imposed on farmers selling on our market.

A by-law of ancient type exists, which prevents merchants buying and farmers selling before ten o'clock, and farmers are simply disgusted with it, especially those coming a long distance with large loads, and the very ones who would make large purchases of dry goods, hardware and groceries if they could sell early and get around.

"And now the last straw on the camel's back," said Jim, "is the fact of the banks having branches in all the little villages around the city." Another hindrance to trade, surely.

"Boys,' said Jim, "we must look to our guns. We must kill that alderman who favors the market tolls and the ten o'clock by-law. We must cut out so much careless credit. Why not phone each other and find out about these pirates who rob us of our living? Look at that stylish woman with the Eat-on coat—not paid for—buying expensive flowers from the gardener, and on tick. She's a beat. When she was a little girl her mother called her a peach; now she is a plum and full of sharp tricks."

The Senator made his usual call and sold a lot of biscuits around the city. He recommended his biscuits highly. Only "rich traveler." He couldn't understand where they got that name, as there was no such thing as a rich traveler.

T. Wilson was on the square and looking around to locate Jim, and he did at last and with well directed aim threw a lead package of tea across the market and hit Jim square on the head. Jim nearly tipped with the blow, but recovered, and quietly picked up the package and put it in his pocket. Jim has been threatened several times but was never openly assaulted before.

Jim Stewart, our new postmaster, is now safely in position, and a more popular man the country doesn't possess. He is the right stamp for such a position, and we hope he will stick to it for many years to come.

Mr. Fish, Lumsden's traveler, made his usual call, and he is a live fish out of water. He thinks his lines of brooms and Old Church canned goods ahead of all others, and this is where retailers are puzzled, for all travelers have the same story about their goods being better than the best.

Wholesalers selling directly and indirectly to consumers is a great injustice to retailers, and I am surprised at some travelers who sell to hotels, boarding houses, butchers and bakers, some of whom supply their friends at wholesale rates—and that is where the harm comes in. I enclose you a list, if you like to publish it, just to show you the results of selling to one little bake shop. I tell you it would pay responsible wholesalers to act as wholesalers and support the retail trade, and retail-you can put a stop to it with your pen. Stab them through the press.

[There isn't room this week for our correspondent's little list. It includes the names of 28 wholesalers, creditors of a Kingston baker and confectioner, who failed with liabilities of $710, and paid the unprotected creditors 6½ cents on the dollar, just $46.15.—Editor.]

MONTREAL.

C. E. Box has one of the most neatly arranged stores in Montreal. It might be larger because the business is growing, and if the pace keeps up more room will certainly be required. For the time being Mr. Box is hustling in present quarters, busy every day, and making each year a better one than the last. The store now occupied is on Sherbrooke street, near Victoria avenue, in Westmount. Here Mr. Box worked for three years with A. A. Perry & Co. Then he started himself. That was in 1901, and for six years he has been working hard to build up his present trade.

A fine stock is carried, all good quality. The store is up-to-date in every respect, has its departments, which are each complete. Confectionery is sold in good quantities, the corner in which this department is located being one of the most attractive in the store. All fruits are handled in season, and holiday goods of every kind find their way onto the shelves.

The door seen in the back leds to a fine store room, where cooked meats, butter, and such lines are kept. To the right is a packing room, while at the there is a good-sized yard, as yards go in the city, and a storehouse where is kept coal oil — Mr. Box firmly believing that this commodity should be kept a good distance away from the stock of groceries. That's a good belief.

Mr. Box keeps three assistants in the store and a bookkeeper, and his deliveries keep two vans going every day.

A Montreal Interior.

PETERBOROUGH.

A great deal of interest in organization has been created here through the unsatisfactory relations between the retail trade and the Wholesale Grocers' Guild. Nearly every grocer in the city, and especially the larger ones, has felt the inroads cut in his trade by the wholesale men. Many of the grocers are at their wits' end to know just how to cope with such unfair competition. Some are very strong in favor of the cash system; others advocate a number of retailers banding together and buying in large quantities and at the same price the wholesale men do. This, however, will be a most difficult porposition, as the manufacturers, one after another, state that they will not sell except through the wholesalers.

The time is coming, however, when the retail men will organize throughout the province and then will be in a position to make equable terms. It is a great wonder they did not organize long ago. The grocers here have no separate society, although they belong to the Retail Merchants' Association, which is at present quiescent here. But now many of the grocers are advocating a society of their own, and until such has been accomplished there is little hope of their position being any better. A very strong association should exist

here. There are something over 150 grocers in the city and what would be a good thing for one man would certainly be of benefit to all.

Within the next couple of months a new and fancy cheese will be put on the Canadian market. It will be known as celery cheese. McFarland Wilson, of the China Hall, is the proprietor of the new delicacy. He conceived the idea some two years ago that the two companions, viz., cheese and celery, would be very nice if they could be combined. He started to work, and after many trials and experiments he succeeded in producing an article which exactly suited his idea. It is a delicious cream cheese with a distinct celery flavor.

As soon as Mr. Wilson accomplished the art of blending the celery with the cheese he applied for a patent and last October it was granted. The article will be manufactured by the Celery Cheese Co., of Peterboro, and will be put up in pots or jars of quarter-pound, half-pound, one-pound and two-pound sizes. The factory will be located in this city and the cheese put before the public through the wholesale houses.

When asked how he produced the celery flavor, Mr. Wilson said it was obtained from the celery seed, but he would not give the formula at this time. Celery cheese will, however, prove to be a strong feature on the market. The quality of the cream used in the cheese will be the very best and all other material used will be of the best.

The price of the new article will be about the same as other fancy cheeses now on the market. Mr. Wilson says he will have his goods into the wholesale houses just as soon as he receives a shipment of pots, which have been on order for some time.

RETAILER REPLIES TO GUILD PRESIDENT.

To the Editor of The Canadian Grocer:—I must apologize to Mr. H. C. Beckett for making statements to The Canadian Grocer's correspondent which "has a ring about it that is not true," I willingly admit that it was not true in so much as that I did not go far enough because I was tryibg to let the wholesalers down light, as I have confidence in some of them yet. Had the whole truth been stated it would have looked much worse than represented in my "ridiculous statement." I am willing to admit for my part that the retail grocers have "no correct knowledge of the subject," nor are we "correctly posted," for which Mr. Beckett and his organization should be thankful because if we were not so ignorant there would be no so-called retail grocers or wholesale grocers' scullions. We would all be wholesale grocers. Mr. H. C. Beckett says, "the trouble seems to be that a few retailers want special favors from the manufacturers in matter of prices, which manufacturers cannot afford to give." This is not true. The retail grocers want no favors, they merely want full value for their money without any rake-off to the wholesalers for services they do not render.

Again, Mr. Beckett says, "the margin allowed by the manufacturers to the wholesalers for the services they render is not sufficient." The retail grocers do not object to a good margin for "services rendered," but do most strenuously object to a margin allowed by manufacturers to the wholesaler for services they do not render.

Demanding Pay for Services Not Rendered.

This is the one and only point of difference between the retailer and wholesaler to-day. Why should the wholesalers demand a margin for services not rendered? When this is settled between those two factions there is no doubt everything will run along smoothly again. But the retail grocers have been and are now easy marks. It is only a few years ago that they acted as the sandwich man with the wholesale grocers on one side demanding pay or a margin of profit for goods that never passed through their hands, or handled in any shape or form, and the trading stamps on the other, demanding a profit for services they did not render. In other words, the wholesaler stepped between the manufacturer and the retailer, while the trading stamp man stepped between the retailer and the consumer. In any case it is the retailer who

E. F. MASON.

has to pay the shot.

CHATHAM.

The price of eggs here took a phenomenal drop Saturday. During the winter the price has held steady at about 28c., but Saturday it fell to 22c., and even lower.

Ald. Westman, chairman of the industrial committee, is booming the establishment of a cold storage plant here and has been in communication with the Ottawa Government regarding the project.

On the average 100 cases of eggs are shipped from this point every day via C.P.R. for Montreal, while the G.T.R. probably duplicates these figures.

Mr. and Mrs. Edgar Putnam, Queen street, celebrated the 20th anniversary of their wedding last week. The many friends of the energetic Queen street butcher wish him many happy returns of the day.

ST. CATHARINES.

The McLaren Co., departmental store entered into a new phase on Monday, March 11th, by voluntarily reducing the time of labor of their employes by one hour, Saturdays excepted. The former hours of labor were from 8 o'clock in the morning until 6 o'clock in the evening. The present rule is from 8.30 o'clock and closing at 5.30 o'clock in the evening.

Mr. James B. Dolan purposes to establish a knitting factory in the immediate future, providing he secured the needed co-operation of the St. Catharines council to whom he has applied, and indications point favorably in that direction.

The Kenleith Paper Manufacturing Co. find their present large manufacturing plant is of insufficient capacity to meet their requirements and purpose as early as practicable this spring to erect another large building, which, when completed will give room for one hundred or more extra employes.

Messrs. Grey & Reardon have moved to St. Catharines from Niagara Falls and have opened a pop and soda water manufactory on the premises formerly occupied by the Star Printing Company on Ontario Street. As they have, so far, manufactured good goods they are being well patronized.

The Board of Trade held their annual meeting on Wednesday last when the following officers for the year were elected: President, John C. Notman; vice-president, George Burch; secretary Samuel W. Secord; treasurer, George W. Hodgetts; council, Alexander McLaren, Samuel P. Gourlay, Charles G. McGhie, W. F. Burgoyne, John S. Campbell, R. G. W. Connolly, N. R. McGregor, John Marshall, M. Y. Keating. The board is anxious to have permanent quarters to hold their meetings and to this end a proposition was made to write to Andrew Carnegie, the donor, for permission to hold their meetings in the library building. A resolution was passed re railway service and adopted unanimously, favoring continued eastward extension of the Canadian Northern Railroad, and hopes of its passing through St. Catharines and into the cities and towns of Ontario, also favoring aid by the Dominion of Canada and Province of Ontario in the construction of the company's line from Port Arthur through those districts which are not thickly settled.

The McKinnon Dash and Metal Works Company purpose in the early spring to erect additional workshops to their already large plant to make room for increased business and the addition of a large staff of skilled workmen.

The Jenckes Manufacturing Company, who located here several years ago, erected two mammoth buildings—ample accommodation, as they thought, for their business—find themselves cramped for room, will, in the early spring erect other buildings to meet their requirements. Additional workmen will be able to obtain employment.

The farmers and gardeners keep the market clerk busy these days as their products are rushed in in large quantities and prices rule favorably. Hay sold as high as $14 per ton. Butter is quoted at 30 cents per lb., eggs at 30 cents per dozen. Meats of all kinds remain about stationary. Vegetables and fruits, for first-class good prices are paid. Wood, of which little is offering, sells readily at six dollars per cord.

LONDON.

London, Ont., March 12, 1907.

The package cereal food producers have replied to the protest of the local Retail Grocers' Association against what the latter claim are exorbitant prices charged for these goods. The reply, in effect, is that no relief can be afforded and, as a result, the dealers are determined to push bulk goods, as they are determined not to pay so large a share of the producers' advertising bill as they have in the past. Charcoal is another article the wholesale price of which is considered extortionate, and here, too, the manufacturers contend they can do no better. In this matter the grocers will have to grin and bear the ills they complain of, for they have no substitute to offer.

The Retail Grocers' Association have secured upwards of 500 signatures to a petition asking the city council to take definite action in regard to the telephone question and refuse to grant exclusive privilege or any privilege to any company, or any individual who will not undertake to provide unlimited business phones with the newest and

(Continued on Page 38.)

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RETAIL ORGANIZATION.

H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, in his letter in this issue of The Canadian Grocer, states very forcibly and plainly that the retail trade should be organized; that the interests of the retail and wholesale trade are inseparable; that retailers and wholesalers should act in concert and that the wholesale trade, already organized, should assist in securing the organization of the retail trade. No man can foretell the benefits that would result to the grocery trade by organization on right lines and with legitimate aims. Few men who have not studied the subject and watched the course of organized effort in other countries could state the possibilities of such an association in the first five years, yes, in the first two years.

We gladly admit to a strong faith in organization for the betterment of conditions in the foodstuff trade and we hail this pronouncement of the executive head of the Guild as the most encouraging sign that has appeared in the grocery sky in a long time. The Canadian Grocer has been urging upon the retail trade the absolute necessity of organization; time and again we have called for a volunteer to make a start. A retailer of high standing over the pen name "Believer in Organization," in our issue of a week ago put forward the suggestion that the Guild utilize its efficient organization to promote the organization of the retail trade. Mr. Beckett has responded promptly to that suggestion, and we have such faith in his ability, energy and tact that we believe very great and far-reaching results will shortly be achieved. We bespeak for his effort the hearty co-operation of every retailer. No matter what a retailer's views in regard to the Guild may be, the way to straighten out differences and correct abuses is to get together and by free and fair and friendly discussion arrive at a better understanding of both your own and the opposite point of view and perhaps dispel some prejudices. The thing to bear in mind is that here is a rallying point for organization and every grocer from Halifax to Victoria should rise to the occasion and declare himself unequivocally for trade betterment.

THE LATE THOMAS MARTIN.

In the death of Thomas Martin of Mount Forest, the Parliament of Canada loses a man of a class that is all too few in the public life of the Dominion. He was a business man of the highest integrity, with a keen sense of public duty, and an exceptionally well informed interest in public affairs. This interest led him to take a prominent part in the municipal affairs of his home town, and in Parliament it made him one of the most valued and useful members on the Government side. His knowledge of business, of foodstuffs, of manufacturing and of the conditions of trade were invaluable. It is such men as he who should have a leading, a controlling part in making legislation. With his capacities as business man, publicist, churchman and bowler, he combined a rare kindliness of spirit that brought him the love as well as the respect of an unusually wide circle of friends.

RETAILER AND WHOLESALER.

The letter of E. F. Mason, of Peterboro, on page 30 of this issue is published because we believe it is an honest expression of Mr. Mason's views. These views are held by too many grocers and not without cause. The real cause, however, is the lack of organization of the retail trade, a lack which prevents united action and organized effort. But in the nature of things it is utterly impossible to believe that the retail and wholesale interests are antagonistic any more than the interests of the retailer and consumer are antagonistic. The retailer's obligations to the consumer may be thus stated: pure food, good service, fair treatment. For these the honest consumer is prepared to pay. The relations between wholesaler and retailer are even more intimate. The suggestion that the wholesaler is an unnecessary middleman and an impediment to trade is utterly untenable because not one-tenth of one per cent. of the retail trade could buy in quantities large enough for importation or for direct shipment from factory. If every manufacturer had to keep travellers on the road to cover the retail trade the cost of most articles to the consumer would be greatly increased. It would be just about as possible for the consumer to buy direct from the wholesaler. Mr. Mason's letter teaches very pointedly the need for retail organization.

LOBSTER PACKERS AND DATING.

The lobster packers are making a strenuous kick against the dating clause in the bill, now before the Senate, respecting the inspection of meats and canned goods. Their objection is not based in any way upon the general tenor of the bill, in so far as it relates to thorough inspection of the factories. They are, on the contrary, strongly in favor of this portion of it, realizing that it will tend to raise the standard of manufacture, and thus work to their own advantage.. They claim that the proposed dating and labelling would, in a great measure, ruin their business, of which Canada has so far enjoyed a practical monopoly. It would add a great expense to the industry, arising not only from the labelling, but from the necessity of changing their dies every year. The continental lobster buyers, moreover, prefer to get the cans unlabelled, in order that they may label them themselves, and thus an additional, and entirely unnecessary expense would be thrown upon our lobster packers, which would not only hamper them, but have the effect of checking foreign trade. The fresh expense involved would be unproductive of any benefit, as the labels would be scraped off, and new ones substituted. Especially would this be the case with the continental firms. Cans left over from one season to another would be rendered useless by the old date embossed upon them, and much valuable material would be thereby wasted.

Senator Robertson is championing the cause of the packers in the Senate, and is to be commended for bringing the matter to the attention of Parliament.

Markets and Market Notes

QUEBEC MARKETS

Pointers

Fish—Revised.
Beans—Higher.

Montreal, March 14, 1907.

Business now being transacted between jobber and retailer is more or less limited, being of a hand-to-mouth character. The season is just between the tail end of the winter months and the first days of spring. There is always some buying done, but at this period it is only for actual wants which must be filled immediately.

Trade not being very active, the markets do not present any features of unusual interest. Prices during the week have been pretty well maintained on all lines. Beans are higher since last report, as much as $1.60 having been obtained by one firm. Outside of this line it cannot be said that there are any price alterations of note. Sugar is firm and not likely to decline for the time being. Canned goods are moving out steadily in small lots, which are gradually bringing stocks down to a low level. Molasses is interesting as far as the primary market is concerned, but locally it is not selling very freely. Syrups are still selling in large quantities. Teas are strong. Coffees and spices are unchanged. Evaporated apples are quoted at figures about the same as ruled last week. Lots of new maple syrup and maple sugar are expected to arrive next week. Dried fruits are featureless. Tapioca is firm.

SUGAR.—Sugar is firm, but no actual advance in prices has taken place. Orders received by the jobbing trade are of fair size, demand being of a good character as far as consumptive trade goes.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " box s, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 5o-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Molasses is still without particular feature locally. Reports from Barbadoes say that 17c. still rules. Corn syrups continue in good demand.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.— Prices continue very high. Low grade teas are now selling at figures which would have been considered good money for medium grades a few months ago. Stocks held are not very large; in fact, cheaper grades are practically unobtainable.

Japans—Fine	0 25 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 30
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingauey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE.—Coffees are selling freely at figures quoted, which show no change since last week. Considerable interest is being displayed in the new crop, and estimates are being made as to its size by various interested parties. The valorization scheme also comes in for a great deal of discussion.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

SPICES.—Situation in spices is unchanged since last week.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS.—Outside of a little hand-to-mouth business there is not much being done in dried fruits. Trade is limited owing to the very high prices which rule in most lines. Prunes are reported in good demand at figures quoted. A fair quantity of currants are bing sold. Little activity is noticeable in raisins. Brazil nuts, new, are offering. There is nothing further than this new in nuts.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ¼-box	1 10
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
Californian Raisins—	
Fancy seeded 1-lb pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 08½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

PEELS. — Peels are exceedingly scarce, the market being practically bare. Prices are strong, but not likely to advance for the time being.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb	0 12

EVAPORATED APPLES.—Evaporated apples are strong at prices ranging from 11c. to 12c. Some are getting 12c., but it is rather difficult to obtain higher than 11½c.

BEANS.—Beans are firm at prices quoted. Some jobbers are asking higher figures than given hereunder. Beans which can be purchased at $1.50 are worth consideration.

Choice prime beans	1 50 1 60

MAPLE PRODUCTS. — No lots of new season goods have yet arrived but first receipts are expected next week. Nice stock in new sugar is expected to sell for 10c.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09
Pure Beauce County, per lb	0 09 0 10

RICE AND TAPIOCA. — Sales of rice are being made at prices quoted in numerous instances, but the market is without feature. Tapioca is still firm at unchanged prices.

B rice in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS.—Prices quoted remain:

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 60

"CANADIAN" OF MEXICO.

"The Canadian" is the name of a small, four-page paper published in the city of Mexico. The second issue, Feb. 15, has just reached this office. It contains a lot of interesting information about Canada and a little advertising.

Leon Fontanel, Montreal, has been elected a member of the Chambre de Commerce Francaise.

CANNED GOODS

MONTREAL—Stocks of canned goods are rapidly being cleaned up. Few lines are now held in anything but limited quantities by jobbers. Tomatoes, corn and peas have been moving out steadily for the past few months, and as stocks were not large in the first place, they are now becoming small.

TORONTO—There is a good consumptive demand for canned goods. Fruits are going to be scarce. Strawberries, plums, peaches and bluebarries are already in short supply, and about the only fruits in fair supply are cherries and raspberries. Strawberries are selling at $2.50. It is three or four weeks too soon to make an estimate of the situation in tomatoes, peas and corn. By that time the active demand will have set in and the jobbers will have a better idea as to how their stocks will stand the strain. At present the feeling is that there will be enough to go round without a squeeze.

The Canadian Canners will erect a new factory at Waterford.

ONTARIO MARKETS.

Pointers—

Sugars continue firm.

Collections are poor.

Toronto, March 14, 1907.

After two months' very satisfactory business the trade has subsided and is as quiet as usual at this season. Still the jobbers do not complain at that, what they are finding fault with is the tightness of money. Collections are poor and that view is more general than for a year past. The most frequent explanation vouchsafed is that speculation, particularly in mining stocks, is much too rife. Too many merchants when they get two or three hundred dollars in hand can't withstand the temptation to bet it that a mining stock of which they know nothing will advance in price.

Since the advance in price there has been pretty fair buying of sugar but nothing remarkable. The feeling now is firm.

Tea.—Business is very active and prices continue firm. The forward price movement has shifted again to the better class of tea. A jobber stated yesterday that the commonest kind of Ceylon tea, such as couldn't be sold on this market would cost two cents more than he had been selling his poorest tea at. Exports of Indian teas last year increased 34 per cent. and Ceylons 9 per cent. Russia was by far the largest customer, her consumption amounting to 50,316,000 lbs., compared with 35,135,000 lbs., or 43 per cent. more than in 1905; practically all other countries in varying degree took more British grown tea, especially South America—a market rapidly becoming important—while the larger North American imports were greatly due to the development of Canadian trade. The falling off in the Ceylon shipments to Australia was more than balanced by heavier exports from India.

Last year Canada and the United States took 17,135,700 lbs. of Indian and 18,456,400 lbs. of Ceylon tea, compared with 15,305,900 lbs. and 16,857,800 lbs. in 1905.

COFFEE.—The market is steady and nothing has happened to affect prices locally.

SUGAR.—At the close of last week Willett & Gray say:

"The improvement noted in the cane sugar market for the past two weeks continued during the week under review reducing the difference between Centrifugals and Beet sugar to 38 cts. per 100 lbs. against 46 cts. the week before, notwithstanding that Beet sugar advanced from 8s. 1d¼d. to 9s. ¾d. for March delivery.

"Spot Centrifugals are now 3.51c. per lb., duty paid against 3.42c. the week before. The equivalent of 3.55c. per lb. landed was paid for Cuba Centrifugals for late March shipment.

"The advance has been so rapid for two weeks and such large quantities have been placed that a more quiet condition may intervene before further improvement sets in, particularly as refined sugar shows a less eager demand at the close.

"A fall off of 3,000 tons in Cuba crop receipts for the week is significant as being the first indication of a probable exhaustion of cane in the fields of some estates. The weekly returns will be of special interest from now forward as bearing upon the outturn of the crop. We see no reason yet to change our original estimate of 1,250,000 tons.

"Canadian buyers have just accepted two cargoes of about 10,000 bags each, San Domingo Centrifugals, for March shipment, at 2 1-32c., c.&f., to New York."

The advance in raws continued this week. Beet is up to 9s. 1d. and Cuban Centrifugals 96 degrees test are held at 2¼c. or 3.61 duty paid New York. On Monday sales were reported of 2,700 tons of Trinidad sugars at 2 3-16c. cost and freight, basis 96 degrees, for March-April shipment to Canada via New York, or the equivalent of 3.89c. duty paid, and 3,000 tons ditto for April-May shipment direct to Canada at 2¼c. cost and freight, or 3.05c. duty paid.

Locally the market tone is quite firm.

Barrels, per gal	4 30
Phœnix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS.—Prices are firm.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb	0 02½
" -bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 40
" 2 gal. " "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 55
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75

DRIED FRUITS—Not much business is passing at present except in prunes. Prices are unchanged. It is said the increasing demand for orange and lemon peel for other uses will make the candied peels 15 to 20 per cent. higher next season and they were unusually high last season.

Prunes Santa Clara—	Per lb		Per lb.
100-120s	C 04½		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 09¾		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz packets, choice	0 10¾ 0 11
" 12 oz. " "	0 09 0 09
Dates—	
Hallowees	0 05
Sairs	0 04¾
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 10 0 12½

NUTS—Prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 30 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09¼
Virginia "	0 11

SPICES—Coachin ginger is said to be scarce and higher. Locally prices are unchanged.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA—Tapioca has advanced again at Singapore and is ½c. up. Locally prices are unchanged, although large stocks are not held here.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07½

BEANS—The matket seems a shade firmer in spots, but prices are unchanged.

Beans, hand picked, per bush	1 50
" prime, No. 1 "	1 40 1 45
" Lima, per lb	0 06½ 0 07

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 14, 1907.

BUTTER—Market firm. Supplies light and receipts low.

CHEESE—Little stock held. Nominal quotations unchanged.

EGGS—No change in situation.

PROVISIONS—Market without feature.

SEEDS—Red clover is higher and what seed there is in the country for sale is coming out, but the season is about over.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 50	8 75
No. 1	7 40	7 80
No 2	6 35	6 25

Samples containing a large percentage of buck-horn, atch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail th shed, bright u.hul el	2 35	2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES AND RAW FURS — Country hides are lower. Sheepskins are higher.

Hides, inspected, cows and steers, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb., cured	0 09
" " green	0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 45 1 60
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb.	0 25
" " extra	0 27

FURS.

	No. 1,	Prime
Raccoon	....	1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	3 00
" prairie	....	1 00
Weasel, white	0 10	0 66
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1	....	1 40
Marten,	3 50	20 00
Muskrat., No. 1	0 28	0 30
" " 2	....	0 25
" " 3	....	0 18
" " 4 and kits	....	0 05

CANNERS IN MONTREAL.

Messrs. Marshall, F. R. Lalor, R. L. Innes and W. R. Drynan, of the Canad an Canners, Hamilton, were in Montreal Monday of this eweek and called upon the trade. They report having had a satisfactory season and look forward to brisk business this year. The party left for the Lower Provinces after finishing in Montreal.

APPOINTED SELLING AGENTS.

McGaw & Russel, Toronto, have been appointed selling agents for the wines and liquors of L. Chaput Fils & Cie., Montreal. A sample room has been opened.

PERSONAL.

F. W. Hudson, of the Canada Brokerage Co., Toronto, who was severely ill with pneumonia, has so far recovered as to leave for Nassau, Bahamas.

S. M. Houghton, representing Cobbin & Skelly Co., San Fran[illegible] Winnipeg last week consulting with the firm's agents in western Canada, Buchanan & Gordon.

Chas. B. Dunke, a foremost grocer of the good town of Berlin, fell a fortnight ago and broke a bone in his leg just above the ankle. He was lifting a bag of sugar at the rear of his warehouse and slipped. He is getting about on crutches.

FOOD STUFF INTERESTS ON THE PACIFIC COAST

(By Canadian Grocer's Special Correspondent.)

Vancouver, B.C., March 7, 1907.

Protection of the salmon product of B.C. canneries in the British market is being brought forcibly to the attention of canners at the present moment. The Canadian commercial agent at Manchester, England, in a report urges that canners so label their tins that no mistake can be made in purchasing the genuine article. At the present time large quantities of Alaska salmon of low grade are sold in tins labelled "British Columbia salmon." While the label is a fraud, no identification is given, to show the cannery or district in which the fish was put up. If this were done by all B.C. packers, there could be no error on the part of the consumer. At present high prices the injury is all the greater, and more money made by the fraudulent practice.

Due almost entirely to the short pack of last year and continued demand the price of B. C. salmon is strong on the London market. As there will not be a big run of the fish this year, and as stocks are cleaned up very closely it is positive that prices will be higher. Increased cost of production is also having its influence. Last quotations from the British market were 35s. 3d. to 36s. for half-pound flats; 26s. to 27s. for pound flats; 23s. to 24s. 1d. for one-pound talls. Very few of this latter shape are now sold.

* * *

The Pacific Whaling Co., which has for the past three years been carrying on the industry on the west coast of Vancouver Island is very likely to add another branch, that of refining the whale oiloil, the crude oil being at present shipped to Glasgow for refining. The company has also selected a new site for its whaling station, on the south side of Kuyoquot Sound, which is closer to the whaling grounds than Sechart, where the station now is.

* * *

Shipments of Canadian flour to the Orient, which have been active for the past month, continue to increase. Orders have been placed which will take all the middle grade flour produced by some of the biggest mills for some months to come. The orders come chiefly from Japan, where the middle grade flour easily competes with the soft wheat flours from the Pacific coast states of Oregon, Washington and California. The Ogilvie Milling Co. alone has reported orders aggregating over 5,000 tons. All of this trade goes via Vancouver, being shipped on the C.P.R. Oriental steamers.

* * *

The Victoria rice mill is likely to be renovated and put in operation again very shortly. D. W. Ross and R. B. Ross, of the Mount Royal Milling and Mfg. Co., Montreal, have just concluded a visit to Victoria looking over the situation. While reserved as to what decision had been reached, the gentlemen indicated that as soon as they returned home they would be in position to make announcements. It is understood that rice, flour, flace rice and starch will be manufactured, as well as ordinary rice cleaning and similar work. Though Japanese rice does not come under the preferential tariff like rice from the British possessions of Burmah and Patna, the former will be used. Freight conditions for importing are better, and the Japan rice is of more suitable quality. A market for rice flour and other products will be found as far east from Vancouver, as Kenora, Ont.

* * *

Trade is good in grocery lines throughout the province. The advent of spring weather has made the past few weeks very lively indeed. Improved condition of stocks is noted through arrivals of delayed freights. Lines which were very short or cleaned out entirely have now been repaired. In staple groceries no changes of any importance are noted. In produce the price of eggs has gone down steadily and butter is also selling easier. Oranges are slightly lower and apples are firmly held, though in good supply. Potatoes are going up again before long, as the stocks are limited and outside demand is good.

* * *

There is one more consignment of Australian butter to arrive. It will have to sell at not more than 30c., though present quotation is 30c. and 31c. There may be some California butter come in, before local dairy is free enough to ease the market, but at present none is being received. Eastern and Northwest shipments are at a minimum. The stocks are cleared down to the lowest and the market is in good shape to begin the season. Local creamery continues at 35c. to the trade; local dairy 25c. to 27c..

Local fresh eggs are about the entire thing on the market now. They are so plentiful that the price has dropped down to 25c. to the trade, and at last week's New Westminster market they went as low as that retail. The mild weather accounts for the supply. Oregon shipments are discontinued.

* * *

Fresh fruits are limited now. Navel oranges are coming in very freely from California. They are 25c. lower, being now quoted at $2.75 to $3. Fancy apples, mostly imported, though a few are still from the Okanagan, are quoted at $2.25 to $2.50; local apples, $1.25 and $1.50. Lemons are $4 to $4.75 per case.

* * *

Potatoes are still at top-notch prices. Ashcrofts are almost an unknown quantity. Nominally they are quoted at $34 a ton, but few can be obtained at any price. Lower mainland and Agassiz potatoes are selling all the way from $20 to $26 per ton. Some shipments may be made from the upper country to Alberta, where Calgary and other cities are now short.

Local hot-house lettuce is $1.75 per crate; California green vegetables: celery, 85c. per doz.; cucumbers, $2.40 per doz.; rhubarb, 12½c. per lb.; cauliflower, $1.60 per doz.; cabbage, 2½c. per lb.

* * *

Leading brands of flour are quoted: Ogilvie's Royal Household, $5.40; Strong Bakers', $5.40; Columbia Flouring mills Enderby, Hungarian, $5.15; Three Star, $4.85; Okanagan Flouring Mills, Armstrong, Pastry, $5.50; Strong Bakers, $5; Hungarian, $4.90; Graham, $4.50 per barrel.

TWO GROCERY TRAVELERS IN BUSINESS FOR THEMSELVES

Two members of the travelling staff of H. P. Eckardt & Co., Toronto, have severed their ties with the firm and gone into wholesale business for themselves, not groceries. They are John Shouldice and W. J. Bradley, the former 17 years, the latter 10, with the firm. Both of them are men of great popularity and salesmen of the first order. Something more than ordinary in the way of a send-off was coming to them, and they got it.

The travelling staff, sample room force and representatives of the office and warehouse staffs of H. P. Eckardt & Co., entertained the two gentlemen to dinner at the Queen's hotel on the evening of March 1, and the course of convivality was interrupted for a moment to make them the recipients of very handsome presents. Those present were : S. H. T. MacKenzie, C. F. Richardson, A. J. Chalm, J. W. Charles, A. G. Hill, W. K. Booth, St. Geo. Price, F. H. Prosser, G. J. Gould, G. L. Scott, B. R. Brown, W. E. Sutton, E. J. Wood, H. J. Middleton, J. H. Cooper, and two Eckardt & Co. old boys, Messrs. Kyle and Carmichael.

Having toasted the King in patriotic poesy, the toast list in four parts was taken into consideration, on this basis, "H. P. Eckardt & Co.," "Shipping and Warehouse Staff," "Guests," "Old Boys." The speakers were A. J. Chalm, C. F. Richardson, W. K. Booth, H. J. Middleton, S. H. T. MacKenzie, John W. Shouldice, W. J. Bradley, John W. Charles and Messrs. Kyle and Carmichael.

Then came the presentation of three handsome pieces of cut glass to Mr. Shouldice, and a gold locket and lob to

JOHN W. SHOULDICE.

Mr. Bradley. Mr. MacKenzie passed over the breakables and jewelry and very fittingly expressed the feelings of sorrow and high regard with which the company regarded the removal of the recipients. Having heard from the gifted couple, Mr. Kyle proposed the health of the chairman, which was responded to with great heartiness,

John W. Shouldice was born at Chatsworth, in the county of Grey, in that section of Ontario tributary to Georgian Bay, commonly called the "north country." He got his early business training with Cephas Good, now a grain man of more than provincial repute, then a gen-

W. J. BRADLEY.

eral merchant and grain buyer, and a very keen business man. His store was located on the Shouldice farm, along with a considerable portion of the village. After five years in training young Shouldice went into business for himself in his native village, in company with a partner, Mr. Hopkins. For five years they conducted a general store under the firm name of Shouldice & Hopkins. In January, 1890, Mr. Shouldice sold his interest to his partner and a month later joined the travelling staff of H. P. Eckardt & Co., to represent the firm east of Toronto. That position he held 17 years, till now. He makes this change to again become a principal. With E. B. Wallace and T. Blake, he is a partner in the firm of Wallace, Blake & Shouldice, Toronto, wholesale dealers in special dry goods. Mr. Wallace was a buyer for Gordon, MacKay & Co, and Mr. Blake was the Canadian representative of Rylands & Co., Manchester. Mr. Shouldice is a man of engaging personality and a salesman of acknowledged ability.

Mr. Bradley is of the younger generation of salesmen, though he has been with H. P. Eckardt & Co. ten years, having began his business career there. He also is about to engage in business for himself, but his arrangements are not yet completed. An all round good fellow and a salesman of quality, he is one of the most popular travellers on the road.

SUGAR TARIFF AMENDED.

Montreal refiners are rejoicing over the recent amendments to the sugar tariff in so far as they refer to bringing in raw sugar via New York under the preferential tariff.

E. W. Parker, secretary Canada Sugar Refining Co., speaking of the matter said that it was only justice to the refiners that they should be allowed to bring their raw sugar into Canada by way of New York. The Halifax and St. John routes were altogether too slow, shipments being delayed for periods which would work great harm to the refiners if they were dependent for supplies upon importations via Canadian ports in the Maritimes.

Mr. Parker thought that the amendment referring to beet root sugar factories was very unjust to the refiners, and could not understand why the Government should have proposed such legislation.

B. McNally, secretary-treasurer St. Lawrence Sugar Refining Co., when seen by The Grocer, expressed very much the same views as did Mr. Parker.

DEATH OF THOMAS MARTIN, M.P.

A Legislator Whose Death is a Distinct Loss to the Country.

Thomas Martin, M.P., of Mount Forest, died in the Protestant General Hospital, Ottawa, on Tuesday morning, following an operation for gall stones on the Friday previous. Mr. Martin was a prominent miller and was one of the most capable and best liked members of the House of Commons. He was born at Fergus nearly 57 years ago. Besides building up with his brother, a large business, and establishing a sound reputation in trade, Mr. Martin took a keen and progressive interest in public and church affairs. He was as alderman and mayor several years actively engaged in the municipal life of Mount Forest, and in 1904 redeemed North Wellington for the Liberal interest by a large majority. As a Presbyterian he was prominent at home and a member of the General Assembly of the church. He was also a good bowler and he and his three sons, the Martin rink, was a feature in every big tournament. Mr. Martin was one of the best informed men in Parliament.

The Globe says of him :

"The death of Mr. Thomas Martin, the representative of North Wellington in the House of Commons, removes from the Parliament of Canada and from the service of his country a man of the highest type of personal character, in whom the elements of private integrity and public honor were so mingled that under all conditions he showed himself a man. A successful man of business, he gave much of his time and service to his country, promoting alike the interests of the Church and of Parliament, and standing at all times for those things which make for the development and power of what is best in Canadian citizenship. A Liberal by conviction, he sought to hold his political party, alike in small things as in large, to those fundamental principles of common rights and those ideals of political life which belong to historic Liberalism. The positiveness of his ethical sense and the strength of his religious conviction made him a force for good alike in business and in politics, and his untimely death is a real loss not only to the many personal friends who loved and trusted him, but also to those agencies of religion and good government which never turned to him in vain."

We wish to announce that we have secured exclusiv
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HYGI

REPLACES the old unwholesome, unclean and unhandy pickle pail, keg or barrel that always carried a taste more woody than appetising. It will sell more pickles for you in a week than you ever sold before in a month; and every sale will bring you a nice profit and more patronage, with the satisfaction of having sold a good article which will hold trade and bring you more trade.

FREE With every jar we give you enough Ozo pickle carriers (in two sizes) to hold its contents. With every set of four jars we give a substantial stained display stand.

THE DAVIDSON

WHOLESALE GROCE

control for Toronto and district of the most cleanly, bulk Pickles ever offered to the grocery trade.

THE "OZO"——
ENIC PICKLE JAR

"EVERY JAR IS A SALESMAN"

FIVE VARIETIES

SOUR MIXED, CHOW CHOW, SWEET MIXED
WHITE ONIONS, GHERKINS

This is a Profitable Proposition for First-Class and Progressive Grocers.

& HAY, LIMITED

S, TORONTO, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE.

FOR SaJe—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings,; two years in use; cost $414.00, will sell for $200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

AGENCY WANTED.

A WELL established firm of manufacturers situated in the Manchester district, England, well represented over the United Kingdom, with large connection amongst best grocers, chemists and co-operative stores comprising many thousands of open accounts, invite correspondence with manufacturers of goods suitable for the above market; advertisers have unlimited storage capacity, unique facilities for distribution, and are particularly well qualified for the introduction of proprietary lines; write in confidence Dept. F. L., care of S. H. Benson, Ltd., Advertisers' Agents, 1 Tudor Street, London, England. [11]

FOR SALE

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

For further particulars apply to E. Bertram Windsor New Mills, N. B., or John McAlister, Barrister, Campbellton, N. B.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

FROM GROCER CORRESPONDENTS.

(Continued from Page 30.)

best equipment at a fixed price not to exceed $35 per annum. The association is included in an invitation of the Independent Telephone Company to visit Buffalo as the guests of the company and see what the Bell Company's chief competitor has to show in the way of the latest in telephone services and telephone rates. The executive of the association met this morning to consider the invitation and decided to accept it. It is desired, however, that the visit be arranged early this week, so that the deputation can get back in time for the meeting of the Finance Committee of the city council, on Friday night, when the petition will come up for consideration.

To a London grocer, John Diprose. Dundas Street, has fallen the honor of winning first prize of $50 in the competitive window display of "Bovril." The competition was open to District No. 14, Sault Ste. Marie to Berlin. The second prize went to J. T. Pepper of Woodstock; the third to G. G. Byers of Delhi; the fourth to G. H. Small, of St. Thomas, and the fifth to J. C. Pinch, of Sault Ste. Marie.

A unique window display, and one that attracts considerable notice is that in John Diprose's west end store. It represents a miniature old-time sugar camp, with notched maple tree, sap-sucker and pail. Nearby is rigged a fireplace with a tree branch across two crotches and a pot suspended over a quantity of faggots ready for lighting. Even the farmers stop to look at the display.

Speaking of maple sugar, the luxury is rather late coming in this season, the first of the syrup having yet to make its appearance.

A standing grievance of the housekeeper, but one which the grocer is powerless to remedy, is the disappearance of the popular two-pound loaf. The prevailing pound and a half loaf is considered no adequate substitute, yet it costs just the same. What people long for is a return of the old two-pounder, even if a little more is charged for it. Time was when an inspector made periodical raids on bakers' wagons, and if any loaf was found short of the standard two pounds, it was promptly seized, the result being that the charitable institutions profited to no inconsiderable extent. But for some reason or other they don't make these raids nowadays.

INGERSOLL.

Transfers in business circles have been numerous of late and another one of interest has been announced to take place on the first of April. I. W. Kingswood, the grocer who came to Ingersoll about three years ago, purchasing the business of Wm. Dundass & Son, has sold out to McLeod & McBain, two young and enterprising men, who have already become favorably known in Ingersoll and vicinity through their connection with the grocery trade. Mr. McLeod has been the manager of Beattie & Co.'s store for the past couple of years, while Mr. McBain has been employed in the same store as head salesman for some time. Both have had wide experience in the grocery business and are deservedly popular. Courteous attention and fair treatment has been their motto and their many friends hope that they will be accorded liberal patronage in their new venture.

Mr. McLeod entered the grocery business in Woodstock, of which town he is a native, while Mr. McBain is a son of Wm. McBain, of this town.

Mr. Kingswood has been engaged in the grocery business for many years. He came here from St. Thomas, where he conducted a very successful business. He has taken a very active interest in the development of all matters pertaining to the trade since coming to Ingersoll and has very acceptably filled the position of president of the retail merchants' association. He has not yet announced his intentions for the future, but it is understood that he has "something good" in view.

* * *

Ingersoll mourns the loss of one of her oldest and most respected residents, in the person of Harry Hearn, who engaged in the grocery business here over fifty years ago. He passed peacefully away on Saturday night, after an illness that had extended over eight years. He was in his 78th year, and had resided here for fifty-seven years. He was a native of Langtree, Devonshire, England. He came to Ingersoll in 1857 and for some time conducted a very successful grocery business. Later he kept hotel, being proprietor for fourteen years of the Old Royal and the New Royal, and he was known as one of the most genial bonifaces in Western Ontario. He possessed a genial disposition and a sunny countenance and there are many who remember his acts of kindness. From the hotel business he entered the dry goods business, which he successfully conducted until eight years ago, when he was seized with paralysis which necessitated his retirement. Since that time his health had been such as to frequestly cause much anxiety to the family and his wide circle of friends.

The funeral was held on Tuesday afternoon and was largely attended, while the numerous floral tributes indicated the high esteem in which he was held.

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

The Gourock Ropework Export Co.
Limited
28 St. Peter Street, Montreal

HAMILTON.

At the regular meeting of the Grocers' Association on Thursday evening last there was a lively discussion on how the questions of the wholesalers and manufacturers selling to those not in the trade. The outcome was that a large committee was appointed to confer with the Wholesale Guild and talk the matter over. No doubt a better feeling will be engendered as the result. The question was also taken up re the 10c. goods that are charged to the grocer at $1 net per dozen. The jobbing trade throw all the onus of the price on the manufacturer. Well, let the retail man get after the manufacturer, for under present-day cost of doing business the profit in these deals is not apparent. The latest price list from a prominent manufacturer raises the price of 10c. goods to $1.03 1-3 per dozen net, and 25c. goods to 21½c. net a package, and infers that 10c. and 25c. each shall be the retail price. The trade here think that is the limit, and are prepared to refrain from selling that firm's goods in the future.

The collection system is now under operation and promises to be a great success. In a short time a delinquent list will be issued, which will prove a great safeguard when credit is asked for. The association has secured the services of a first-class collector, with a central office, and it is expected that the dead-beats will be rounded up in great style, and in future will have to confine their efforts to grocers who do not belong to the association.

J. J. Hill, the successful East End grocer, has sold his business to Mr. Martin, of Bain & Adams' firm. It is rumored that Mr. Hill's gaze is turned wards Cobalt.

Congratulations are extended to H. C. Beckett, as the new president of the Dominion Guild, and hopes are now entertained that the interests of the retailers are in good hands.

GROCERY TRADE NEWS FROM NEW BRUNSWICK

(By The Canadian Grocer's Special Correspondent.)

St. John, N.B., March 11, 1907.

The most notable thing about the local markets just now is the continued scarcity of all kinds of fresh fish. One local dealer sent to Boston for 1,000 pounds of haddock last week. It is scarcely likely, however, that others will be eager to follow his example, as the fish cost him between six and seven cents a pound delivered here. No lobsters are to be had and owing to the tie-up on the New Brunswick Southern Railway clams had to be hauled from Lepreau.

Eggs, which have been very scarce, and high since the beginning of Lent, are now a little more plentiful and easier in price. Hennery eggs are quoted at 28 to 30 cents and "case" at 26 to 28 cents, wholesale. On the other hand butter is a little scarce, although quotations are practically the same, wholesale prices ranging from 22 to 26 cents. In flours, meals and sugars quotations are practically unchanged.

Several cargoes of choice Barbadoes molasses have arrived and the stock is meeting with a ready sale.

There is every reason to believe that a large cold storage warehouse will be erected in St. John, N.B., during the coming summer, for export trade. A communication has been received from L. S. Macoun, representing the Canada Lands Produce and Cold Storage Co. asking that the city grant a free site for the project. It is proposed to erect a building 150 x 125 feet, six stories high, at a cost of about $100,000.

Sir Frederick Borden, who is interested in the company, while on a visit here recently looked over several available sites on the west side with Mr. George McAvity who is also interested in the venture. Two sites were selected as suitable for the building, one on the property occupied by the Union Ice Company near the Rodney wharf and the other near the new car sheds under construction on the west side. Both sites are near the wharves of the winter port steamers and are easily accessible by railway. It is thought the ice company property will be secured, as it is considered the more suitable of the two.

The matter has been referred to the board of public works and it is probable that satisfactory arrangements will be made for the company to locate here. The building of a modern cold storage plant such as is proposed, would give a great impetus to the export trade through this port of perishable goods.

It is understood that Premier Pugsley will make several changes in the provincial cabinet after the present session of the Legislature and that D. J. Purdy, M.P.P., the well known grocer and ship owner will be taken into the Cabinet without portfolio. Mr. Purdy has always been a staunch Liberal and his entry into the Cabinet would be regarded as a fitting testimony to his ability and high standing in the party. He has been a member of the Legislature since 1899, previous to which he served as alderman both in St. John and in the old city of Portland, previous to its union with St. John.

Owing to the shortage of freight due to severe storms in the west which tied up the railway systems to a large extent, the exports through Canada's winter port gave fallen off somewhat this year. The total valuation of the cargoes of 74 steamers which have sailed this year amount to $12,427,583, against a valuation of $16,272, 494 for the same number of steamers last year, showing a decrease of $3,844,911.

Up to date 82 steamships have arrived this season with a net tonnage of 315,851 tons, against 71 steamships with a tonnage of 236,937 tons last season to the same date.

Following are some of the products that have gone forward this year :

Wheat	(bushels)	1,504,081
Oats	"	827,926
Barley	"	544,414
Cheese	(boxes)	79,685
Cattle	(number)	17,554
Sheep	(number)	1,371
Horses	(number)	44

The steamship Yola now on her way to South Africa from this port, took away Canadian goods valued at $82,462 and foreign goods valued at $73,084; a total of $155,546.

The steamer Acamo, of the Picksford & Black line, sailed from Bermuda Friday the 8th inst., for this port. She is expected to arrive on the 12th, and has on board 450 puncheons of molasses, which will be landed here.

Geo. E. Barbour of the Geo. E. Barbour Co., and W. C. Cross of Hall & Fairweather, Ltd., have returned home from Toronto where they attended the annual meeting of the Dominion Wholesale Grocers' Guild. Both gentlemen speak very highly of the courtesies extended to them while they were away and report that the meeting was a most successful and enjoyable one. Mr. Barbour was appointed vice-president of the Guild for New Brunswick.

John E. Titus, the esteemed Bloomfield merchant, has been suffering from a severe attack of pneumonia. His many friends will learn with pleasure that his condition has improved very considerably and he is now out of danger.

G. W. Hoegg, of Sussex, is in Nova Scotia on a business trip.

The entire stock of the retail grocery store owned by William McCann at 63 Erin Street, was destroyed by fire on the morning of Tuesday, March 5th. Mr. McCann had $500 insurance in the Anglo-American Insurance Company and he was awarded $300, which he claims, however, does not nearly cover his loss.

MAPLE

Packed by
Canada Maple Exchange

SYRUP

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING should be in every shop.

Canned Peas

This is a line which is in quite good demand just now. The Quaker Pea is the standard for quality.

Quaker Sugar Peas -	**85c.**
" **E. J.** " - -	**90c.**
" **Little Gem** - -	**95c.**

Then we have the **Meaford Pea**, fine quality, which we offer at **75c.**

Pumpkin

Are you selling Canned Pumpkin? If you're not, you ought to be. There's a big trade doing. Our prices are low.

Ice Castle, 2's - -	**40c.**
Peacock, 3's - - -	**75c.**
" **gallons** - -	**$2.50**

Tomato Catsup

Crescent Brand, Jumbo quart bottle, the finest quality put out at the money. The Crescent Brand is really first-class quality at a very moderate price. **$1.45 doz.** Packed in barrels, 4 doz. each.

Canned Corn

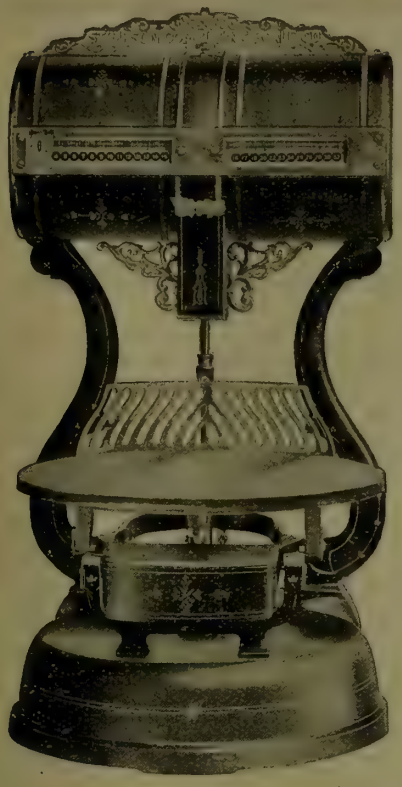
Autumn Leaf Brand, per doz. - **75c.**

Quality First-class,

Maple Leaf Select Valencias -	**8½c.**
Rowley's Select Valencias -	**8¾c.**

H. P. ECKARDT & CO.

WHOLESALE GROCERS
TORONTO



AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

"GUARANTEED THE BEST"

GENEROUS SPECIAL OFFER

We are making a special offer on this pure, wholesome and quick-selling commodity which will interest every retail grocer. Fill out and mail form below and we will forward full particulars.

The Codville-Georgeson Co., Ltd.

Winnipeg, Man.

Kindly mail me full particulars of your special deal on Gold Standard Baking Powder. My Name is

My Address is

Canadian Grocer

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FOR EASTER

HAMS BACON
LARD

We shall be glad to have your orders for "Star Brand" Hams, English Breakfast Bacon and Pure Lard. Orders are now coming in for the Easter Trade. Kindly let us have yours as early as possible.

F. W. FEARMAN CO.,
HAMILTON LIMITED

EASTER

Send us your order early
and you will get carefully

SELECTED STOCK

CORONA Brand
HAMS, BACON, WINDSORS
BEEF, LAMB, MUTTON, PORK, Etc.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The man who is out to corner a paying trade in the grocery business is mighty careful about the brand of provisions he carries. He certainly does study popular taste. To make sure he always orders the Ryan

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

because the Ryan provisions are sure guarantees of the come-again customer, an increasing trade and a lasting reputation. Think it over. Is it worth while to feature any other brand of provisions?

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

What little cheese is still held in Montreal is rapidly being cleaned up, and it will not be long before the market is quite bare of stocks. Interest in the situation is slight, since most of the houses engaged in the cheese business, being without stocks of any kind, are not bothering about conditions existing here and in England further than to keep posted on what is going on. Since last week receipts have been reported of a few March fodder cheese which sold at good figures. Arrivals were not sufficient to make a market, and did not cut much of a figure locally. Nothing in this line was exported.

Probabilities point to a high opening for new make cheese. Most of the factories are expected to open around April 1, although, no doubt, some makers will be opening possibly the beginning of the week. Various conditions have combined to make necessary high opening figures, the most apparent being the fact that many will devote their energies to the making of butter.

Advices from England contain little that is new. The market there remains about the same as at time of last report.

Receipts of cheese reported by the Board of Trade, for the week ending March 9, were 136 boxes, or 2,349,705 boxes since May 1, 1906.

Butter is firmer again this week, higher prices ruling. Locally a brisk trade is being transacted at figures quoted. Demand is strong, and although prices asked by holders are high they find little difficulty in obtaining them. Creamery is the chief line in which business is being done, other varieties, dairy and fresh rolls, the latter particularly, being scarce.

Returned creamery is being sold at even higher prices than ruled last week. A few lots came forward lately, further swelling the amount already received on this side. A considerable quantity has been returned this year, the goods being quite neglected in Great Britain owing to the fact that Australian new grass butter was in good supply all the time, practically excluding the Canadian product from the market.

Many houses in Montreal having received lots of butter returned from the Old Country received a surprise recently when it became generally known that under the new tariff a duty of three cents a pound may be exacted on all butter returned to Canada, unless it were shipped direct to the original exporter. At first it was thought that many would suffer, but later, according to what can be learned in the trade, it seems that most of the butter shipped back to Canada was received by those who had exported it in the first place. In any case, the feeling in the trade is, the Government would not now be likely to force the importers of the Canadian creamery to pay the duty when it is considered that the butter has gone into consumption. Any butter brought in since the new tariff went into effect was taken in good faith, with no intention to escape paying a duty, as evidenced by the selling prices in this country, which were based upon the buying price in England and without any reckoning for duty. As a matter of fact it was not generally known in the trade that such a duty existed.

To March 9, receipts of butter for the season totalled 609,757 packages, 542 packages having arrived last week.

PROVISION SITUATION.

Prices for live hogs continue the same as for some weeks past and the packers' assurances that the price would be lower have not been made good. A prominent packer when asked why, replied: "One's afraid and the rest dassant." This leaves the price $6.65 f.o.b. country points, $6.90 fed and watered, Toronot, and $7.15 off cars at the factory. Perhaps the packers were encouraged by the fact that while the Old Country market was no higher than a week ago, it was steady at the last decline and the market seemed to be in much better condition.

The domestic situation is unchanged. Demand continues normal though there has been some enquiry for jobbers' lots from western Canada. Stocks of lard are said to be limited.

The latest report of the Bureau of Industries of Ontario gives the number of hogs slaughtered or sold in the province, and their value, during ten years ending June 30, as follows:

1905	2,267,583	$22,202,233
1904	2,240,083	22,665,164
1903	2,168,598	22,532,862
1902	1,991,907	20,154,190
1901	1973,405	17,548,490
1900	2,056,049	15,800,799
1899	1,875,466	14,157,394
1898	1,592,697	11,852,535
1897	1,399,967	10,022,812
1896	1,304,359	10,022,525

The value of bacon, hams, shoulders and sides exported from Canada for five years ending June 30 last, was:

1902	$12,404,990
1903	15,911,294
1904	13,037,519
1905	13,568,075
1906	12,236,897

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Brisk demand is reported. Prices show no change since last week but the market for smoked meats, pure and compound lard, is much firmer than at the time of last writing.

Lard, pure tierces	0 11½	0 12¼
" 56-lb. tubs	0 12½	0 12¾
" 20-lb. pails, wood	0 12¾	0 12¾
" cases, 10-lb. tins, 60 lbs. in case	0 12¼	0 12¾
" " 5-lb. "	....	0 12¾
" " 3-lb. "	....	0 12¾
Lard, compound tierces, per lb.	0 09¾	0 10
" " tubs	0 10	0 10¼
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 10¾
" " " 5-lb. "	0 10½	0 10¾
" " " 3-lb. "	0 10¾	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15½	0 16½
Hams	0 13	0 16½
Extra plate beef, per bbl	12 50	13 00

BUTTER—Butter is firm in price, being slightly higher on some lines this week. Creamery is in good demand, stocks of it, as well as of other grades being light. Few lots of choicest, in tubs, can be had under 26c., and even at this figure not many are willing to part with their holdings. Large rolls are still selling at last week's prices.

Choicest creamery, salt, 56 lb. boxes	0 26	0 27
" " pound prints	0 26	0 28
Medium creamery	....	0 24½
Western dairy	....	0 22
Large rolls	0 23	0 2'½
Dairy tubs	0 20	0 22

CHEESE—Stocks are being cleaned up week by week until there is very little left on the market. New make has not yet begun to arrive, except for a few March fodders. Ontarios are quoted from 14c. to 14½c.

EGGS—Since last week there has been another decline in eggs, prices this week being fully five cents under those of last. Dealers are now selling newly laid Canadian eggs for 23c., and in some cases a shade under this. American eggs are sold as low as 22c., being brought into the country by freight.

HONEY—Honey is unchanged since last report. White clover, extracted, tins, is very scarce.

White clover comb honey	0 13	0 13½
White clover, extracted tins	0 09	0 10
Buckwheat	0 08	0 09

TORONTO.

PROVISIONS. — Demand continues nominal and prices are unchanged. Lard is firmer, the high price of butter diverting considerable demand to lard. Prices, however, are steady. Beef is firm and some lines are slightly higher.

Long clear bacon, per lb	0 11¼	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb	....	0 15½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12¾
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	4 50	5 50

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

The Grocer who is after Trade with Canned Meats such as are offered under the brand of

Wm. Clark

will have a safe, sure and satisfactory business.

Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER.—Supplies of choice dairy are limited and prices are firm all round. Dairy is a shade higher, and some are quoting as high as 30 cents for creamery prints.

	Per lb.	
Creamery prints	0 28	0 29
" solids, fresh	0 25	0 27
Dairy prints, choice	0 25	0 26
" ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS.—The market is 6 cents lower than a week ago. This has stimulated demand and the decline is likely to be slower. When eggs get to about 15c. in the country the wholesalers will commence storing, which, unless production is remarkably heavy, will absorb the surplus. Chicago is now quite out of the market. Jobbers say they don't remember when the egg trade was in as nice a condition as at present. There isn't a stored egg left in the country: practically everything coming forward is strictly new laid.

Eggs (strictly new laid)	0 26	0 28

CHEESE.—Prices remain firm.

Cheese, large	0 14¼	14½
" twins		14¾

HONEY.—Prices are firm.

Honey, strained, 60 lb tins	0 11	
" " 10 lb tins	0 12	
" " 5 lb tins	0 12	
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz	1 50	

POULTRY. — Receipts are limited, and prices are higher.

Live Weight.

Old fowl	0 10
Ducks	0 17
Young chickens	0 12

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 13 to 0 15
Geese	0 10
Tom Turkeys	0 14
Hen "	0 18

MESSAGE IN CANADIAN CHEESE.

(From the English Grocer.)

Sir,—I thought perhaps the following would interest some of your numerous readers:

My wife, in cutting through a Canadian cheese this morning, found a small glass bottle containing a piece of white paper, on which is written in a very good hand the following:—

Westport, Ontario, August 14, 1906. —Am enclosing a small note in this cheese, trusting that the receiver will kindly answer and let me know where it was bought, the price, and also how they liked it. This cheese was made to-day, August 14, 1906, by my husband, W. C. Taylor, in Salem factory. Waiting a reply, Mrs. W. C. Taylor, Westport, Ontario.

The cheese is of excellent quality, and I intend to notify the writer of the note to that effect.—I am, etc.,

R. D. SCHOLES,

St. Mary Church-road, Torquay,

DUTY ON PORKSTUFFS.

Gordon, Grant & Co., Trinidad, in a recent mail advice state: "There is a good enquiry for lard and porkstuffs of all kinds, stocks of which continue small. Our customs tariff is now being revised and it is rumored that the Government is likely to impose a duty on pork, beef, and other items previously on the free list. In consequence of this our dealers are importing to some extent on speculation."

The Ontario Government is going to arrange a series of bacon hog sales in Eastern Ontario with a view to encouraging the industry in this section of the province, which has lately been somewhat neglected.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

A Practical Way of Selling Japan Teas

"OWL CHOP" Brands in one-pound air-tight lead packages.

Full weight in each package, no loss in retailing, full flavor of the tea retained until consumer is ready to use.

"OWL CHOP" Teas are packed exclusively in Japan and under the best conditions possible.

"OWL CHOP"	No. 1.	80 x 1 lb packages, per half-chest - -	36c. lb.
" "	No. 4.	80 x 1 " " " " " - -	30c. lb.
" "	No. 50.	80 x 1 " " " " " - -	26c. lb.
" "	No. 100.	80 x 1 " " " " " - -	24c. lb.

Less 3% 30 days.
Freight paid in Ontario and Quebec in 3 c/s lots.

Give us a trial order of 3 half-chests or more and we guarantee you entire satisfaction.

With first order we will give nice premiums and advertising matter.

Samples furnished with pleasure. Write to-day.

L. CHAPUT FILS & CIE.

Tea Importers - Montreal.

BUSINESS MEN IN PUBLIC LIFE

No. 14

ALD. CAWSEY, HALIFAX

Halifax, N. S., March 2.

Halifax has fittingly honored a grocer alderman who is about to take up his residence in Western Canada. The recipient of the honor was William H. Cawsey, and his departure for the West was made the occasion of a banquet, which was tendered him by the Mayor, the Corporation and the officers of the City of Halifax, in the St. Julien dining room, of the Halifax Hotel, on Thursday evening. The dining hall was handsomely decorated, the menu served was excellent, and a first-class programme of vocal and instrumental music was rendered during the evening.

Mayor MacIlreith presided, and on his right sat the guest of the evening, Ald. Cawsey, and Recorder Bell, and on his left ex-Mayor Crosby and ex-Ald. Rogers. There were also present the aldermen, heads of all civic departments and a number of ex-aldermen. It was a tribute of esteem to one whose services for five years as alderman have rightly earned the approbation of his fellow-aldermen and citizens—one who worked quietly and unostentatiously, without much fuss or flurry, but faithfully and well in the different capacities as alderman and school commissioner. The tone of all the remarks was one of regret at his departure, but of well-wishing wherever he might chance to locate in the future.

After loyally honoring the toast "The King," Mayor MacIlreith proposed "Our Guest." He said it was a sorrowful duty cast on him, for Ald. Cawsey had served the city faithfully for five years. He had been Chairman of the Board of Firewards, and had been the means of bringing about great improvements in that service. As a member of the Board of Works during the last two years, as a member of the Hacks and Trucks Commission, his aid and counsel had been invaluable to the Mayor, for he always did his best to further the interests of the city. He wished him success and prosperity in his new home. He was sure Ald. Cawsey would take a prominent position in his western home. He hoped it would not be many years before the Alderman had amassed a fortune and would return to his native province.

ALD. CAWSEY OF HALIFAX

"For he's a jolly good fellow," after which Ald. Cawsey expressed his appreciation of the honor conferred on him. Some years ago it was the usual course for the young men of this country to go to the southern republic, but now this part of the Dominion was sending its sons to the Canadian West. He recognized that he had made mistakes in his capacity as Alderman, but these were not intentional, for he had endeavored to do his best. In that time many changes had taken place in the city. Five years ago not a yard of permanent street work had been done. The city had made great strides in improving its sidewalks, and many miles of good work had been laid. Inducements were now being held out for manufacturing industries to be established here, and he referred to the fact that one large concern, the Silliker Car Works, was coming. Halifax had to keep abreast of other places and while he was opposed in principle to bonuses, he found they had be given. He referred to the contract made by the Dominion Government for the erection of machine works, the bulk of the work in which line had hitherto gone to Moncton.

Ex-Mayor Crosby expressed very kindly hopes for Ald. Cawsey and his brothers in their new home. While leaving Halifax they were going out to another section of the Dominion. He said there were opportunities here which did not present themselves in the West. He said occasions of this kind where the Aldermen got together in a friendly way were beneficial. He would like the young men of Halifax to know more of the city. Some seemed to think their duty was done when they criticized, but when advice was asked as to the course to be pursued, the critics too frequently could give no response.

Other speakers referred in eulogistic terms to the departing alderman, and wished him every success in his new home. The banquet was brought to a close by the singing of the National Anthem and Auld Lang Syne.

Alderman Cawsey has been in the grocery business in Halifax for the past eighteen years. He is thoroughly familiar with every beanch of the trade, and during those 18 years has built up an extensive retail business in the northwestern section of the city. Three of his brothers were associated with him in the business. The firm's stores and teams were always attractive. Everything was kept bright by elbow grease within and without.

(Continued on page 50.)

Pure Food Show—Toronto Booth

HOLBROOK'S

Genuine Worcestershire SAUCE

We'll be there to meet you—to greet you, just to tell you how pure, delicious and appetizing it is.

Canadian Branch,
25 Front St. E., Toronto

Manager, Mr. H. Gilbert Nobbs

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO.,
LIMITED
London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

TRURO QUALITY BRAND

Unsweetened

TRURO QUALITY BRAND

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOSOLN & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Markets are Steady and Trade Normal—U. S. Markets Now Dormant—Confectionery as a Specialty for Increasing Profits.

"They are buying green lice in Chicago," remarked a Canadian grain merchant, commenting upon the situation this week. He meant that wheat was advancing because of reports of crop damage. The effect in Canada is simply a hardening of tone. Prices remain firm. Flour is in fair demand, but there, too, prices are merely steady. "Cables," says an American authority, "have simply followed our market, opening easier and turning stronger with us, as America, is the controlling factor in the wheat situation for the balance of the crop year. This was demonstrated when Argentine shipments came on Friday at record figures, our market advancing in the face of it, as the great deficiency in Russia cannot be made good without drawing heavily on America for the balance of the crop."

Confectionery.

A good many grocers are arriving at the conclusion that they are wasting their time inducing people to buy sugar and other lines handled at a narrow margin, often not sufficient to cover the cost of doing business, and are lending their energy to building up a trade in specialties. Under this head there is no more profitable line than confectionery. High class confectionery, well displayed, will improve the appearance of any store and will attract custom. The man who is making a success to-day is not the man who doddles along in a rut, but the man who works his grey matter to devise ways and means of augmenting his profits. Confectionery is one of the ways.

MONTREAL.

FLOUR.—Local business is reported satisfactory, sales in city and country being good. There is not much being done in an export way, except the trade being transacted with the Pacific—with Japan and China, which countries are still buying in fairly large quantities. No price changes are to be recorded this week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 10
Glenora		4 60

ROLLED OATS.—Price cutting continues to such an extent that it is extremely difficult to give a range of prices which may be considered ruling figures. Those prices quoted hereunder for rolled oats are a fair average of figures sked by millers.

Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

FEED.—Feed is as high as ever and mills are in many cases oversold, with no probability of being able to fill orders for a long time to come.

Fine oatmeal, bags		2 45
Standard oatmeal, bags		2 45
Granulated "		2 45
Gold dust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls.	4 70	4 85

TORONTO.

FLOUR—Prices continue steady with a fair domestic trade and some export demand, but not much business resulting except to the Orient, via Pacific ports.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 10

CEREALS—Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 75
" " in bags, per bag 90 lbs	2 25	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 40	2 60

TRADE NOTES.

W. H. Watson, grocer, of Andover, is dead.

Darveau & Frere, of Montreal, have registered.

Geo. St. Pierre, Windsor, grocer, has sold out.

Patrick McCann, grocer, St. John, has been burnt out.

Lanon & McKay, grocers, of Vancouver, have dissolved.

Mrs. Stephen E. Pierce, of Aylmer, grocer, has sold out.

Jno. J. Secord, confectioner, Meaford, has been burned out.

M. Judson, of Frankville, grocer, succeeds J. W. Johnson.

Lesias and Gallo, confectioners, Montreal, have registered.

Fred Burridge, grocer, of St. John, has sold to Rose Bros.

A. Lefort, of Montreal, grocer, has sold to Carrier and Frere.

J. W. McIntyre, of Walkerton, grocer, etc., has sold to John Goos.

Jno. Gentile, of Orillia, fruiterer, has assigned to Geo. H. Clarke.

Beauvais, Lalonde & Co., the Montreal grocers, have dissolved.

Rivard, Dupont & Co., grocers, of Three Rivers, have registered.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

BE CAREFUL!
Most grocers are because they feature our
ROLLED OATS
First in quality, and then there is a comfortable profit. Strict attention to all orders.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Plourde & Sirvis, of Montreal, have dissolved their grocery business.

Barteaux & Co., grocers, of Winnipeg, have assigned to C. H. Newton.

I. M. Taylor, of Chatham, grocer, has sold out to F. E. Gerber & Son.

H. S. Wallace, comn. grocer, St. John, has sold out to Elmore & Mullin.

J. R. Swindon, of Windsor, grocer, has his chattel mortgage foreclosed.

Henshaw & Ware, confectioners, Toronto, have assigned to Sidney A. Paterson.

Gillis and Francis, the Winnipeg grocers, have sold their stock to Hardy & Buchanan.

McIlhargey & Clement, of Stratford, grocery and general store, have sold to McCully & Haugh.

E. Meckling, of Plum Coulee, are adding a department of men's furnishings to their grocery store.

There was a meeting of the creditors of Jean Pierre Giulbault, grocer, of Montreal, on March 11th.

The Wee MacGreegor Co., Toronto, oat cakes and grocery specialties, have assigned to E. R. C. Clarkson.

Sullivan Bros., grocers, etc., of Woodstock, suffered the loss of their bowling alleys by fire. Insurance $2,500.

New pack fresh cured haddies, as well as kippers and Yarmouth bloaters, are offered by Leonard Bros., Montreal.

The Vancouver, B.C., Board of Trade is asking the Dominion Government for a 250,000 bushel elevator to store Alberta wheat.

Jos. Beirnes, of Virden, confectioner, was burnt out. He says he's going to change his name, but we never knew it was pronounced that way.

Tom Peingle recently effected the sale of his cafe in Goderich to C. A. Edwards, and is negotiating the purchase of a grocery stand in the same town.

The Rolla L. Crain Co., of Ottawa, has been authorized to manufacture in Canada the products of the Kalamazoo Loose Leaf Binder Co., of Kalamazoo, Mich.

The annual statement of the Canadian Salt Co. shows that during 1906 the company earned a net profit of $63,000 on a capital of half a million. Eight per cent. dividend was allowed.

Turnbull, Howard & Co., Brantford, have been bought out by Turnbull & Cutcliffe, Ltd. The new company has been incorporated with a capital of $40,000, with headquarters at Brantford.

Two carloads of coffee, one of old crop Santos green and one of old Maracaibos are expected shortly by the E. D. Marceau Co. Ltd., Montreal. The same firm is offering remaining lots of Japan teas.

T. Palmer, Hensall, has moved into more commodious quarters nicely fitted and furnished, where he has much improved facilities for catering to the wants of his numerous customers in the confectionery and restaurant lines.

Chalmedy Bros., & Co., general merchants, North Bay, who were recently burned out, have commenced reconstruction very energetically. The debris has been cleared and the construction of the new grocery department is well progressed.

The Ontario Department of Agriculture's latest bulletin (No. 153) is entitled "Some Facts Concerning Fertilizers and their Use," by R. Harcourt, professor of chemistry, Ontario Agricultural College. The bulletin may be had free upon application to the Department.

The Orient demand for flour seems to be on the increase rather than in abeyance. The Lake of the Woods Milling Co. received another big order for 20,000 bags to be delivered at Shanghai. Half of this contract was all they were able to accept. The flour demanded is third and fourth grades.

A deputation, representing almost every large commercial association in the Dominion, waited upon the Dominion Government with a petition for the enlarging and modernizing of the Welland canal. They produced a startling array of figures, showing that the rate on the carriage of grain from Fort William to Montreal would be reduced to the extent of three cents on the bushel by the carrying out of this work. Sir Wilfrid Laurier declared that the Government would consider the matter carefully, and it was likely that the work would be put in hand as soon as the necessary funds could be procured.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

The Acme of Biscuit Goodness

is reached and concentrated in

Perfection Cream Sodas

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary, it is a well attested fact. Of course this means

are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that **their goodness is lasting.**

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

PERFECTION CREAM SODAS

We guarantee satisfaction.

Three pounds cards or tins. **Put name on your order list now.**

THE **Mooney Biscuit & Candy Company,**

LIMITED.

Stratford, - Canada

Sixty Years of Popularity

COX'S CELATINE

may now be had In a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

There is not one Grocer in ten thousand who can afford to slight his biscuit trade.

McLAUGHLAN'S CREAM SODA BISCUITS

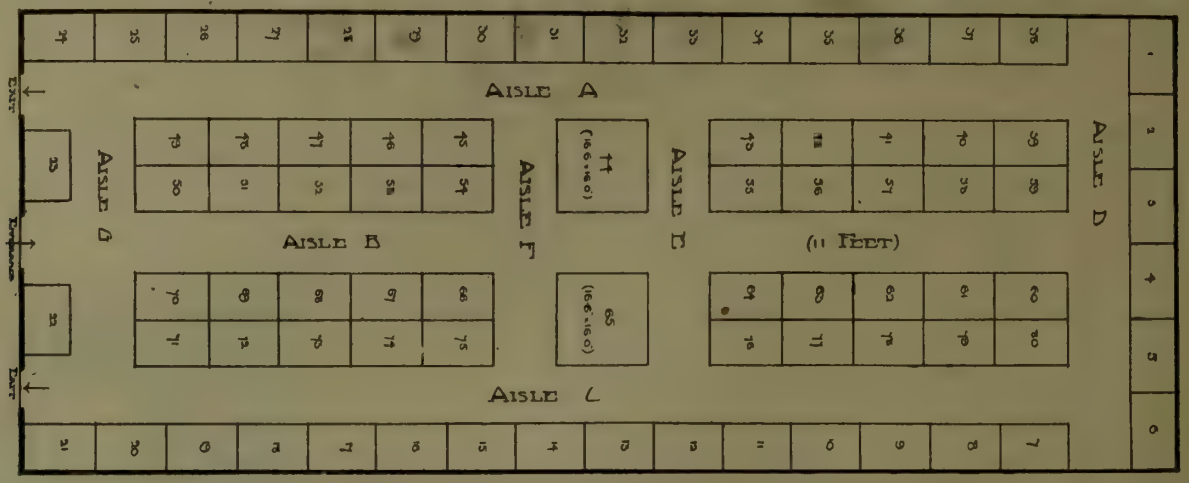
are featured by all shrewd Grocers for that reason and because of their approved Quality.

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

BUSINESS MEN IN PUBLIC LIFE.

(Continued from page 46.)

Alderman Cawsey has represented Ward Five in the City Council for the past five years and he has another year of his term to run but he is now about to resign. During that period he has been in all the important civic committees, and at the present time he is Chairman of the Board of Fire Commissioners, one of the largest spending bodies in the city. He also served two years as a School Commissioner. Some months ago he decided to take up his residence in the West, and disposed of the grocery business to Barnes Bros. Mr. Cawsey has already visited the West, but he is as yet undecided where he will locate, or whether he will again take up the grocery business. There are four Cawsey families and relatives, numbering twenty souls in all, going together to the West to settle, probably in Alberta.



Plan of Floor Space at the Winnipeg Pure Food Exhibition to be held July 1-13, 1907.

WINNIPEG PURE FOOD SHOW.

Wide interest is being manifested by the general public and the grocery trade in the Pure Food Exhibition to be held by the Retail Merchants' Association of Western Canada in Winnipeg next July. The committee in charge have secured the Auditorium rink for the exhibition and the accompanying plan shows a diagram of the floor space for the exhibits. The agitation for pure food products has aroused great interest among the retail trade and the general public, and manufacturers are quick to realize the educational opportunities offered them by an exhibition of this nature.

John McMurtry has recently been appointed postmaster of Bowmanville. Mr. McMurtry is a prominent general merchant of that town.

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario.

MacLaren Imperial Cheese Co.

TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents **MONTREAL**

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

it contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument —carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

NICHOLSON'S PEPSIN MINCE MEAT
CAREFULLY PREPARED WITH THE BEST QUALITY OF PURE CHOICE GOODS ONLY
MAKES MOST DELICIOUS PIES, FRUIT CAKES OR PUDDINGS
MANUFACTURED BY NICHOLSON & BROCK TORONTO, CAN.

Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

In less than two years **Cailler's Chocolate** has come over from Europe and secured the lead over all other imported chocolate in the United States.

It will do the same in Canada.

The only reason for this preference and success is due to QUALITY.

That is why you should buy

Cailler's

GENERAL AGENT

William H. Dunn, - MONTREAL

394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Mott's Chocolate!

Household words in Canada meaning **purity, richness and excellence.**

"Diamond" and "Elite"

are the brands to insist upon getting from your jobber.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

---

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

WHO IS RESPONSIBLE FOR FREIGHT IN TRANSIT?

P. C. Larkin, of Salada Tea, is trying to have the railways answer a question that is of vital importance to every shipper. The question is as to the responsibility of railways for goods committed to their care. This is not a new question; it has been up off and on for years, but the railways have continually dodged it. On Feb. 14th Mr. Larkin wrote to the Grand Trunk Railway System as follows: "Would you please tell us if you accept responsibility for any of our goods, shipped over your line, while they are in your possession?

"What we want to know is if they are destroyed in any manner whatever will you recoup us for them?

"We understand that the Canadian Pacific Railway undertake the responsibility, and we want to have it clearly defined with your good selves."

More than a week later, having had no reply, Mr. Larkin, on Feb. 25, wrote:

"We wrote you upon Feb. 14th, asking if your company accepted responsibility for goods destroyed in any way while in their possession, but we have received no reply as yet to our communication. Will you kindly be good enough to write us definitely regarding the matter."

Two days later R. C. Nelles, Toronto freight agent of the Grand Trunk Railway, wrote:

"Your favor of the 14th inst., was received and duly acknowledged on 15, stating that it had been forwarded to our district freight agent, Mr. C. E. Dewey, with request that the information desired be furnished from our General Freight Traffic Department.

"Through his absence from city, I was unable to see him until this a.m., and he asked me to advise you that this subject has been under close consideration for some time, and is being worked out in every detail. Shippers will be advised very shortly of the decision our company arrive at, which, I am assured, will be satisfactory to our patrons."

As shippers have been waiting about seven years for a definite answer to this question there isn't much satisfaction in railway's reply. Mr. Larkin has urged President Steele, of the Toronto Board of Trade, to bring the matter to a head before the Railway Commission, and that will probably be done in the near future.

BACK TO OLD QUARTERS.

William Galbraith & Son, wholesale grocers, Montreal, intend removing by April 15, to their old quarters, 80-82 St. Peter street. The firm has been more or less handicapped owing to insufficient warehouse accommodation, but when located in their new premises they will be in a position to meet the rapidly increasing demands of their business. The warehouse on St. Peter street is 40 feet wide, 116 feet deep, and five storeys high. It is a significant fact that it has been occupied as a wholesale grocery warehouse for three-quarters of a century; first by Alexander Urquhart, for about 40 years, then by Kinloch Lindsay & Co., for 25 years, and later by Carter, Galbraith & Co., up to the time of the dissolution of this firm in January, when Mr. Galbraith purchased the premises.

ANOTHER PORT ARTHUR CHANGE

Port Arthur has seen several business changes in the past few years. Another occurred the other day, when Ambrose Ferguson, the city agent of the Riley, Ramsey Co., purchased the grocery business of Stewart & Smiley, on Cumberland street. Mr. Ferguson takes over one of the largest concerns of its sort in the town, and has a high standard before him. His friends predict for him great success.

LOOKED SEVEN YEARS AHEAD.

On Feb. 21 Prince Edward Island was connected with the mainland by wireless telegraphy. The Charlottetown Patriot says:

"In this connection it is worthy of note that on January 10th 1900, just seven years ago, Horace Haszard, then president of the Charlottetown Board of Trade, in his annual address before that body, said:

" 'Among the possibilities of the future may we not hope soon to see this island in continuous communication with the mainland by wireless telegraphy.'

"Well done, Mr. Haszard!"

SUGAR PRODUCTION IN THE WEST.

According to a statement submitted, the amount of sugar produced by the Knight Sugar Co., of Raymond, Alta., from the beet crop of 1906, was 4,673,200 pounds. The Government bonus to beet growers aggregated $23,366. Adding this to the amount paid for beets at the factory, averaging $5.64 per ton, and assuming the production to run 10 tons to the acre, it will be found that the return to the farmer was $59.40 per acre.

AUSTRALIA'S BUMPER CROP.

Australia's wheat crop for 1907 is expected to excel all previous years, and similar reports are arriving from New Zealand. Australia is expected to gather in something over 80,000,000 bushels at a conservative estimate, which will be a 5,000,000 bushel gain over last year, and, with the exception of the phenomenal yield in 1903-04, the highest record Australia has yet shown. In the wheat crop of 1903-04 the Australian Commonwealth exported 38,500,000 bushels, but the following year, owing chiefly to the drought, it only exported 36,000,000 bushels. In 1905-06, however, it recovered a little and exported 37,500,000 bushels, while this year it is expected that the exports will again exceed 38,000,000 bushels.

At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in it's praise. All who saw it's practical demonstration on the **Dodge new Self-Adjusting Capping Machine** were surprised at it's perfect seal and adaptability in meeting the requirements of the **Pure Food Law.**

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Can with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

EASTER

You will soon be figuring on what you will want for your Easter trade. We are taking ample time to insure full lines of all early Southern Strawberries and Vegetables and will be pleased to take care of any order, large or small, you may entrust us with. Write for our special price list.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

California Navels are now coming at their best.

Bahama Oranges. Heavy and fine flavor.

Grape Fruit. Florida and Bahama. Fine and juicy.

Florida Celery. Finest Sanford—Toronto's first car; also Fancy California stock.

Lemons. Well-known and popular brands.

Cranberries. A few barrels left of sound, extra fine stock.

Your Orders Solicited

THE MERRY MEE MAW

A grocer with the time to spare gets bushels of fun listening to a traveller trying to make believe that some second or third grade Orange is exactly what his trade wants. If you're busy its different. A dealer we know said to a very persistent drummer the other day: "I can't experiment with my trade, so please try and sell your 'papers' to someone else until you can offer me a good brand like

GOLDEN FLOWER."

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Southern Stuff Earlier This Year—Fish Dropping Out—Lemons Higher—Vegetables Quiet—Pineapples Will be Small.

With the approach of Easter the fruit market is beginning to wake up. With Easter will come the formal opening of the southern trade, though all the southern stuff is a week or ten days earlier this year than last. Consignments are trickling in in small lots already, and all southern vegetables are expected to be plentiful. The demand for green stuff is greatly retarded by the bad weather, and all the retailers are praying fervently for sun and warmth, in place of slush and water, with which the market is at present overloaded.

Trade in all lines will be quiet until the farmers begin to come to town. The demand for fish, though still brisk, is dropping, and a few weeks more will see several lines at a standstill. Haddock has gone up 4c. since last week and is now selling at 3c. over the Montreal market. The lemon market is in good shape, with the demand very active. Unusually little trouble has been experienced this year with frozen lemons, owing to the improved transportation facilities, the ocean vessels being now provided with heated docks, into which they can unload the fruit. The cars can also be filled from the same docks, and, when tightly sealed, will withstand severe weather without damage to the fruit.

Strawberries are coming in gradually, some excellent samples having been received from Florida. The southwestern stuff is not so good. Cranberries are cleaning up at $8.50 per barrel. There is a good demand for evaporated fruit, especially apples.

MONTREAL.

GREEN FRUITS—No change in the price of bananas is noticeable this week, but there is a strong feeling in the market and higher figures will probably be asked in the near future, the more so that Easter is approaching and dealers always ask more for the fruit at this season. Oranges and lemons are in fair demand at figures quoted, while there is a small consumptive demand for other lines.

New dates, per lb	0 05	0 07
Bananas, fine stalk	....	1 50
" jumbos	1 75	2 25
Cocoanuts, per bag	....	3 50
Pineapples, crate	4 50	4 75
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	5 00
Lemons	2 75	3 50
Mexican oranges, box	....	2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES—Little trade is being transacted in vegetables these days. Consumers have not much use for cabbage, tomatoes and other such lines during the Lenten season. Another fact tending to keep down demand is the high run of prices. Dealers are forced to ask large figures for the imported goods, but few retailers are in a position to carry anything but a small stock as only select customers can afford to pay the prices which must necessarily be asked for these goods. Mushrooms are 80c. this week. No other price change is noticeable.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
American Cabbage, bbl	....	1 75
Florida tomatoes, crate	....	4 50
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate	....	6 50
Radishes, doz	....	0 50
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 25	3 00
Celery, per doz	0 25	0 90
Potatoes, per bag	1 00	1 10
New potatoes, lb	....	0 07
" " bbl	....	4 50
Jersey sweet potatoes basket	....	2 50
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	4 00
" bag	....	1 75
Beets bag	1 00	1 25
Carrots, bag	0 90	1 00
Mushrooms, lb	....	0 80
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	....	0 75
New Orleans shallots, doz	....	0 60

FISH—Lent being half over, but two weeks remain, orders are not so large as they have been for the past while. Fish dealers are just as well satisfied that this is the case as they are sold out in many of the lines most in demand. Dealers are no longer quoting frozen haddock and cod, but fresh haddock is selling freely, as is also new frozen lake trout. Frozen herring and halibut are scarce, also salmon. Tomcods are lower. Yarmouth bloaters and kippers are arriving in good quantities. There is a scarcity of new haddies, prices for which are high.

Fresh and Frozen Fish.

Halibut, express, per lb	....	0 10
Grass pike, express "	....	0 07
Mackerel, small, " "	....	0 08
Dore, " "	0 08	0 08½
Small sturgeon " "	....	0 08
B. C. salmon " "	....	0 10
Qual'a salmon, " "	....	0 08
Smelts " "	0 08	0 10
New tomcods, bbl	....	1 75
Frozen herring, per 100 fish	....	2 25
Haddock, fresh, lb	0 05½	0 07
Lake trout, lb	....	0 11
White fish, lb	....	0 07
Smoked and Salted—		
Kippered herring, half boxes	....	1 10
Smoked herring, per small box	....	0 10
Yarmouth bloaters, box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 50
Boneless cod, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
New haddies lb	0 09	0 1[illegible]
Dry cod in bundles	....	6 50
Oysters—		
Standards bulk, per imp. gal	....	1 40
Selects, bulk, per gal	....	1 60
Oyster pails, pints, per 100	....	1 00
" " quarts, "	....	1 25
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 25
" " per half bbl	....	3 00
No. 1 N.S. herring, half bbls	....	2 75
No. 1 Lake Trout, 100 lb. kegs	....	5 00
No 1 Sea trout, kegs	....	5 75
Labrabor salmon in bbls	....	12 00
" " in ½ bbls	....	6 50
Large green cod, 200 lb. bbls	....	9 00
No. 1 green cod, in bbls. of 200 lbs	....	7 50
Small " " "	....	5 00
No. 1 Mackerel, pail	....	1 75
No. 1 Haddock, bbls. 200 lbs	....	6 50

TORONTO.

FRUIT—A small shipment of California pears and plums, one of the first of the season, was received in the early part of the week. Some pears were on the market from Cape Colony, and arrived in good shape. They sold at $2.25 and $2.50 per box of 45. The advent of Easter will have the effect of sending prices up all round, though the raise

will be only temporary. Pineapples, on account of the dry weather, will run small in both Cuban and Florida varieties. Bananas are quiet, with prospects of a slight raise in the near future. Apples are advancing, with Spies chiefly in demand, and the supply scarce. Lemons are firmer, and show a rise of 50c. over last week. Grape fruit is rising steadily and, in the opinion of many importers, will reach $6 within a few weeks. Marmalade oranges are scarce, but the demand is good and several shipments have enjoyed an advance sale at from $2.30 to $$2.60 a box.

Oranges, Mexican, 126s 150s	2 00	2 15
" Tangerines, Floridas half box	3 00	3 25
" Ordinary Valencias, 420s	3 25	5 50
" Large " 420's	4 50	5 00
" Redland navels, 96's, 126's	2 65	2 75
" " " 150's 176's		3 00
Bronco Brand, Victorias, extra fancy, 96's, 150's 176's, 200's, 250's	3 00	3 50
" marmalade, 160s 200s, 240s, per box	2 25	2 50
Grape fruit, Floridas, 46's, 80's, 96's	3 25	4 75
" " 48's, 64's	4 50	4 75
" " 80's, 96's	4 00	4 50
" Bahamas, 54's, 64's		4 25
" " 80's, 96's		3 75
Lemons, Californias, boxes, 240's, 270's	3 00	3 50
" Messinas, 300's-360's	2 50	3 00
Pineapples, Florida and Cuban, 30s and 24s	4 50	6 00
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy	3 25	4 25
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, Jamaica firats, per bunch	1 50	2 00
Red bananas, per bunch		3 50
Cranberries, per barrel		8 50
" " crate		3 00
Strawberries, Floridas, per qt	0 50	0 60

FISH—Several varieties have dropped out since last week, but the demand still continues fairly brisk, and will take a jump towards the end of Lent. All dealers are figuring, as usual, on a heavy call for Good Friday, and are stocking accordingly. Haddock has gone up 4c. a lb. since last week, and is now selling at 3c. over the Montreal market.

Haddock, fresh caught, per lb		0 10
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 09	0 11
Whitefish, in 100-lb. kegs, per keg		7 75
Trout, per lb	0 09	0 10
Ciscoes, per basket		1 30
Home cured bloaters, per box of 50		1 25
Finnan haddie, per lb.—very scarce	0 09	0 10
Oysters, per gal		1 80
Labrador herring, per half bbl	3 00	3 25
" " bbl		5 50
" in 20-lb. pails, each		1 00
Red salmon, per lb., sea		0 12
Fancy Manitoba white fish, per lb	0 09	0 10
Smelts, No. 1, per lb	0 09	0 10
Fresh herrings, per lb., in 100-lb. sacks	0 03½	0 04
Pike, per lb., winter caught		0 06½
Yellow pickerel, large, per lb		0 09
Kippered herrings, 50 to box	1 00	1 50
Tubilees, per lb		0 07
Halifax codfish, 3-lb. box		4 50
Shredded cod, per lb		0 08
" " " doz		0 90
Digby herrings, per lb., bbl	0 60	0 65
Fletched cod, 100-lb. boxes		3 00

VEGETABLES—Trade remains quiet. Shipments of Dutch sett onions have come to hand in first-class shape, and will be put on the market at the first sign of improved weather conditions. From $3.25 to $3.50 a case is being asked for Valencias, with the Liverpool market about the same. Bay onions are high and scarce. Old cabbage is being cleared up at $30 per ton. California celery is enjoying a ready sale at $6 or thereabouts.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

"Out of Season Specialties"

The importing of delicacies in fruit and vegetables is one of our features.

VEGETABLES such as

Head Lettuce, Cucumbers, New Beets, Carrots, Spinach, California Celery, Radishes, Green Peppers, Tomatoes, California Artichokes, Sweet Potatoes, New Potatoes, etc.

FRUITS such as

Strawberries Pineapples, Grape Fruit, Tangerines, etc.

All add to the attractiveness of good display. A good time now to begin handling them.

THE LEADING FRUIT HOUSE

WHITE & CO., Limited
TORONTO and HAMILTON

LEMON QUALITY RACE

Regular Correspondent

Marconigram, Mar. 12th, 12 Collect—"Tracuzzi's entry **(St. Nicholas-Home Guard-Kicking-Puck)** takes all the money."

B. L. O. E.

ONIONS

We can supply your wants either in ***Valencia Onions*** in cases or ***Native Onions*** in bags.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.

Car Finest VALENCIA ORANGES
Regular and Large 420 size.

Car SEVILLE (MARMALADE) ORANGES

Car FANCY BANANAS
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SPECIALTIES FOR THIS WEEK

2 cars Stewart Fruit Co's. Redlands Navel Oranges "Signal Brand," Extra Fancy "Warrior," extra choice.

1 car Florida Celery (Chase & Co's. packing) close prices for large lots.

MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square Montreal

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

The people still insist on our

Pure Apple Juice

because our precautions are a surety of purity. All grocers who know, push our

Jams and Jellies

because they know the people prefer them enough to walk an extra block to get 'em.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks, or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

MID LENT FISH SALE

No. 1 Labrador Salmon
No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA
Wholesale Fish Dealers
23 Common St. MONTREAL

OUR BUSINESS IS Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

Fruits, Green and Dried, and Nuts are our Specialties.

Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.

C. & F. prices given for car lots.

FRED^K. FISHER & SONS
St. Magnus House, Monument St.
LONDON, ENGLAND

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

SALT SALT

No trouble to give figures and information.

VERRET, STEWART & CO. Limited
MONTREAL

SALT SALT

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
Packers and Exporters of Canned Lobsters
—Wholesale only

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE

The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

SUPPLIES FOR LENT

FISH AND OYSTERS

New Skinless Dressed Cod, in 100-lb. cases.
Pure Boneless Cod, in 1-lb. and 2-lb. bricks.
Labrador Herrings, in brls. and half brls.
Labrador Salmon, in brls. and half brls.
Labrador Sea Trout, in brls and half brls.

Fresh Frozen Pike, Pickerel, Salmon, Mackerel, Halibut, Cod, Sea Herrings, Smelts and Tomcods.

Bulk Oysters by the Gallon
"Standards" and "Selects."

All kinds of Fresh, Frozen, Smoked, Dried, Salted, Pickled and Prepared Fish in Season.

Mail Orders Solicited.

Branches:
ST. JOHN, N.B.
GRAND RIVER
GASPE

LEONARD BROS.
Wholesale Fish Dealers
20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639
LONG DISTANCE TELEPHONES

FIRST COME, FIRST SERVED

REMEMBER, THERE ARE NO FAVORITES

Winnipeg's Big Grocery Show

JULY 1st TO 13th, '07

SPACE ALLOTTED ACCORDING TO DATE OF APPLICATION

BETTER MAIL YOURS TO-DAY

If you have not received diagram and particulars, let us know and we will mail you one.

"Goods Well Advertised are Half Sold"

Address W. A. COULSON, Secretary,
Retail Merchants' Association of Western Canada,
53 Scott Block, WINNIPEG, Man.

You can slight some articles in the grocery business; but—don't slight your cigar counter. You do not need to carry a big stock, but it is necessary to carry a good one. Make sure by stocking

PHARAOH and PEBBLE

Cigars—cigars which have won a reputation for honest goodness second to none, and won that reputation pitted against some mighty good cigars.

Pharaoh makes an ideal smoke and retails for ten cents, although universally acknowledged to be worth fifteen.

Pebble is a marvel for quality when compared to any other cigar ever sold at five cents.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The man who smokes any other brand of tobacco does not know the virtues of ***T. & B.***

The Grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock ***T. & B.***

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HERE AND THERE WITH THE TRADE.

W. G. Boomer has opened a fish store in Preston.

A. Baird, grocer, St. Mary's, has sold to J. Fenwick & Son.

G. B. Morrison, general merchant at McKee, Quebec, is dead.

M. Daignault & Co., grocers, Montreal, have been registered.

L. G. Stanley, grocer, Atwood, has sold out to T. G. Ballantyne.

G. C. Truman, general merchant, Fairlight, Sask., is selling out.

John W. Heald, grocer, Port Arthur, has assigned to F. D. Jackson.

A. W. Beausoleil, general merchant, Richmond, succeeds J. A. Rivard.

A. Latimer has succeeded H. T. Merrill, general merchant, Lansdowne.

Miss F. M. Dickie, grocer, Oshawa, has advertised her business for sale.

J. McCliggot has purchased the general store of Jas. Barry, Douro, Ont.

The store of the Carrot River Trading Co., Tisdale, Sask., was burned out.

Nelson McBride, general merchant, Maladar, has assigned to R. E. Burns.

W. Morrissette, grocers, Greece's Point, is offering 20 cents on the dollar.

The assets of Wilson, McPhee & Co., tea merchants, Ottawa, are to be sold.

Charland & Co., general merchants, St. Gertrude, Que., have been registered.

Edwin Owen, general merchant, Bracebridge, has assigned to N. L. Martin.

J. A. Campbell has succeeded F. Dupins, general merchant, Hawkesbury, Ont.

Moore Bros. have succeeded Johnson Bros., general merchants, Rouleau, Sask.

Charles Goldschleiger, general merchant, St. Tite, has assigned to A. Lamarche.

The stock of W. Ledoux, general merchant, Armand, has been sold by auction.

B. Clark & Son, general merchants, Borden, have sold to Smith & McQuarrie.

Morgan & Oles have succeeded Marquis & McCullough, general merchants, Wakopa.

J. L. Forrest, general merchant, Plumas, Man., has sold to Mattick & McKenzie.

The stock of Beard & Walton, general merchants, Crystal City, was sold March 4th.

Walter J. Herbert, general merchant, Stratford Centre, Que., has assigned to J. P. Royer.

The business of H. E. Maddock & Co., general merchants, Uxbridge, has been advertised for sale.

A meeting of the creditors of McCabe & Stinson, general merchants, Haileybury, was held Feb. 28.

A meeting of the creditors of W. J. French & Co., Beaverton, general merchants, was held on March 1.

Thomas George, merchant, at Cornwall, has assigned, and a meeting of his creditors was held last Fhiday.

A meeting of the creditors of Edward E. Coolidge, general merchant at Demorestirdle, is called for to-day.

Picard & Prefontaine, general merchants, Isle Verte, have assigned; V. E. Paradis being provisional guardian.

F. R. Urstadt, who conducted a grocery business at Waterloo for two years has sold out to J. Berges, Waterloo.

The grocery store of Joseph Stackhouse, St. John, N.B., was burglarized last week. Only a few cents were taken.

J. H. Birch, general merchant, Dorchester Station, has sold out to Wm. Watson, possession to be given March 15th.

The Cold Storage and Ice Trades Review, London, Eng., has removed to the Chamber of Commerce building, 3 Oxford Court, Common St., London, E.C.

Howard Hodgkins, of Aylmer, has severed his long connection with the Red Star grocery. He has gone into business for himself and taken over the grocery of S. Pierce.

T. Newans, of Prescott, has taken over Bovand's grocery, the latter having gone into the harness business. Mr. Newans is widely known in the listrict and his friends predict for him a big success.

Martin Ralph, flour and feed merchant at Port Hope, has sold out to John Curtis. The latter intends to run his newly acquired business in connection with his grocery and pork establishment.

The Force Food Company have got out a very handsome little scarf pin with the head of their famous "Sunny Jim." The pin is gold filled and of very neat design. Mr. J. E. H. Davis, their Canadian representative is distributing them among his friends.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FOOD STUFF TRADE NEWS FROM THE ATLANTIC SEABOARD

(By Canadian Grocer Special Correspondent.)

Halifax, N.S., March 12, 1907.

Trade continues fair considering the weather conditions, which are not incentive to good business. There is a great scarcity of eggs just at present. The market is about bare, and the price has been advanced five cents per dozen. All the dealers are clamoring for eggs, but none are available. Butter is also scarce. Potatoes are jobbing at $2.25 per three bushel bag. The arrival during the week of 300 bags from New Brunswick relieved the market to some extent.

FISH.—The boisterous weather on the coast the past few weeks has prevented the fishermen from going out to the grounds, and as a result the market is almost bare of fresh caught fish. Had it not been for the cold storage warehouses, which were well stocked, there would have been a fish famine in Halifax this Lent. The shortage in the supply and the heavy demand has caused an increase in prices. Lobster shipments from these parts to the American markets have practically ceased, owing to the scarcity. Large lobsters are selling in Boston at $35 per crate and upwards. In New York, lobsters (large) sell at 45 to 50 cents per pound, and small at $35 per crate.

There is a scarcity of fodder in the country districts. The supply of hay is not equal to the demand.

The fruit growers of Prince Edward are asking for assistance from the Government to inaugurate a packing house for fruit at Charlottetown.

The McClelland Bros. Co., has been organized at Annapolis Royal with a capital of $10,000. Geo. E. Corbitt is president. The company has bought a large number of farms near Annapolis and intends going into the sheep-raising industry on a large scale.

Michael Dwyer, head of the large wholesale grocery firm of John Tobin & Co., is visiting England.

Howard Smith, of the fish exporting firm of W. & M. Smith, Halifax, has left on a tour of Europe. He was accompanied by Mrs. Smith.

Rupert M. Symons, of Halifax, has been elected president of the Nova Scotia Grocers' Guild. Mr. Symons is well known to the trade of this province.

Fred J. Ward, of the firm of John P. Mott & Co., manufacturers of cocoa, chocolates, soaps and spices, has been visiting friends in Montreal, and accompanied by his wife he has gone on to Philadelphia to visit relatives.

William A. Emmerson, a former maritime traveler, died at his home at North Sydney last week. Mr. Emmerson was favorably known throughout the province, he having some years ago represented the wholesale grocery firm of R. B. Seeton & Co. He was prominent in military and musical matters, having, as a member of the 63rd Halifax Rifles, served in the Northwest Rebellion. He organized a cadet corps at North Sydney, and has been secretary of the Eastern Club since its inception. He was 45 years of age and leaves a widow and six children. Since taking up his residence in the Cape Breton town he has been engaged in the commission business.

MAKING A TOILET SOAP GO.

An interesting effort is being made to advertise Plantol toilet soap, a high-grade product of the Sunlight Soap people. Robert Barron, one of Toronto's prominent grocers, is sending to his patrons under date of Feb. 21 the following letter typewritten:

"Dear Madam,—We have the pleasure to bring to your notice a

SPECIAL DEAL ON SUNLIGHT SOAP.

"Sunlight Soap, as you are aware, is usually sold at 5 cents a tablet, but, owing to our having made special arrangements with the manufacturer to take a large quantity, we can offer you an original case of

100 TABLETS FOR $4.50,

and will give you

6 CAKES OF PLANTOL TOILET SOAP FREE.

"Plantol Soap is a high class toilet soap, worth 20 cents a cake, so that this offer saves $1.70 to those who take advantage of it.

"As we only have a limited supply, please telephone your order early, as we can only make this offer whilst our present stock lasts."

AUSTRALIA PREFERS CANADIAN TRADE.

L. Gerald Freeman, of Melbourne, Australia, who is at present on a tour through Canada with the object of quickening trade relations between the Dominion and the Australian Commonwealth, says that Australians would be only too glad to give preference to Canadian manufacturers, and he was convinced that, with a little effort, Canadians could oust United States trade from the Australian markets.

GROCERY FIRM BURNT OUT.

Woodstock, Ont., suffered a severe loss by fire on March 1st, when the whole block adjacent to the post office was wiped out. Among other buildings destroyed was that occupied by Stevens & Haydens, grocers. William Lilley's meat market was also a total loss.

Twenty-seven cars of California celery to date is the record of White & Co. for this winter. A few years ago California celery was unknown. It fills in the gap well at a time when other vegetables are scarce and high.

Walker Bin Fixtures

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an **impression** on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.

Write for Illustrated Catalogue—"Modern Grocery Fixtures."

The

WALKER BIN & STORE FIXTURE CO. Ltd., BERLIN, ONT.

Representatives:

WINNIPEG, Man.—
STUART WATSON & CO.

REGINA, Sask.:
THE H. W. LAIRD CO., LTD.

If you want an Awning, why not try

The Tobin Tent & Awning Co., Ottawa ?

It's worth considering.

EGG INSURANCE

What is it? A simple and effective method of delivering eggs by wagon without breakage just as quick and cheap as it is sure, costs one-third of one cent per dozen eggs and saves more than the cost in time alone, to say nothing of what it saves in breakage.

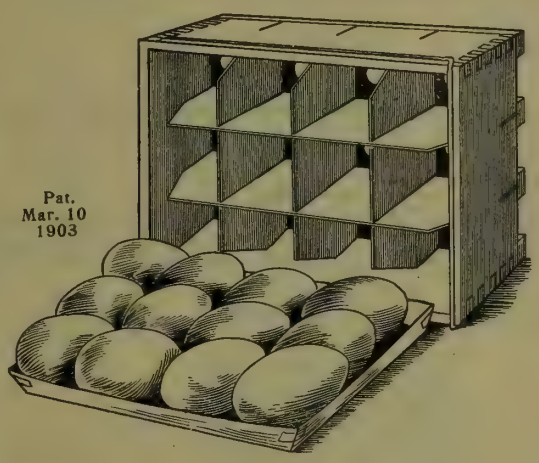
TO BE CONVINCED

try a sample order of **STAR EGG CARRIERS** and **TRAYS** now. During the next sixty days you will sell many hundreds of dozens of eggs. What will the breakage amount to if you are using the old style carriers, and what will it cost?

A COMPARISON

If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First purchase of 5 M. paper boxes at $9.00 per M., cost you	$45.00
Second purchase of 5 M. paper boxes at $9.00 per M., cost you	45.00
Total	$90.00
We Supply you Star Egg Carriers and Trays.	
First purchase 2 doz. No. 1 Star Egg Carriers, $2.75 per doz.	$ 5.50
First purchase 5 M. No. 1 Star Egg Trays for $3.50 per M.	17.50
	$23.00
Second purchase 5 M. Star Egg Trays for $3.50 per M.	17.50
(You have the Carriers) Total	$40.50



Your Saving is $49.50, or nearly 60% and no broken Eggs.

These facts must appeal to you as they have appealed to thousands of grocers who are using the **STAR EGG CARRIER** and would not be without it. Try a few dozen—order from your Wholesale Grocer, or if he cannot supply you, write direct to the General Agents—

MacLaren Imperial Cheese Co., Ltd.

TORONTO.

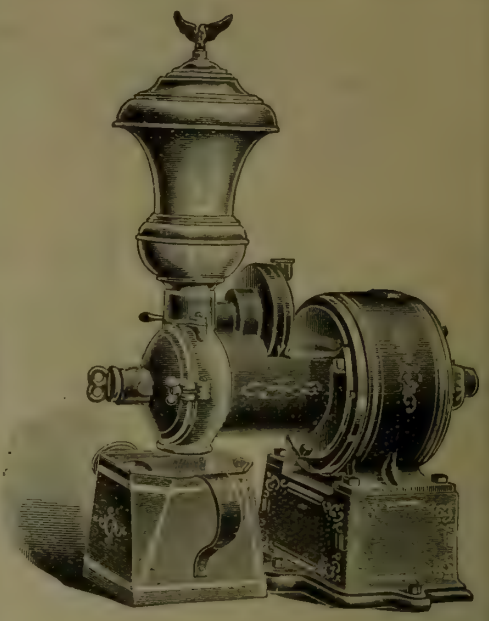
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S- A.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U. S. A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED · TORONTO, ONT

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

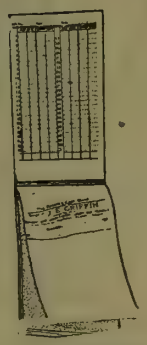
WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

CONSERVE YOUR PROFITS

The best way to do that—a way approved, because found reliable, by most shrewd grocers is to instal a

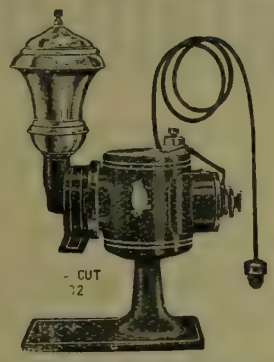
Duplex Counter Check Book



Saves time, cuts out worry attending the carelessness of clerks and assures success. A post card will bring particulars.

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

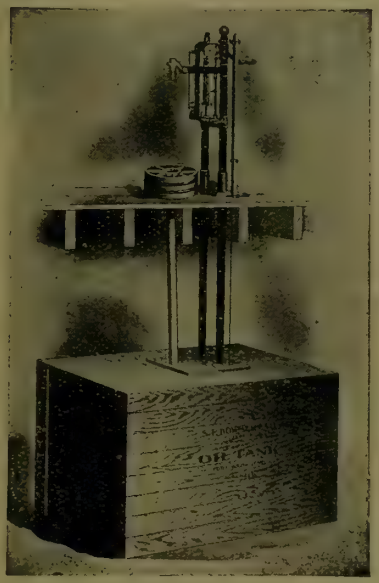
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

It's a Pleasure to Sell Oil



CUT No. 1
CELLAR OUTFIT
ONE OF FIFTY STYLES

The Bowser Self-Measuring Oil Tank makes it a positive pleasure to sell oil. Why? Because it is convenient. Just a few steps to the pump, one simple stroke and the can is filled. It's just as easy as selling a package of breakfast food. Because it is clean. All the oil is kept where it belongs, in the tank or in the customer's can. Because it is safe. No danger of fire or explosion. Because it is economical. It pays for itself in one year by its own saving of time, labor and oil.

If you handle oil with the old style tank, you can realize what the Bowser gives you. Catalog B tells more about the Bowser. Send for it to-day.

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave. TORONTO

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

NO MONOPOLY

can be obtained on the raw materials that are used in the manufacture of Pickles, Sauces, Jams, etc., no manufacturer can corner the market. We buy the best raw materials obtainable, we pay the highest prices for it.

MACONOCHIE'S PICKLES

for instance, are prepared from English grown vegetables, and the finest well matured, MALT VINEGAR. Our process retains all the natural flavor and crispness of the vegetable, we court comparison with any pickle produced anywhere. We ask you, Mr. Grocer, to compare Maconochie's Pickles to-day with the highest-priced pickle on your shelf.

If you are disinterested, you will be bound to acknowledge that ours is not only the best quality, but the greatest value, and as the prices

LEAVE YOU A GOOD PROFIT

we count on your co-operation to place, in the homes of the Canadian public, high grade British goods that are honest value. We have confidence in your judgment, when you ask your jobber for MACONOCHIE'S GOODS turn a deaf ear, if any reason is advanced why you should buy others, said to be just as good. Be firm, if he has not got them, remember there are others willing to let you use your own judgment.

Maconochie Brothers, Limited

LONDON, ENGLAND

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 15, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 70
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's....$2 85

Canada Flakes "Household" 24/25 s 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	1 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

	Per doz.
lb tins, 4½ doz. to case	$ 90
1 " " 4 " "	5 40
½ " " 2 " "	4 75
¼ " " 1 " "	2 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	26 c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22 c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

In lots of less than 100 books, 1 kind assorted.	Unnumbered. 4c.	Covers and Coupons numbered 4½c.
100 to 500 books	3½c.	4c.
500 to 1,000 books	3c.	3½c.

Some Manufacturers

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

allow their products to vary in quality when prices of materials are high—**WE DON'T.** We are able, with our enormous facilities and immense output to perfect our processes of manufacture and make up for increased cost of materials in decreased cost of production. You are sure that **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins are right every time you sell them. That is what you want to push, isn't it!

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Easier to sell than
any other similar goods are

BORDEN'S BRANDS

"EAGLE" Brand
Condensed Milk

"PEERLESS" Brand
Evaporated Cream

FOR SALE EVERYWHERE IN CANADA

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
"	2 "	" 1 "		$3 20
"	4 "	" 1 "		3 00
"	20 "	" ½ "		4 50
"	20 "	" 1 "		4 75
				9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	" 0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 10
20-lb. tin pails	2 00
Cases 3-lb. "	0 11
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz. $ 1 40
" ¼-lb. tins	" 2 50
1-lb. tins	" 5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	" 0 25
F. D., ½-lb. tins	per doz. 0 25
" ¼-lb. tins	" 1 45

K. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins	per lb. $ 0 35
¼-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
½-lb. jars	" 0 65
Old Crow," 12-lb. boxes—	
½-lb. tins	per lb. 25
¼-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. $ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Sauces.

Worcestershire, Holbrook's, small,	per doz. $2 15
Worcestershire, Holbrook's, large,	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " { 30 1-lb. / 60 ½-lb. }	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

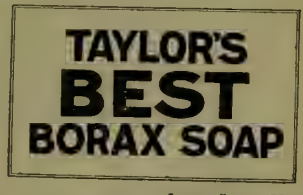
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.



	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross $10 20
" " black	" 15 30
Oriole soap	" 10 20
Glorioia soap	" 12 00
Straw hat polish	" 10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

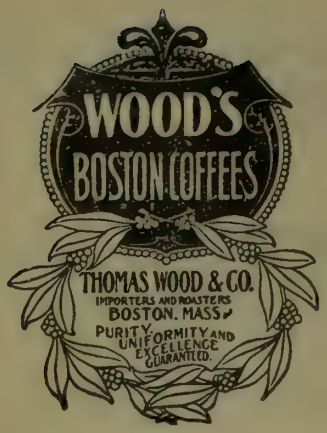
CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

AT THE FRONT.



In an "endurance contest" only the best balanced and best constructed automobile wins.
It is simply a question of a "survival of the fittest."
In the contests for the great prize of Popularity

WOOD'S COFFEES

have been victors for more than 25 years.
The sterling quality of Permanent Worth is their chauffeur.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs., cases 5 dos., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

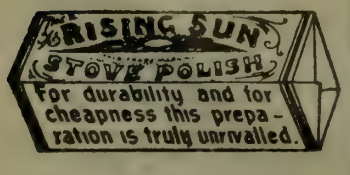
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	8½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 25
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	3 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—			
Cases, 24—2's	1 95	Bbls. per lb.	0 02½
" 12—5's	2 40	½-bbl. "	0 03
" 6—10's	2 35	Kegs "	0 03½
" 3—20's	2 25	Pails, $1.40 and $1.	

Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c. 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

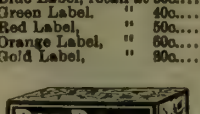
MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

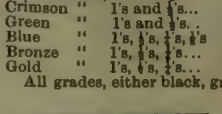
Black Label, 1-lb., retail at 25c.	$0 19	
" ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

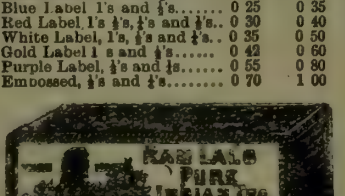
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 50 1-lb.	$0 35
" " 80 ½-lb.	0 35
" " 80 1-lb.	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and ⅛s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

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" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
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Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, MARCH 22, 1907. NO. 12.

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C. & B. goods are the most scientific and up-to-date known, and that is ONE reason why C. & B. goods are superior to any ordinary brands and why every storekeeper who looks to his interests should stock them. It is admitted that on the packing depends the preservation and quality of the goods. Carelessly packed foods are a menace, not only to the users, but also to the storekeeper who sells them. It is, therefore, imperative that every storekeeper should stock only goods which can be relied upon in every way. With C. & B. goods you can be certain of the taste and quality and need not fear any complaint from the consumer. Our new Vacuum Glass Jars of Galantines of Veal and Ham, Chicken and Tongue, and Brawn are the acme of perfection in the art of food packing. Send an order in for a trial lot to-day.

CROSSE and BLACKWELL LTD.

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON

MONTREAL.

SPECIAL LINES FOR THE SEASON—

Game Pates, Potted Meats, Potted Fish, Galantines of all kinds in Vacuum Glass Jars. Imperial Service Rations.

The Pickle

and

The "Thistle"

Hannah's Scotch Pickles

A good pickle is a hard thing to get hold of now-a-days. To be good a pickle must be sound, tart, crisp, patatable. Hannah's Scotch Pickles are all this and more. They are as good when the bottle is opened as the day they went into the bottle itself. That is because of the excellent high quality of the vinegar used. Packed in 10, 16, 20 and 30 ounce bottles and ***packed right.***

ORDER NOW

"Thistle" Maple Syrup

Made by particular people for particular people. The real honest kind that brings one back to the old farm again with its grove of sugar maples on the "north" side of the hill. Maple Syrup with the real maple taste to it.

Pints, Quarts, Gallons or in Bulk.

Ma-22.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

20½ Front St. East, Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

TOMATOES
AND
CORN
LOW PRICES
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

SWIFT'S "SILVER LEAF" LARD
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
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Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4.)

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT—AT RIGHT PRICES

— BRUSHES —

SCRUB, SHOE, STOVE, KALSOMINE, WHITE WASH,

BROOMS, MOPS, CLOTHES PINS,

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON — CLOTHES LINES — SISAL

— WASHBOARDS —

Light Improved, Solid-Back Globe, Nickel Plate, Brass King, Glass King.

— PAILS — WOODENWARE — TUBS —

The "MADE IN CANADA" kind that gives satisfaction to both seller and user.

SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY

ALSO A FULL STOCK of every well known brand of SOAPS, WASHING POWDERS, METAL POLISHES, etc.

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

High-Grade Tea (versus) Low-Grade Tea

To push high-grade teas is to insure your customers' continued patronage, and faith in your ability to supply him with the best Tea money can buy at the price.

BUT

to make a specialty of selling cheap tea only lands you in a hole, when a sudden and continued rise takes place in the tea market, such as is the case at the present moment, and your customer wonders why he cannot get the same tea at the old price.

Quality Will Always Win Out

Do it now, before it is too late, and push Blue Ribbon 40c., 50c., 60c., 80c., $1.00 Teas, and you will be surprised at the marked increase in your tea sales.

THE BLUE RIBBON TEA CO., Limited

12 Front Street East, TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.
BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.

TRADE MARK

CANADA PAPER CO.
LIMITED

Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...

BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.

JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

T. E. CHAREST
MANUFACTURERS' AGENT

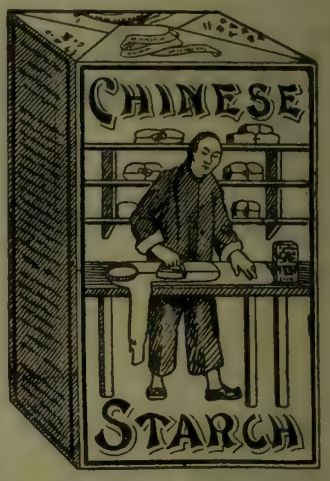
11 ST. GABRIEL ST., QUEBEC

Extensive connections with retail and wholesale grocery trade of this city.

Highest references.

We Write Ads.
Local merchants who want more business correspond with us, will write a series of strong ads. for your newspaper, also booklets, circulars, etc.—the kind that bring results. Full information on request.

LATOURETTE ADV. AGENCY, Fenton, Mich.



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

Persons addressing advertisers kindly mention this paper.

CATSUPS

AYLMER AND DELHI

Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

QUALITY DID IT

CANADIAN CANNERS,
LIMITED

A Unanimous Verdict

Old Homestead Brand of Canned Goods have been on trial, now going on four years. Three verdicts have been delivered by the women of Canada, who have been judge and jury, and these verdicts have only been arrived at after submitting our goods to every conceivable test. The first year's verdict was

"None Better"

We started the second year firmly convinced that **Old Homestead Brand of Canned Goods** were easily the best ever marketed, and the second popular decision of Canadian Housewives only served to confirm our opinion. That decision was

"None Nearly So Good"

In the third year of our race for supremacy in our line we took extra special precautions and increased our facilities because we were convinced that the **OLD HOMESTEAD Brand of Canned Goods** were practically in a class by themselves. The third annual verdict was absolutely unanimous. The women of Canada, after three years careful analysis, have arrived at the verdict that our far-famed brand is altogether

"INCOMPARABLE"

Can any Grocer in the Dominion afford to ignore the wants of women? You certainly are not giving yourself anything like a square deal unless you sell this thoroughly reliable, always delicious, far-famed brand. Better send along that trial order now if you've never stocked **Old Homestead Brand of Canned Goods. Do it Now!**

The Old Homestead Canning Co.

PICTON, ONTARIO

Serve the People With the Best.

You can only do this by selling

"SALADA"

The proof of its superiority over all other teas is its enormous and ever increasing sale.

We prepay the freight and Guarantee its sale.

Wholesale prices and terms from

"SALADA" Toronto - Montreal

WHOLESALE WAREHOUSES AT

NEW YORK	BUFFALO	BOSTON	DETROIT	CHICAGO	PITTSBURG
198 W. Broadway	11 Terrace	206 State Street	83 Shelby St.	34 Wabash Ave.	6951 Hamilton Ave.

1907
1852

55 years ago the manufacture of "GILLETT'S GOODS" was begun. ¶ From small beginnings our goods are now known from ocean to ocean.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.
Do you sell them?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food-products that are produced in clean factories.

"Sterling"

Brand

Pickles

The famous Made-in-Canada pickles, choice of the consumer, of necessity a seller with the trade.

Whenever you see the brand "Sterling" on pickles, relishes, catsups, jellies, you have the best.

The T. A. LYTLE CO.
Limited
TORONTO, - CANADA

Y. & S.
SCUDDER
M. & R.
STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely
by stocking up with the famous
"Gingerbread"
BRAND
Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia
Agents

C. DeCARTERET, - - - -	KINGSTON
GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

All **Valencia Raisins** packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.& Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

The
Cunningham & DeFourier Co., Ltd.
LONDON, ENG.

PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

PLACING an order with the OZO CO. means something more to the buyer than assurance of the delivery of a certain quantity of goods at such and such a price. Our product not only gives the impression of neatness and wholesomeness, which is the token of carefully prepared goods, but has a fitness which attracts the customer and inevitably ends in a sale. The firm control the planting, the handling and the making of their product, make their own vinegar, and such a vinegar as experience has taught them will go a long way towards making the best pickles. Our goods cost no more than others; their selling ability is double that of the common article. Turning your dollar over twice makes the profit of double that capital and is business.

THE OZO CO., Limited

MONTREAL

Yacht Club Sardines

Fine French Goods, ¼s, retail at 20c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

Don't worry!

Have you any customers to whom you sell everything **but** Coffee? People who are content to buy their sugar and salt from you, but who go to the other grocer, round the corner, for their **Coffee?** What's the reason? Don't you give attention to the Coffee department of your business? There is no single line you handle that affords the all round profit to be got from an intelligent handling of Coffee. Perhaps you have never had the right blends.

Your Coffee Problem Is Solved

and you will have no further need to worry if you use the **White Swan** blend. It is a blend selected by experts who have spent a lifetime in the business. It is specially prepared for particular people, and its peculiar excellence always satisfies the most fastidious palate. The very tin, too, is high grade. You will soon get a profitable coffee trade if you handle it, and the profits that have been going "round the corner" will once again find their way into your till.

We will cheerfully mail samples on request.

The Robert Greig Co., Limited, Toronto

GREIG'S **White Swan** BRAND

It Pays to Have Proper Connections in

THE WEST

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable.
Satisfaction Guaranteed.

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **Winnipeg, Man.**

2 in 1

To sell a thing as good as **2 in 1** and as well advertised for you saves talking your customers into a sale.

What's the inference?

Always buy

2 in 1

For sale by all jobbers.

When ordering mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Ont.

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

NO. 3

CODES:
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg.

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

At the Pure Food Show

TAYLOR'S

INFANTS' DELIGHT

and

BEST BORAX SOAP

are displayed because they are **pure** enough to eat.

John Taylor & Company, - Toronto

Canada's Largest Soap Makers and Perfumers

Royal Crown

Witch Hazel Toilet Soap

Is Well Advertised

Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

—Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

The ROYAL CROWN, Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

20

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - **Montreal**

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

YOU SIMPLY MUST

satisfy the housewife, and this you can do only by giving her ABSOLUTELY THE BEST when she asks for Cocoa. You may succeed in pleasing her with substitutes, but that lasting satisfaction which means regular custom is gained only by selling the real, genuine leader in the market.

SUCHARD'S COCOA

has a reputation behind it, and has time and again been proved the acme of perfection in Cocoa. It has led all other brands for years.

The proof lies in our enormous sales—over 25 tons a day—and in the millions of satisfied customers daily buying SUCHARD'S COCOA from grocers all over the world.

You cannot afford to be without SUCHARD'S, because every day you lack it you stand to lose customers and profits.

ADDRESS US ON THE MATTER

FRANK L. BENEDICT & CO.

MONTREAL

TO MANUFACTURERS !

This is going to be a BANNER YEAR for BRITISH COLUMBIA The terrific winter experienced throughout Manitoba and the Northwest will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all GROCERY COMMODITIES.

Do you wish to participate in the GOOD TIMES? If so place your agency in our hands.

During last month we introduced THREE NEW LINES, placing them in EVERY RETAIL STORE on his market. We can do he same for YOU.

Our travellers cover the entire province of British Columbia.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

THIS IS THE AGE OF CONCENTRATION!!!

WESTERN CANADA'S FIRST PURE FOOD SHOW

Winnipeg, July 1 to 13, '07.

concentrates into two weeks what would otherwise take the labor of months to accomplish, and at much less cost.

A straight line is the shortest distance between two points.

OUR PURE FOOD SHOW IS A STRAIGHT LINE

between the manufacturer and the Western consumer.

Follow the Direct Method!

W. A. COULSON, Secretary
Retail Merchants' Association of Western Canada
53 Scott Block, - Winnipeg, Man.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Recommend

all your best customers to try

'CAMP'

COFFEE

When they discover how good it really is, how quickly and easily made, and how economical in use, repeat orders will follow, and of course, mean profit to you. Depend upon it, there's no other liquid coffee to approach "Camp" for fragrance, flavour and purity.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents: **ROSE & LAFLAMME**
MONTREAL.

Raisins

Just in receipt of that fine shipment of Sultana Raisins we were telling you about. They certainly come up to our greatest expectations. Samples will interest you if you are anxious to get hold of something particularly fine.

Currants

It's difficult to obtain the finest in currants unless you pay a price which is likely to take all your spare cash. Now, if you buy your currants from us you pay a reasonable price and save money. We leave room for your profit. Consignment fine Filiatra cleaned now to hand.

Do not delay, but look into this matter at once.
If your stocks are low order right away.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Specials

PRUNES
MAT FIGS
JAMS
SULTANAS

SEE OUR TRAVELLERS OR PHONE FOR QUOTATIONS

Tartan BRAND
SIGN OF PURITY

TEAS

A large stock purchased before the advance. If you are open write for samples and quotations.

RICE

Consignment of the famous "Full Moon" Imported Japan, packed in 50-lb. packets. The Rice that made Japan famous.

Long Distance Phone 596 free to buyers

Special attention to Mail Orders. Guarantee shipment the day order is received.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

The Public are Getting Wise

The public are beginning to get wise as to the purity or otherwise of

Maple Syrups and Sugars

They demand something with a guarantee of purity.

Our "Pride of Canada" Syrups have the guarantee on every can or bottle.

It would be criminal for us to put this on if it were not true.

Ask for samples and prices.

THE MAPLE TREE PRODUCERS ASSOCIATION
WATERLOO, P.Q.

While You Think Of It

—Better send along that renewal order for Mathieu's Syrup of Tar and Cod Liver Oil—better send it right now. This is the cougher's season—just the time o' year that

Mathieu's Syrup

of Tar and Cod Liver Oil

—keeps you busy handing it over the counter. It is known as the best cough cure for all sorts and conditions of coughs and colds. It is extensively advertised. Is it any wonder it sells so rapidly? The profit is worth having, don't you think?

Nothing like a bad headache to show how quickly Mathieu's Nervine Powders can cure it. A dandy money maker all the year round.

J. L. MATHIEU CO.,
Proprietors SHERBROOKE, P.Q.
For sale at all druggists and general stores.

Right from the Sugar Bush

Bright, sparkling and delicious
"Aurora" Maple Syrup.

In Pint Tins
Quart "
½ Gal. "
Gal. "
5-Gal. "

Order **"Aurora"** and make money while the sap runs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

The buying of

JAPAN TEAS

is always a pleasure to judges of tea. There is something so rich, sweet, clean and delicious about Japan Teas that it is a positive relief to the buyer to get away from the woody, rank, harsh and astringent teas of other countries. Argument stronger than the above is hard to find.

"ESSEX"
PORK AND BEANS

The growing demand for properly prepared Pork and Beans has encouraged The Essex Canning & Preserving Company to add this product to their already large variety of fruits and vegetables. The Essex factory, being located in the most favored agricultural section of Ontario and being new, is equipped with every modern facility for doing things right.

The "Essex" Pork and Beans are prepared by a special process that entirely eliminates that strong taste found in other brands. Every bean used is hand-picked from selected stock and is thoroughly washed and cleansed before being cooked.

On opening a can of Essex brand of Pork and Beans (the very perfection of the Essex process is shown in this) it will be found that every bean is entirely whole, thoroughly cooked, mellow, amber-colored and porous, pleasing to the eye and appetising, a distinct advance over anything attempted in Canada heretofore.

Moreover, when we added to the Pork and Beans our **Special Brand of Tomato Sauce,** made from fresh ripe tomatoes and purest of spices under a special process, we are confident that when you have once tried them you will, like Oliver Twist, "still ask for more."

Put up in neat packages with attractive labels, 1½s, 2s and 3s.

Write for samples and prices.

The Essex Canning and Preserving Co., Limited

8 Wellington St. E., Toronto

NOW ON THE MARKET

BALMORAL

Orange Marmalade
Grape Fruit "
Table Delicacies

GUARANTEED ABSOLUTELY PURE

Our Brokers now all have samples. Any inquiries direct to us will be answered promptly.

EVERY GROCER SHOULD CARRY THIS LINE.

J. W. WINDSOR, - - Montreal

PICKLES

Your 1907 business in **Pickles** and **Olives** will be large and profitable if it's

ROWAT'S

you sell—

Prices: Right.
Quality: Satisfactory.
Profit: Good.

ORDER FROM YOUR JOBBER

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

Vinegar

The only vinegar to buy is the one that keeps the trade, not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co., WARNER RD., CAMBERWELL, **LONDON, ENGLAND**

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	1,400,000,00
ASSETS	2,162,753,85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - -	$1,000,000
Reserve Fund, - -	$1,000,000
Undivided Profits, - -	$ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM, Proprietor
RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, Sask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams

Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

Your Jobber's Traveller will give you prices.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

True to Nature, the Syrup with the real smack of new sap goods about it.

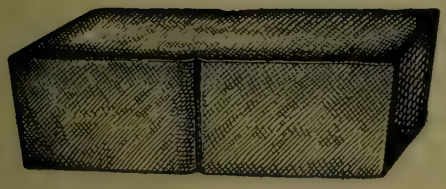
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s**, and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Sold by jobbers everywhere

Montreal

There's more to enjoy in our

Hams, Breakfast Bacon, Skinned Backs and Short Rolls

than the meat—There is a richness and flavor about our meats, due to the method and care exercised in the curing, possessed by no other similar goods, that make

"HORSE SHOE" Brands

of **HAMS** and **BACON**

a treat for your customers—Try an order for

EASTER

Write or 'phone at our expense—Prompt shipment.

JOHN DUFF & SON

HAMILTON, ONT.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents :
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld , Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

Get a First-Class Waggon

You cannot afford to spend much money on advertising. It is essential that your waggon should advertise your business. It pays to invest a reasonable amount in a good waggon. Abbott's waggons please because they are durable as well as artistic. Let's send particulars.

Prompt shipment

H. C. Abbott & Co. London, Ont.

REMOVING

WILLIAM GALBRAITH & SON

As we have to remove our stock between the 1st and 10th April to our warehouse, 80 and 82 St. Peter street, we are prepared to give our customers interesting prices.

WRITE FOR QUOTATIONS

Splendid values in ***Ceylons, Green*** and ***Black;*** also ***Japans*** of every grade.

William Galbraith & Son

WHOLESALE GROCERS

68 McGill Street, Montreal

"Mr. Grocer,—Do you know that SAVOY BRAND is the only high-grade Baked Bean packed in Canada?"

"Do you realize how important it is in these days of Pure Food agitation that you should offer your customers only the best?"

Savoy Brand Pork and Beans

are prepared according to the original Boston recipe—of carefully selected, hand picked, Canadian Beans and tender Canadian pork. They are as different from other beans as day is from night.

HERE'S WHERE YOU COME IN

We ask you to stock Savoy Pork and Beans for two reasons—

First. The excellence of this product will strengthen your reputation for handling the "highest quality" food products.

Second. YOU CAN MAKE MORE MONEY ON THEM THAN ON ANY OTHER BRAND. There is strong conviction in this argument. Think it over.

TWO DOZEN TINS FREE

EXTRA PROFIT IN ADVANCE

We will give you one case of 2 dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2, or No. 3 purchased. This offer also applies to assorted orders for five case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2, and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us. In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases. The Beans sell themselves.

"Made in Canada"

Canadian Factory,
77 Front St. E.

By
ARMOUR LIMITED
Toronto

VINEGAR

Our sales of "Imperial" are steadily growing. Why?

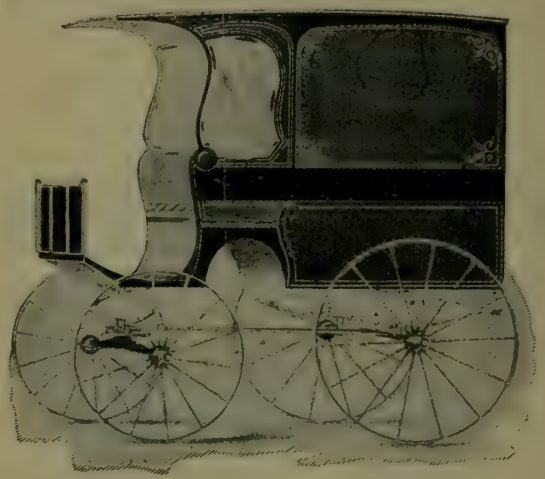
THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

SUCCESS COMES EASIER

to the grocer who owns an

A1 High-Grade Wagon



Because a neat, graceful wagon is the next best thing to an advertising appropriation. **EWART'S** wagons are "silent salesmen." They look the part, and are durable besides.

Write for prices *Phone 1188*

J. A. EWART, 257-9 Queen St. E. TORONTO

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

BLUE

This is a line which usually brings the retailer about fifty per cent. profit.
To clear out a standard line, we offer the retailer

50% PROFIT

and the same size package as any 5c. line on the market, but at a price that will allow it to be sold two 3-oz. packages for 5c.
Our travellers have full particulars.
If they don't call, phone us.

James Turner & Co., Limited, Hamilton, Ont.

OLIVE OIL — THE PUREST

Cultivate your trade by stocking the best
The only Castile Laundry Soap on the market
A distinctly Olive Oil Soap

Mnfd. by The CANADIAN CASTILE SOAP CO., Limited
Berlin, - Canada

THE BEST LAUNDRY SOAP

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

The Gourock Ropework Export Co., Limited
28 St. Peter Street, Montreal

Warminton's Clutch Nails

YOU KNOW THEM. IF NOT, TRY THEM

For repairing and strengthening boxes and cases. They should be in every shipping room. Let me send you a sample box of two sizes.

J. N. WARMINTON
43 Scott St., Toronto 207 St. James St., Montreal

SOME HOURS BETWEEN TRAINS WITH THE TRADE IN COOKSTOWN

(By a Canadian Grocer Staff Correspondent.)

We are enabled this week, through an unexpected incident, to devote some space to a town whose name has not found its way into The Canadian Grocer columns as often as it deserves. A representative of The Grocer, being sidetracked through an error in the railway time-table, found himself landed at Cookstown, with several hours on his hands and apparently no outlet to his energies. The prospect, at first, looked anything but engaging, and the G.R. started to ransack his vocabulary for words suitable to the occasion. Finding nothing adequate, he suddenly bethought himself that he was greatly an hungered, and with the end of satisfying his appetite with such delicacies as Cookstown offered, turned his steps in the direction of the nearest hotel. Here again, however, Fate pursued him, for he found himself forestalled by countless hosts of farmers, who with the capacity of their kind, were occupying to advantage, every inch of seating material in the dining-room. The reason of this extraordinary influx was speedily discovered in the person of Mr.— the energetic Cookstown agent of the Massey-Harris Co., who explained that the company made only one delivery per year, and that this day was always a great occasion among the neighboring farmers. The Grocer discovered later what the modesty of the agent had forbidden him to mention; namely, that the dinner and liquids were supplied gratis by the Massey-Harris people. There seemed to be no chance of a meal for an indefinite period, however, and The Grocer decided to spend the time which must elapse before he could obtain nourishment in visiting the grocers and general stores in the town, two or three of which he had observed on his way to the hotel.

Right Type of Clerk.

His first objective point was the corner of King and Queen Sts., for his attention had been immediately attracted by the large painted letters on the north side of the building, proclaiming it to be the store of A. Wilcox. Mr. Wilcox was unfortunately out, but his business being of a size to warrant his employing an assistant, The Grocer was agreeably entertained by the latter gentleman pending the arrival of Mr. Wilcox himself. The assistant, whose name did not transpire, struck The Grocer rather forcibly as being of the sort most valuable to their employers. He was courteous and affable, not only to the writer, but to every customer, and they were many, that entered the store during the conversation, no matter whether a sale was effected or not. He manifested a keen and intelligent interest in window-dressing and general store display, and lamented the lack of opportunity for learning the art in his present position, complaining that his ignorance of the fundamental principles prevented his advancing beyond a certain point. The Grocer had the pleasure of introducing him to two or three novel ideas which he himself had gleaned from the competitors in the window-dressing competition, his pupil showing a grasp and appreciation of arrangement and grouping, most unusual in a beginner. The store itself was large, but all the floor space was being used to advantage, and the shelves exhibited a varied line of canned fruits and vegetables. The whole interior had an air of cleanliness and attraction that was most inviting—and The Grocer was not surprised to learn that Mr. Wilcox does one of the largest businesses in town.

Wrestled With the Credit System.

A little higher up on King St. The Grocer noticed the name of W. J. Broley, baker and groceries, and went inside to make his acquaintance. Mr. Broley, it transpired, has been in Cookstown for the last 6 years, and two years ago started in business for himself. He made a vow at that time that he would do a cash business and nothing but a cash business, and for the first month or so, stuck manfully to his resolution. But in the end, he had to give in. Other grocers, he said, gave credit, and if he had attempted to refuse it he might just as well have gone out of business at once. It was impossible, he asserted, when other men in the same line of trade opposed it, to insist on cash payments. He tried now to confine the privilege of running an account to a few of his best and wealthiest customers, but here again was constantly being confronted with the delicate problem of favoring some and black-listing others. It amounted to too nice a distinction altogether when one was called upon to discriminate between A's high standing in the community and utter inpecuniosity, and B's well-known intemperance and general bad character in combination with his undoubted ability to meet his liabilities. If one gave credit to the former and refused it to the latter, B's anger was immediately aroused, while if one reversed the situation, A was reduced to the last stage of offended pride and wounded self-respect. If credit was refused to both of them impartially, A was practically excluded from doing any purchasing at all, which was perhaps a good thing, but B was insulted and took his custom elsewhere—while if credit was allowed to each of them the quantity of trade gained from B was almost offset by the amount lost through A's failure to meet his payments when they fell due.

Going More to Baking.

Altogether it was a vexed question, and Mr. Broley confessed that all his thought and calculations had brought him no nearer to a solution of the difficulty. He reported a ready sale of canned goods in the district, and was expecting to realize a nice little sum on several dozen cases of salmon which he had bought last year for $1.67 a case, and which were now worth $1.85. He finds confectionery a fine side-line and pushes it hard in the summer time, but he is gradually excluding both candy and groceries from his shelves in order to allow more time and concentration for the development of his baking, for which he sees a splendid opening in Cookstown.

Merchant and Banker.

V. S. Willoughby, whose general store next claimed The Grocer's attention, was out of town. Not content with possessing one of the most comprehensive establishments in Cookstown, he some time ago accepted the position of manager of the Sterling Bank at Lefroy, and thither he journeys daily, dividing his time and attention between his commercial interests in one town and financial responsibilities in another. The Grocer was pleased to learn that he was an old friend of the paper, having taken it and Hardware and Metal for some time past. Half of his store appeared to be devoted to groceries, and half to hardware, and he seemed to be doing a thriving trade in each. The Grocer left with a hearty invitation to call again and greet Mr. Willoughby in person, an invitation of which he intends to take advantage at the first opportunity.

Strong for Organization.

A large sign across the road proclaimed that H. Couse sold groceries and confectionery and dealt in flour and feed. To Mr. Couse's store, therefore, The Grocer adjourned, and was hospitably welcomed by the proprietor himself, with whom he was soon deep in conversation. Mr. Couse, being a member of the town council, had ideas on many things, and, among others, advanced several exceedingly strong arguments in support of a movement of which The Canadian Grocer has long been one of the staunchest advocates—that of retail organization. Both he and Mr. Wilcox, with whom The Grocer was fortunate enough to secure an interview later, appeared to feel very strongly on the question, and it was a pleasure to discuss the subject with men of such sound conviction and loyal sympathy. "Much of the opposition," said Mr. Wilcox, arises solely through ignorance, and ignorance, in these days of trade newspapers and numerous other sources of information, for which there is no excuse. The other day I overheard a small retail merchant, in discussing the matter with a friend, make a statement displaying a lack of knowledge which would be laughable if it were not so deplorable. He accused the wholesalers of being a wholly useless and unnecessary organization, 'interfering middlemen' were the words he used—and claimed that the retailers would be better off without them. If he had stopped to consider," added Mr. Wilcox, "the

(Continued on page 55.)

WINDOWS AS ADVERTISEMENTS

Surprising Lack of Interest in Window Dressing—Some Reform in Sight — A Few Pointers Which Will Aid in Makin g Displays.

Few grocers realize what a valuable asset they have in their window. They do not stop to consider what an advertising medium it is, nor do they recognize its tremendous drawing power if properly looked after.

It is a pity that such a state of affairs should exist. Every grocer knows that there is not sufficient profit in foodstuffs to warrant the neglect of any means which will tend to increase trade and consequently enlarge profits.

There are certainly a great many retail grocers who do appreciate a window at its true value, and they are up-to-date in other respects, too, it will be noticed. But when their number is considered and compared with the number of grocers in this Dominion it will be seen that the opening statement is justified.

Why Lack of Interest?

Why do not the grocers give more attention to their windows and to window dressing? In the Old Country it is considered very important and necessary that the store front should always be utilized to advertise the interior. Here in Canada dry goods merchants frequently change their windows. Cigar stores, many of them, have a new display each week. Why not the grocers?

Lack of interest and the non-realization of the window as a valuable asset account for the grocers' stand on this matter.

Happily there are signs of reform in this direction. The Canadian Grocer has conducted window-dressing competitions in the past and will continue to do so. This has stimulated interest on the part of grocers throughout the Dominion, and they are every year using more and more their store windows for display purposes.

Window Too Small.

A great many complain they have not large enough windows to make a decent display. Perhaps you are in this class. Do not let that discourage you. Go right ahead and make the best of the window. Where there's a window there's a way to dress it. Some of the prettiest and most effective displays seen by the writer were made in narrow windows with ugly corners and poor light effects. The dresser brought his ingenuity into play and got over these difficulties.

What kind of a display you can make depends upon what you wish to advertise, the kind of a window at your disposal, and the ideas you have for dressing it.

There are certain things which should be observed in connection with all window dressing.

General Facts to Observe.

See that the window is clean. A sheet of glass which is not quite clean detracts considerably from the beauty of the display. If there are any mirrors be careful that they are all shining, and see to it that the floor of the window is spotless. In the Mother Country the progressive grocers have tiled window bottoms, making it possible to keep the window white as snow at all times. Favoring the tiling of windows also is the fact that it is never necessary to use papers to conceal the flooring. In this respect Canadians might emulate the Old Country grocers.

Overcrowding.

Very often what otherwise would be an excellent window is marred in effect by overcrowding. Too much merchandise is placed on display at once. Remember that simplicity is a great charm in window dressing. Better impress strongly upon the observer's mind the name and merit of one article than create but a fleeting impression of several lines. On the other hand, do not leave the window bare. Your own good judgment should guide you in this matter.

One Line at a Time.

If you will let the public know what you have in stock, go about it gradually. Make a display of one or two lines at a time and change your window frequently. In these days it is found most satisfactory to specialize in this matter, as in many others. If you decide to make a tea window, let it be a tea window. See that the window is dressed in such a manner as to make a lasting impression upon those who look at it. The same applies in the case of soap, or breakfast food, or any other line.

Strive to obtain harmonious effect as far as possible. For instance in displaying package goods it is frequently possible by a little extra care to attain an effect very pleasing to the eye.

Light Effects.

See that your light effects are as good as possible. Never so arrange your electric globes that they shine out upon the pavement. Direct their glare upon the goods contained in the window.

And finally, do not plaster the plate glass with signs calling attention to this line or that bargain. It looks very bad, and besides, hides the window display. Cards are all right in the display itself, bearing prices and catchy phrases, but they don't do stuck upon the window itself.

"Bovril" Window of A. Hagmeier. Hespeler, who won First Prize in District No. 2.

A Little of Everything.

In this connection mention might be made of the foolish habit of some in trying to put into a window a little bit of everything they carry. The writer recalls one window which came under his observation in a thriving Ontario town. Therein might be seen three or four finnan haddies on a platter, containing also a couple of pound prints of creamery butter; a cup of beans and a saucer holding rice; oranges, lemons, soda biscuits, raisins and boot laces were shown in front, while package tea formed a background, a few bottles of patent medicines and a couple of brushes and a broom completing this window. Imagine the impression created upon the mind of the passerby, or a prospective customer! Of course, this was an extreme. It may seem ridiculous, but it's a fact. The window was the laughing stock of the town, and eventually the grocer realized this and reformed.

BOVRIL'S WINDOW DRESSING COMPETITION.

Prizes have lately been awarded by the Bovril Company to the fortunate winners in the window dressing competition inaugurated by this company last fall.

The eastern portion of Canada was divided into eight districts: 1. Western Ontario, (Sault Ste. Marie and east to Berlin); 2, Central Ontario, (Berlin and east to Peterborough, exclusive of Toronto); 3, Eastern Ontario, (Peterborough and all east); 4, Toronto; 5, Montreal; 6, Province of Quebec, (exclusive

of Montreal); 7, New Brunswick and Prince Edward Island; 8, Nova Scotia.

In each district 15 prizes were offered, a first of $50; a second of $25; three of $10 each, and ten of $5 each, making a total of $1,250 given in prizes.

Grocers and druggists displayed great interest in the competition; hundreds entering in the hope of winning a prize for the attractive dressing of their windows with this widely known food preparation, and from the photographs sent in, it is evident that many of the competitors spent a good deal of time and thought on the arrangement of their displays. As an instance, might be mentioned J. Blood, 419 Yonge St., Toronto, whose window was awarded the first prize in that district. This was a very good display, bringing into prominence the Yonge street bridge idea, which is a local question of great interest; and at the same time making a strong showing of "Bovril." A Hagmeier, Hespeler, whose window is reproduced here, won the first prize in district No. 2. The artistic arrangement of this window is its strong point; but the idea of the bottles in the life preservers, portraying "Bovril" as a preserver of life, is very good. The first prize in district No. 1 went to John Diprose, London, for a very strong and effective window, showing "Bovril" as a "Tower of Strength." Strong & Strong came first in Montreal, No. 5 district; and J. Savard, Quebec, in district No. 6.

Owing to the fact that they were late in getting started, districts Nos. 7 and 8, did not compete, frosted windows making it impossible to obtain good photographs. They will, however, enter the competition which Bovril Limited are arranging for the coming fall, for the western portion of the country, from Port Arthur to the coast.

The judges in the competition just closed were: O. S. Perrault, advertising manager, American Tobacco Co.; W. J. Carrique, manager, the Canadian Street Car Advertising Co.; A. B. Ware, the Ware Company, outdoor advertisers.

HAMILTON GROCERY BROKERS.

Among the number of up-to-date and front-rank grocery brokers of Hamilton is the firm of McFarlane & Field. Hamilton is now and always has been recognized as one of Canada's leading grocery distributing centres and it goes without saying that to cater to the jobbers in a city of this sort men of experience and knowledge of goods are required. McFarlane & Field, although only established as a brokerage firm some six or seven years, are to-day right in line with the old-timers. Mr. McFarlane stands out as an authority in tins and this branch has been a study and hobby with him for a quarter of a century or more. Mr. Field's connection with the Hamilton jobbing trade is a long one, although still a young man. Among the agencies controlled by McFarlane & Field are: Harrisons & Crosfield, London; Crosfield, Lampard & Co., Colombo; Lampard, Clark & Co., Calcutta, for Ceylon and India teas; Hellyer & Co., Japan, Japan teas; Rosenberg Bros. & Co., San Francisco, dried fruits; Delyanna Bros., Patras, Greece, currants, etc. They are also extensive brokers in domestic evaporated fruits. In all lines they enjoy the confidence of their principals and support of the jobbing trade.

CANADIAN APPLE TRADE MAKES STRIDES IN ENGLAND

By J. B. Jackson, Canadian Commereial Agent at Leeds and Hull.

During the past season the predominant feature has been the large quantities of Canadian apples which have been received by local buyers, direct from Canadian packers. At least 50,000 barrels have been shipped into this district.

This is but the beginning of a direct trade, which will increase with larger volume during each succeeding year. The apples received direct have also been much better packed and graded than those that have been bought by local men at the auction rooms at the ports.

Good Condition of Apples.

The apples received here this year, with very few exceptions, have been excellent, both in quality, packing and grading; in fact, the apples opened out here in as fine a condition and with as perfect a flavor as when picked in the Canadian orchards. Slacks were entirely eliminated, and consequently no bruised or disfigured fruit.

To inspect Canadian apples in the warehouse, or in the merchants' stalls, alongside of the miserably-packed fruit from the United States, was an inspiration to a Canadian, and proved conclusively that the Canadian packer has at last fully grasped the vast possibilities of this market, when catered for in the proper manner.

Most Desirable Fruit.

Canadian exporters to this district are to be congratulated upon the efficient and business-like manner in which they have placed Canadian apples, not only as the best flavored and most desirable fruit of its kind on the English market, but as the only apples entering England in large quantities, where the packing and grading is of the best.

Good prices have been obtained by the Canadian exporter to the inland cities, better than at the ports; whilst the different dealers are jubilant at the prices realized, the saving of the middleman's commission and traveling expenses, and with the vision of larger trade and profits during the next season are ready at the earliest moment to make full and complete arrangements for next season.

Boxes in Favor in Leeds.

I have often in the past stated as my opinion that the finest of Canadian apples would be very acceptable here if packed in boxes, as especially at this time of the year, many people are rather chary at buying a whole barrel. On account of my suggestions, an Ontario packer has shipped here direct some 300 boxes of "Baldwins"; and as I was rather interested in seeing the outcome of this venture, I inspected the fruit at the fruit market in this city. I found a most presentable looking box, in fact, I think a little better than was necessary, measuring about two feet long by one foot wide, and weighing about 50 lbs., containing on an average about 125 apples. The boxes were filled with the finest "Baldwins" I have seen this season, and arrived here in perfect condition. Each box was nicely stencilled and inside a large card the same size as the box, attractively got up, represented the contents as "Choicest Canadian apples," with the name and address of the shipper. The prices being received are from 6s. to 6s. 6d. per box.

This innovation is intended to meet a long-felt want in supplying shopkeepers who have a better class of customers in the principal suburbs surrounding this city. This shipper deserves to be congratulated for having placed on the market the best Canadian-boxed apples which have ever appeared in this district.

The New Zealand apples always arrive in boxes and are most carefully and tastefully packed. But one of the large wholesale men said to me to-day:—

"In the neatness of the Canadian boxes, quality of apples, and style of packing, Canada has far outdone New Zealand."

CASTILE SOAPS.

It is not generally known that the manufacture of castile soaps has been successfully begun in Canada, nor is it generally known of what castile soaps are made. Olive oil, in its pure state, is the principal ingredient, and as olive oil has become recognized for its healing and curative properties, due to the natural sulphur it contains, as well as its antiseptic value, castile soap is looked upon as the purest and best form in which soap can be produced.

A Canadian company, with an entirely new process, has been engaged for some months in manufacturing both toilet and laundry castile soaps, and wherever their goods have been introduced have met with very encouraging results. By their new process their goods can be put out at a price within the reach of all, being put up to sell at the popular prices, five and ten cents per cake.

The castile laundry soap, known as "Olive Oil" laundry soap, is something entirely new on the Canadian market, being the only soap of its kind, and enables everyone who appreciates a good soap to procure a castile soap at the same price as ordinary soaps, for all their laundry and household purposes. This soap is green in color, the same as the olive oil, due to the natural sulphur the oil contains.

The Canadian Castile Soap Company Limited, Berlin, Ont., are to be congratulated on their efforts in this direction, marking an advance in the soap industry of this country.

CROWN BRAND SYRUP ADVANCED

Crown brand corn syrup has been advanced, new prices going into effect March 14. New quotations are: 2 lb. tins, case, $2; 5 lb. tins, case, $2.45; 10 lb. tins, case, $2.40; 20 lb. tins, case, $2.35; barrels, 2⅞c lb.; half barrels, 3c lb.; quarter barrels, 3⅛c lb; pails, 38½ lbs., each $1.50; pails, each 25 lbs., $1.10. It will be seen that 2 lb., 5 lb., and 10 lb. tins have been advanced 5c. 20 lb. tins and 25 lb. and 38 lb. pails have been advanced 10c.

NEW GOLD STANDARD QUARTERS

Splendid Warehouse Erected in Winni peg by the Codville Georgeson Co. — Palatial Offices—Large Manufacturing Department.

Winnipeg, the capital city of the Prairie province, has recently acquired another fine commercial structure in the mammoth wholesale grocery warehouse just completed for the Codville Georgeson Co. The building is situated at the foot of Portage Avenue East on Victoria street, and is seven stories in height, with the front of dressed native stone.

The plans were prepared by Architect D. Smith, and the construction placed in the capable hands of the Kelly Bros. & Mitchell Co. It is built upon what is known as the solid mill, or slow burning construction, the footings being of solid cement from nine to twelve feet wide and four to six feet thick. while solid blocks of hewn stone set twelve feet apart are embedded in cement, and on these rest the great pillars which support the structure. Each pillar is capable of sustaining a weight of seventy tons. The floors are of six inch fir, set on edge, with a top dressing of grooved maple. The plastering is laid on steel lath, the windows are of wire glass, and the entrances to the elevator shafts are protected by steel curtain fire doors. A sprinkler system, supplied from a 15,000 gallon tank on the roof, completes the fireproof arrangements.

On the north side of the building there is a driveway which gives accommodation for ten dray teams, and under the driveway, in the basement, provision has been made for the preservation by cold storage of immense shipments of produce in perfect condition. The Johnson system of heat regulation has been adopted, and a powerful rider double-cylinder engine forces the water from an artesian well, 200 feet deep, to all parts of the building.

The shipping department is on the first floor, and two huge electric freight elevators, with a capacity of 5,000 pounds each, convey goods from the floors above to this department, where they are in turn conveyed to the freight cars or drays. Three large shipping doors on the north side facilitate loading, while a like number on the south open on to the spur track which skirts this side of the building.

The main offices occupy the front half of the ground floor and are handsomely finished in quartered oak, with massive tinted pillars, solid oak counters and office furniture. The offices of the executive members of the firm, together with the sample room, are also located on this floor, the latter, with its handsome oak fixtures and neatly arrayed display of high class groceries, seeming to tempt the visiting retailer. One is impressed, too, with the care exercised for the individual comfort of the large staff, with the airy dressing rooms for the office employees and the spacious room set apart for the firm's travelers.

Ascending to the floors above, one finds seven flats piled from floor to roof with canned goods, evaporated fruits, cereals, syrups, teas, coffees, dried and canned fish and all other standard grocery lines, while on the third floor is located the tea room, with its mechanical appliances for the blending, weighing ,packing and labeling. So precise is this machinery that the tea does not come in contact with workmen's hands, the different appliances handling this product with automatic precision. The sixth floor is entirely devoted to the firm's Gold Standard products, which are manufactured in their factory adjoining the new grocery premises.

mentioned Gold Standard jelly powders, cake icings, icing sugars, quick puddings, ice cream powders, liquid blue, herbs, cream tartar, etc. The firm, as a fact, manufactures and sells, under an absolute guarantee, one of the most comprehensive lines of grocers' specialties in western Canada, and their output is daily increasing.

The Codville Georgeson Co., Ltd., maintain a branch at Brandon, while the Codville Smith Co., Ltd., of Calgary, Alta., look after the firm's western interests. The gigantic warehouse just completed reflects the enterprising and progressive spirit of the west, to the maintenance and advancement of which the builders may sincerely be said to have contributed their full share.

Mammoth New Warehouse of The Codville-Georgeson Co., Winnipeg, Man.
Total cost (with realty) $260,000; height, seven stories and basement; length 135 feet; breadth, 97 feet; Total capacity, 400 carloads; floor space, 2½ acres.

Here green coffees, direct from the plantation, are graded, cleansed, roasted, ground by machinery, and packed with a precision which, to the unitiated, is amazing. The firm's coffee department has a capacity of 8,500 pounds daily and is kept constantly in operation.

Each day immense quantities of baking powder are manufactured and packed, and the spice department, with its large daily capacity, is kept in continual motion. The flavoring extract department turns out thirty varieties of flavors, and among the other popular lines manufactured and packed may be

DEATH OF LONDON MERCHANT.

Stewart Harris, dealer in dairy produce, and well known in London and the surrounding country, dropped dead on March 19, almost immediately after rising. Mr. Harris had reached an advanced age and had lately been suffering from heart disease. He was an old resident of the city and a member of St. James' Presbyterian church. Two sons and three daughters survive him.

White & Co., Toronto, to date this winter have handled 35 cars of California celery.

FROM GROCER CORRESPONDENTS

HAMILTON.

Jas. Turner & Co. report good demand for canned fruits of all kinds. Evaporated apples also are selling well at advanced prices. Indications point to still higher prices.

Balfour, Smye & Co. have made some heavy shipments of evaporated apples and dried fruits lately to the Northwest.

Wagstaffe & Co. this week sent off three carloads of their English marmalade to the Northwest, and two cars to British Columbia.

UXBRIDGE.

A business change of some interest occurred here last week, when H. E. Maddock & Company sold their interests to Chaney & Alexander. The latter firm will take possession about the end of March. Mr. Alexander has for some time been associated with Gordon, McKay & Co., and has seen many years on the road. He is, in fact, one of the veteran travelers of Canada. Mr. Chaney until recently was with one of the largest dry goods stores in Toronto. Both gentlemen will shortly move their families and effects to their new homes, and great success is prophesied for the partnership by their respective friends.

Both J. F. Brownscombe & Co., and Broddy & Porter are reported to be offering their businesses for sale.

VICTORIA, B.C

"After the 1st of March the undersigned grocers will discontinue giving discounts. The advanced cost of goods and the extra expense of conducting our business makes this step imperative."

The above notice has been placed in the daily papers of Victoria, B.C., and signed by all the leading retail grocers of the city, who, having decided to do away with the custom of giving a 5 per cent. discount on monthly accounts, take this means of notifying the public.

Without doubt this is a step in the right direction, and the grocers of Victoria are to be congratulated upon this movement.

Why should a grocer give a discount? or what is more to the point, why should a customer running a monthly account expect a discount? for without doubt the cost of doing business with this class of customers is greater than that of any other, no matter how promptly the bills may be paid; for it necessitates employing bookkeepers, and purchasing office supplies, postage, etc., not over-looking the fact that in spite of the utmost vigilance, bad debts will accumulate, and all these add greatly to the cost of doing business.

Some grocers may contend that by offering a discount on all accounts paid on or before a certain day in the month, it encourages prompt payment. No grocer should encourage accounts which are not paid promptly. Thirty days is quite long enough to carry any account (unless a longer time has been arranged) at the end of that time there should be a prompt settlement, satisfactory to all parties concerned. It is poor business policy to allow customers to think that because they are allowed to run an account, they may expect 5 per cent. for that privilege.

Now every grocer has customers who drop in from day to day and from week to week, each time spending a few cents or dollars as occasion demands, probably amounting to twenty, thirty or forty dollars a month. Now this customer does not get 5 per cent. discount, yet it has cost the grocer far less to do business in this way, for there has been no expense in bookkeeping, and no bad debts.

Now, supposing your cash customer has a friend who is running a monthly account and getting 5 per cent. They compare notes. In future Mr. Cash Customer wishes to run an account and be paid two or three dollars a month for the privilege of doing so. And Mr. Grocer is out the discount, plus the cost of bookkeeping, etc., etc.

Then there is the farmer to consider; he comes to town and buys a wagon-load of groceries, probably paying cash for what his butter and eggs do not pay for. It has cost still less to handle this business, for there has been no delivery expense, no wear and tear on the grocer's horses and wagons, for the farmer delivers his own goods, and yet he gets no discount.

The careful grocer will consider all these things, and be convinced that it is neither fair to himself nor his customers to give a discount on monthly accounts.

There is still one other point. Does the retail grocer get 5 per cent. from the wholesaler? And are the retailer's accounts promptly paid? These are questions which every grocer will be able to answer for himself.

Hot-house lettuce is coming in very freely at $1.75 a crate; also rhubarb at 12½c. per lb., and cucumbers at 25c. each.

California asparagus is on the market, but is scarce, and holding at 18c. per lb.; cabbage, 3c. per lb.

Potatoes are very high at present, $30 per ton being the price for No. 1 island grown; Fraser river, $25. The frost in January is responsible for the shortage.

There is no supply of Eocene and Elaine coal oil to be had at present. This is unfortunate, as the demand for good oil is heavy at present, this being incubator season. The car shortage is responsible for this.

BROCKVILLE.

A meeting of the Retail Merchants' Association was held on Thursday of last week, with the president in the chair.

The by-law relating to hawkers and peddlers was brought before the members present and thoroughly discussed, and a committee appointed to present it to the town council and have it adopted in the by-laws of the town.

The subject of holding an annual celebration on the 1st of July was also talked of and it was decided to call a citizens' meeting, to be held on the night of March 26. The following committee was appointed to look into the matter and report: H. Y. Farr, F. R. Curry, C. J. Delany, C. H. Burll, W. H. Kyle. It was pointed out that the citizens generally were in favor of holding the celebration, and that it was intended to make this a huge success and to advertise it throughout the surrounding country.

The secretary reported that the petition in reference to the Criminal Code and the Proprietary Medicines Act was signed and forwarded to the provincial secretary.

Now that the winter sports are over, there should be larger attendances at the meetings of the retail merchants to discuss matters and bring things before the association, for debate. Make up your minds, now, that you will attend the meetings and make things interesting. Your officers expect you to be present and it is only right that you should be.

In the absence of Jas. H. Gilmour, president of the Local Board of Trade, the vice-president, H. A. Stewart, called the first regular annual meeting of the body to order, at 8.30 p.m., March 14th. The secretary read the minutes of the previous meetings of its council, which were adopted. After the reading of the minutes a very lively discussion took place on the subject of systematic advertising of the town and also electric power for manufacturing, after which the following motion was made and seconded by W. C. McLaren and A. T. Wilgress: "That the Board of Trade express its willingness to take over the advertising of Brockville, if it should meet with the approval of the town council." The acting president then stated that by authority given to him by the Board of Trade Council, he had sent out 20 circulars to users of power in town, and had received favorable replies from 12 of them. A motion was then made and seconded, that Mr. Stewart be empowered to proceed further in the matter.

The following matters were brought up for consideration, viz.: Annual Dominion Day celebration; morning train from Ottawa to Brockville, Ont.; protection for railway crossings; better union passenger depot; local improvement; planting and care of shade trees, and the remedy of the dog nuisance.

The meeting then adjourned, to be called again within the next five or six weeks.

MONTREAL.

Point grocers find that the early closing scheme works fine. It has been in operation since last November and all the grocers who close four nights a week are satisfied that the idea is a great one. Only two would not consent to close Monday, Tuesday, Wednesday and Thursday evenings at seven o'clock. The Pointers are closing right along, however, and are each of the evenings mentioned able to enjoy a little hard-earned rest.

William Urquhart has joined the sales staff of Fraser, Viger & Co., the St. James St. grocers. He's an Old Country man and a worker. Just now he is in charge of the window dressing among other things, and nobody can say he is not turning out the real article in this line.

J. B. Deslauriers, the East Craig St. grocer, is a hustler, who has made business come his way by keeping on the run. In fact, lately, so much has fallen

to his lot that he has found it necessary to enlarge the premises. The work is nearly completed and the store looks bright abd clean—quite up-to-date. J. B. is spending some money to have things right. "Better to spend a little extra. It pays in the long run," he was telling The Grocer. New fixtures, a fine new counter and a store 33 feet by 30 feet will enable him to handle the trade much better than before.

Dan Wilson and Jim McCullough are two additions to the clerking force of Walter Paul, the West St. Catherine St. grocer.

George Lloyd, manager Scroggie's grocery department, is kept hustling these days. He says he's still selling Strathcona goods to beat the band. St. Charles cream and Suchard's cocoa are two lines being demonstrated in the grocery.

Horace Lefebvre is now working in his father's store on Dorchester St. east. Mr. Lefebvre is one of the busiest grocers in the East End.

Thomas Pleau, who has long owned the grocery store on Prefontaine street, has sold out to Savrier & Blain, in order to take up the agency in Montreal of Proteau & Carignan, Quebec brewers. He will open an office May 1.

E. Desroches, for years with Fraser, Viger & Co., is opening on his own account on St. Denis street, above Sherbrooke. He's secured a good location. His friends wish him any amount of luck. So does The Canadian Grocer.

Dionne & Dionne are keeping busy as ever. They are contemplating enlarging the butcher shop, run in connection with the grocery. D. Cloutier, formerly on one of the delivery vans, is going inside to clerk.

At the annual meeting of the Retail Merchants Association, W. U. Boivin was elected president. Other officers were elected as follows: 1st vice-president, J. G. A. Filion; 2nd vice-president, J. B. Lamoreux; treasurer, J. A. Maynard; secretary, J. A. Beaudry; auditors, Messrs. Laniel and Dabreuil.

SPRINGHILL, N.S.

This city is just recovering from the smallpox scare. Business received something of a set-back, but merchants are quite hopeful now that the town is free.

Rogers & Soley have just moved into their new quarters, one of the best laid out stores in the province. They do a large business.

Bauld Bros. & Co., wholesale groceries, etc., have opened a warehouse in this city, in charge of C. Hanna, who has represented them in this section for several years. The increase in business compelled the firm to carry a stock here. Mr. Hanna will continue to represent them on the road and will have an assistant, who will attend to the shipping of orders.

D. L. Chrysler, Brantford, Ont., representing the Wm. Paterson Co., manufacturers of biscuits, etc., was in the city a few days ago, and booked some good orders.

A. M. Creelman, representing Black & Co., Truro, was here on his regular monthly trip. He is a very popular visitor among the grocery trade and always leaves with his full share of orders.

The estate of A. E. Fraser, who is retiring from business, is being wound up. This is one of the oldest businesses in town and was successfully conducted by Mr. Fraser for a long term of years.

Among the recent visitors, after several years absence was T. T. Cartwright, the genial representative of Magic baking powder. His many friends in the trade were glad to welcome him back. Mr. Cartwright is back again with his old love the E. W. Gillett Co., of Toronto. T. T. C., looks none the worse for his long sojourn in the Ancient Colony. May his shadow never grow less, and his order book always be filled to overflowing, is the wish of all his old friends.

Mr. Dunlap, representing Harris & Co., Moncton, was a visitor the past week. He does a nice business whenever he comes this way.

Geo. Dishart, the tea man, was another visitor in town. George is one of the most popular men on the road, and it is safe to say no one sells any more tea than he does.

The Barkers will move into their new store in Amherst this month. This firm's business is representative of the growth in Amherst, which is rapidly becoming the manufacturing centre of Nova Scotia.

Springhill has a weekly half-holiday, all the stores closing at noon Wednesdays.

The Geo. E. Barbour Co., of St. John, N.B., do a good business in this part of Nova Scotia. Their traveler, J. Huntley, is one of the most popular men on the road.

C. Scott, of Hamilton, Ont., is putting in a lot of his goods in this territory.

J. Smith, representing Ralston Co., shoe polishes, etc., is a new man in this territory.

W. Wetmore, representing Vassie & Co., St. John, has been busy taking orders in the Parrsboro territory.

Frank P. Hickey, travelling representative of a large Quebec house, will locate in Amherst.

PETERBOROUGH.

Fred Walker, who was manager of A. Rountree's grocery store, has accepted a position with Jas. R. Bell, and is now serving the public over Jimmy's counter. The change took place when Mr. Rountree disposed of his grocery stock to Mr. McFarland Wilson, of the China Hall, who is selling it off.

Last week one of the leading grocers was called upon to answer a charge of violating one of the town's by-laws. He also had to contribute $5 towards the city's treasury. The funny part of it is that this grocer was in the city council when the by-law prohibiting merchants piling goods on the sidewalk in front of their places of business was passed. He fought against it for two years, but it was finally carried. He was the first one to be fined, although three other firms have since been fined. The effect of the by-law since it was enforced is that the streets are no longer blockaded with big boxes, barrels, sacks, etc.

The grocers as well as all other merchants in the city are up in arms against the council for passing and attempting to enforce an anti-sign by-law. Many years ago a similar by-law was passed but it has been a dead letter and made no difference in the appearance of the street. That by-law prohibited any sign being hung if it projected over the sidewalk. This year the council passed another by-law which allows only illuminated signs to be hung in front of business places. These must be erected under the supervision of the city engineer and the owner must pay a license of $2 per year to pay for regular inspection. At the present time there are almost 20 illuminated signs and as they cost all the way from $10 to $200 in addition to the electric lights the merchants are rebelling. If, however, all the stores, or a larger portion of them, use the illuminated signs, the appearance of the streets will be greatly improved, and that is the object of the council.

Eggs on the local market took a decided drop on Saturday. The farmers' hens have been getting out in the yard where they scratched for themselves, while the mild weather and bright sunshine wakened them from their long winter's rest. There is every indication that the price of eggs will continue on the decline until they sell at 14c. and 15c. per dozen. Last week they brought 23c. and 24c., but on Saturday they dropped to 18c. and 20c. and there was a large supply.

KINGSTON.

Prospects for Kingston's future look bright. Promoters of cheaper power for light and other purposes are in town urging the aldermen on.

New wharves are being built and a large summer hotel is contemplated. Streets are going to have new beds of asphalt, cement, or macadam. The harbor is going to be deepened.

Yes, Kingston is going to be redeemed and it has sterling members in E. J. B. Pense, M.P.P., in the Ontario House, and Wm. Harty, M.P., in the Dominion Cabinet.

The wholesale grocers report good business, but methinks they would do twenty per cent. more if they advertised more in trade papers.

Herb. Dunlop, for many years head clerk in James Redden & Co.'s grocery, has severed his connections and may go into business for himself.

The angel of death has been busy in Kingston lately and many of our leading citizens will be seen no more on our streets. John Mills, our active auctioneer, hustling along on our main street, advertising and getting ready for spring sales, heard the dread summons and fell dead a few doors from his father-in-law's confectionery store. His familiar going-going-gone will be heard no more.

Holbrook's sauce is being demonstrated this week in Redden & Co.'s grocery.

Mr. Rea, of the Blue Ribbon Tea Co., and the Senator met in Jim's grocery store. They are both genial, fat and stout, and whether you buy or not they shake hands when they come in and when they go out. Travelers ought to take a lesson from this. Be pleasant under all circumstances, even in a train wreck.

John McVeen, traveler for White & Co., placed several carloads of California oranges at Smiths Falls, Carleton Place, and Kingston. John is a hustler and is doing good work for his firm.

Complaints are still coming in about wholesalers selling to consumers. A great deal of it is done through employes, who supply their friends and they in turn divide up, and so the chain of destruction is lengthened and the retailer suffers. It has got to be stopped, or there will be a big exposition shortly.

CHATHAM.

There is some talk in the press of the appointment of N. H. Stevens, president of the Canada Flour Mills Co., to the seat in the Dominion senate left vacant by the death of Senator Casgrain, of Windsor. The suggestion meets with widespread favor throughout the western peninsula. The great and flourishing industry of which he is the head, is a monument to Mr. Stevens' energy and ability; and as a clear-headed man of affairs, capable of expressing himself, his many friends here feel that he would make a valuable addition to the Upper House.

George and Richard Zakoor, of Windsor, have bought out the fruit business of J. M. Thompson next the Rankin House.

A well attended meeting of the Retail Merchants' Association was held on the 11th, when quite a few matters of interest were discussed. President Cowan suggested that the merchants unite in advertising one particular day each week as bargain day, and make a combined effort to divide Saturday business between two days, probably Saturday and Wednesday. A committee comprising Messrs. Anderson, Mills, Hodges and Austin was appointed to investigate report. The association passed a resolution vigorously protesting against the action of the G.T.R. in hindering the extension of the C. W. & L. E. electric road to the south. The idea of a Dominion Day celebration this year was heartily approved.

INGERSOLL.

The advisability of establishing a cold storage warehouse here under the conditions mentioned in the recent Dominion legislation is a matter that is receiving the earnest attention of grocers, exporters, and in fact all who are interested in the progress of the town. Thus far the scheme has enlisted enthusiastic support from the grocers, who readily recognize that a warehouse here would offer them many advantages. As is well known, Ingersoll is one of the few towns in Ontario in which there is usually a scarcity of butter and eggs, and quite frequently poultry. The scarcity of the butter is explained by the fact that Oxford county is noted for its numerous cheese factories, which consume the greater portion of the milk to be had, consequently the farmers give very little attention to butter-making. In regard to eggs, many buyers are constantly on the roads during the summer and autumn and the supply is invariably "cornered" by the large exporters. With a cold storage warehouse the local dealers would be able to lay up a large supply at a price that would give them a good return on their investment later on and still it would not be necessary to charge exorbitant prices.

Of course the primary object of establishing a cold-storage warehouse is not for the benefit of local merchants and consumers, but principally for the export trade, in which connection we state with pardonable pride that Ingersoll is the fifth centre in the Dominion. The project has been very energetically taken up by the Board of Trade; open meetings, which were representative in their attendance, have been held; a committee has visited the Lindsay plant, and while their report was not as encouraging as it might have been, the scheme is still being very actively taken up.

Fire in the grocery store of Jacques & McPherson at an early hour Tuesday morning caused damage to their stock to the extent of $2,000. The fire was discovered shortly after one o'clock and although the firemen were prompt in arriving on the scene and worked heroically, two hours elapsed before the flames were subdued. The blaze originated from the furnace and had apparently been smoldering for some time before discovered. The building was filled with volumes of smoke, which almost suffocated the firemen, and retarded their efforts to a great extent, although during their long fight they never lost heart. The bulk of the damage was caused by smoke and water. There was $3,000 insurance on the stock. It is the intention of the firm, from what your correspondent could learn, to reopen in their old premises as soon as possible.

McLeod & McBain, who recently purchased the grocery business of I. W. Kingswood, have taken possession and have "struck out" in a manner that indicates that they are "after" trade. Both these gentlemen have had wide experience in the grocery business and with a wide acquaintance in Ingersoll and vicinity they will doubtless make a success of their new venture.

To your correspondent, I. W. Kingswood stated that he would in all probability remove to London. As to what his occupation would be, Mr. Kingswood declined to make any definite statement.

ST. CATHARINES.

That popular hotel, known as the Russell house, has been in the hands of the painters and paper-hangers for some days, making a good many improvements. Mr. John Quinn, the owner and manager, has spent large sums of money to make this one of the most popular and convenient hotels in the district.

Mr. William Merriman, one of our pushing wholesale grocers, has, from time to time, been enlarging his premises to comply with his ever-increasing business, and has just completed the erection of a set of offices, public and private, which are up-to-date in every respect.

St. Catharines may lose one of its oldest established manufactories, situate on Thorold street—the Whitman and Barnes—better known as the "Knife Works," which employs several hundred skilled workmen, who get good wages. This is a branch of the firm's main factory, which is located in Akron, Ohio. The reason given for this proposed removal is want of railway facilities, as the outlay for carriage of raw material to and finished goods to any railway station is something like two miles. The cost of teaming the goods runs into the thousands of dollars annually. The Mayor and aldermen are anxious to find ways and means to retain this enterprise and possibly may succeed in inducing the electric railway company to construct a line to these works. The company have manufactured many millions of dollars worth of goods since they located their works here.

LONDON.

The petition gotten up by the local grocers re the telephone question was presented at a meeting of the city council finance committee, and C. H. Lee and E. J. Ryan, representatives of the grocers' deputation to Buffalo, N.Y., where they investigated the working of the independent telephone service, were present in support of the petition. The petition declared that the prices charged in the city for 'phones are excessive; that the cost of putting in long-distance and desk phones is not materially greater than the price of installing less serviceable instruments; that it is impossible to procure the best class of telephones now in use at a reduction from present rates, and that the petitioners believe that the best system of telephoning is procurable in other places in Ontario at a rate as low or lower than is asked here, namely, a business phone for $35 a year. In addressing the committee, Mr. Lee declared the Bell Company was not treating its subscribers fairly, but is compelling them to use obsolete instruments unless an increased rate of $5 a year is paid for a long-distance instrument. He also stated that in Buffalo he and the other delegates had seen things which impressed them with the advantages of telephone competition. As to the talk of the absorption of independent companies of New York state by the Bell Company, Mr. Lee had heard nothing of it while in Buffalo. It was augured that if there were two companies in London, a business man could have an independent phone in his office at the rate offered by the company ($32.50 per year) and a limited Bell phone at $15 a year. The Bell instrument could be used for incoming calls and the independent for outgoing calls. Thus a big saving could be effected. Special stress was laid on the fact that when a Blake transmitter is complained of, the Bell people will coolly inform the subscriber that the phone is obsolete, and will endeavor to boost rates by putting in a new phone instead of making the old one work. "I complained time and time again of my Blake transmitter," said Mr. Ryan, "and at last an employe of the company came to me and informed me that my phone was obsolete, and that for $5 a year more he could give me a phone I could hear on. He never offered to have the Blake phone fixed." The effect of the grocers' representations was that instead of recommending to the council the acceptance of the Bell Company's offer, as was contemplated, the committee decided to delay action until a deputation of aldermen has visited Buffalo and seen and heard for themselves what there is in the independent proposition.

Local retailers report business rather quiet. A drop in the price of butter and eggs last week created a brisk demand for those commodities.

For several weeks past retailers have been unable to procure finnan haddies for love or money. The wholesaler refers you to the broker, and the latter informs you that the haddie famine is due to unusually rough weather on the Atlantic, and a consequent light catch. These fish are an exceedingly popular article of diet during Lent, but as that season is drawing to a close, it is quite probable the religious community will be able to live it out without their favorite fish.

(Continued on page 47.)

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TWO VIEWS OF ORGANIZATION.

Two correspondents in this issue discuss retail grocery organization, one from Peterborough and the other from Ottawa. The expression of opinion in Peterborough concludes, "As far as joining with the wholesale men or accepting any assistance from them, other than mere suggestions, the merchants here would strongly oppose it." This independence is highly commendable. The Retail Grocers' Association of Canada, when it is formed, should be a self-sustaining, independent, self respecting organization. At the same time, the Peterborough friends should remember that the interests of the retailer and wholesaler, so far at least as the building up of the foodstuff trade is concerned, are identical. But about the middle of the letter this phrase occurs: "aside from any relationship with the wholesale houses which, of course, would be one of the main features." This shows that the Peterborough trade have the right idea, sure enough. Their position of financial independence so far as the wholesalers are concerned, is good, safe ground. One of the problems which the great National Retail Grocers' Association of the United States is wrestling with to-day is how to secure just this independence. There is nothing like starting right.

The Ottawa correspondent is one of the brightest grocers in the Capital, and one who has proved the value of organization. He advocates the claim of the Retail Merchants' Association to be the organization the grocers desire. We would like every retailer to read his letter carefully and give it serious consideration. There are a goodly number of towns in Ontario and Quebec where there is or has been a grocers' section of the Retail Merchants' Association. We would like to hear from as many of the grocers in these places as possible, giving their experience and their views. This is a serious question. There are a number of towns that have an independent grocers' organization. We would like to hear from members of these organizations also. Our own opinion now is that the foodstuff trade and its problems are so different from all others that association in a single organization would be a source of weakness rather than strength. For the purpose of securing general legislation affecting all branches of trade, we believe, of course, in the co-operation of all retailers; but when it comes to solving the problems of the foodstuff trade we believe the best results will be obtained through independent, self-contained organization. Such an organization would have better chances of success because the grocers would take more interest in it. If the purposes of grocery organization were to be fulfilled by securing general trade legislation, and by a debt-collecting system and slow-pay schedule appendage we would take quite another view, but we believe that the greatest results of organization will be achieved through personal association and education and in relation to the great questions, questions of national and world-wide import, involved to-day in the foodstuff trade, we feel that the retail grocers, as the men next to the consumers, should be, through a national organization, a progressive and dominant influence.

MAKE A START NOW

To the Editor of The Canadian Grocer:

The straightforward letter in your issue of last week from H. C. Beckett, the president of the Wholesale Grocers' Guild, has the right ring about it and shows that he is ready to get right down to business and I think now is the time for every grocer to show his hand. It has just occurred to me that it might be a good idea for every grocer who reads this week's copy of your paper, (which will contain, no doubt, something new in regard to organization) to at once take a post card and write his opinion and his willingness to join the movement and address it either to H. C. Beckett, Hamilton, or to the editor of The Grocer. A start now is what is needed and should be boosted along by everyone who wants to make a success of the movement.

Believer in Organization.

MISINFORMED.

The Hamilton Herald is worried over the delay in proceeding with the case against the Grocers' Guild, and as usual it is badly misinformed. It says: "The evidence taken at the preliminary hearing in the grocers' case was similar in general character to the evidence taken at the trial of the plumbers." In the case of the plumbers it was shown that by agreement between the plumbers and supply men, any one not a member of the organization was prevented from getting material. The Guild only aimed to draw the line between wholesaler and retailer. Some very important wholesalers are not in the Guild and there was no suggestion that they were hindered in securing supplies. What the Guild proposed was simply that a man be either a retailer or wholesaler exclusively. In the voluminous evidence taken in the Guild case there was not a jot or tittle to show that prices had been unduly increased. In the plumbers' case it was proven that after pooling their tenders and averaging them, they loaded them with I.O.U.'s to the members who did not get the work. The Herald has every right to worry, but before undertaking to enlighten the public it should inform itself.

RAILWAY NERVE.

The Grand Trunk Railway in Port Hope passes between the larger portion of the town and the lake front. The business section lies in a somewhat deep valley, and this valley the railway crosses on a high viaduct. The company, without consulting the town, have taken steps to fill in this viaduct and plan to have but two or three narrow archways as a means of communication with the harbor. Canadians everywhere have had ample opportunity to acquaint themselves with the highhandedness of railway corporations, but this is about the limit. Here is one of the prettiest towns in the Dominion—the prettiest, in the belief of every Port Hoper—and the Grand Trunk sets itself unceremoniously to erect an earth wall with a hole in it between the town and the lake. No wonder the town is in arms. It is up to the Railway Commission to stop the depredation.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Teas—Still climbing.

Currants—Interesting figures.

Evaporated Apples—Slightly easier.

Beans—Lower.

Collections are reported by wholesalers to be improving, accounts being collected with less difficulty than for some time past. Not so many renewals are being asked for by the retail grocery trade. This tends to illustrate the livening up of business generally. Spring selling in staple lines is now under way, although not yet to its fullest extent.

Demand for canned goods is reported very good for the season. Sugar is without change as to price. Estimates of the sugar beet crop in Europe for the coming season are anxiously awaited by those engaged in the sugar trade. Teas are still upward in tendency, business being rather handicapped by constantly climbing prices. Cloves are likely to be higher in the near future, while an advance in peppers in the primary markets would not surprise. In the dried fruits market it will be found that currants received in Canada this season to Feb. 28 fall considerably short in volume of receipts during the same period last year. Peels are strong, while evaporated apples and beans are easier.

SUGAR—Prices have not been changed since last report and the market has remained steady but featureless. No price change is anticipated until after the estimates as to quantities of beets which will be sown in Europe are made public. When these figures are made known they may possibly affect the cane sugar market and thus indirectly cause a movement up or down in prices. It will be a fortnight or two before estimates are given out.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Reports from the Barbadoes indicate a firm market, but there is little activity noticeable at present. Quotations received are: Choice, 18c.; fancy, 17c. Locally there is practically no movement in this line. Corn syrups are selling very freely in all parts of the country.

Barbadoes, in puncheons		0 30
" in barrels		0 32
" in half-barrels		0 33
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 02½
" ½-bbls		0 03
" ¼-bbls		0 03
" 38½ lb pails		1 40
" 25 lb pails		1 00
Cases, 2 lb tins, 2 doz per case		1 95
" 5-lb. " 1 doz. "		2 40
" 1u-lb. " ½ doz. "		2 35
" 20-lb. " ¼ doz. "		2 25

TEAS—Teas continue to advance and it is the general belief in the trade that it will be some time before we again see cheap grades obtainable. More or less business is being done at figures quoted.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 13	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The situation in coffees is practically without change. A fair amount of business is being transacted, but there is no line subject to special demand.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

SPICES—Peppers are high, and cloves are strong, with prices tending upwards. Otherwise the market is featureless.

	Per lb.	
Peppers, black	0 16	0 20
white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS—Figures to hand show that shipments of currants from Patras to Canada to Feb. 28 last, amounted to 1,476 tons, against 1,683 tons last year. Total shipments from Patras to this date were 107,859 tons against 94,913 for the same period last year. It will be seen from above figures that Canada received some 2,000 barrels, or 10,000 cases less than for this time last year. The market is very bare, which is natural when these figures are compared. Prunes are now very scarce on the coast, it being reckoned that there are not enough to more than supply the usual demand, conditionally, that great care is exercised between now and the time the new crop is harvested. Serious rains recently have somewhat affected the outlook for 1907 fruits, but it is yet a little early to prophesy in this direction. Raisins are unchanged. Very little business is being done in any lines coming under the heading of dried fruits. Nuts are quiet.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees, per lb	0 04½	0 05
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 10
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
Californian Raisins—		
Fancy seeded, 1-lb. pkgs		0 11
Choice seeded, 1-lb. pkgs		0 10½
Loose Muscatels 3 crown		0 09½
" " 4 crown		0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90 100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 09½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb.	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown		0 07½
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

PEELS—Peels are strong at unchanged prices. Demand is slight.

Citron peel, per lb.	0 20	0 21
Lemon peel, per lb	0 11	0 12
Orange peel, per lb.		0 12

EVAPORATED APPLES—Evaporated apples are firm but no actual advance in prices has taken place recently. Prices would now run from 10c to 11 1-2c.

BEANS—Prices this week are not so high as those asked at the time of last writing. Demand is fair.

Choice prime beans	1 40	1 50

RICE AND TAPIOCA—One mill has made an advance in two of its widely known brands of rice. Otherwise this market is featureless. Tapioca is a little firmer this week, but prices have not been advanced.

Pure maple syrup, bulk, per lb.	0 08	0 09
Compound maple syrup, per lb.	0 04½	0 05½
Pure Townships sugar, per lb	0 08½	0 09
Pure Beauce County, per lb.	0 09	0 10

MAPLE PRODUCTS—New syrup and sugar are lines expected any day. No receipts are reported to date. It is expected that prices will open on the same basis as last year for new goods.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS.—Dealers still quote :

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk		0 60

CANNED GOODS

MONTREAL—For the lines which are held by jobbers there is a very good demand, somewhat better than is usual at this time of year. Salmon is being asked for by many grocers in different parts of the country.

TORONTO—While the wholesale grocery business generally is quiet, there is a comparatively good demand for canned goods, especially for fruits. There is just a suggestion of a firmer tone in tomatoes. One of the leading jobbers stated this week he could see the bottom of his pile and was prepared to buy. He had bought pretty liberally last fall, too, he said. The significance of this might be easily over-estimated, but it at least shows that the actual situation will begin to develop shortly. At any rate April, May and June are the heavy consuming months. Opinion in the trade differs as to the affect upon consumption of the high price to consumers. Some hold that people will not buy as readily at 12½c. as at 10c. Others, taking the opposite view, contend that people have become accustomed to pay high prices for everything and that tomatoes are regarded as a necessity. The railway camps will soon be in operation and they are large consumers. There is a pretty active demand for canned salmon.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 7 ½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 70	1 80
1-lb. Flat, "	...	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½'s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s, "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

QUALITY FITS THE PRICE.

Some remarks by Strasbaugh, Silver & Co., Aberdeen, Mo., canned goods brokers, in a recent circular, are worth pondering over:

"A leading trade weekly notes that some packers are bold enough to say we make the quality fit the price. Is it possible it was ever generally considered otherwise? The merchant certainly does not expect his best salesmen to work for a shade less than the other fellow and do as good work as were he liberally paid. The packer is made of the same kind of clay; he is often the father of the city chap who sells so well and the idea of liberal recompense did not originate with the junior member of the family. The pater always knew and acted accordingly; his silence did not indicate ignorance. The laborer is worthy of his hire; the poorly paid seldom do good work; it is little wonder that dealings in canned tomatoes sometimes prove so unsatisfactory and unprofitable. First, know thyself, then the fellow who is to pack the quality you want. Pay him liberally; there is little danger of his ever being a millionaire; and leave it to his honor as to results. He will probably take your order again next year, that is if you select well."

ONTARIO MARKETS.

POINTERS—
Collections still slow.
Nut crops.
Tapioca higher.
Oranges higher.

Toronto, March 21, 1907.

Business continues only fair and consists mostly of sorting-up orders. Some jobbers, however, see an improvement and there are no complaints for business to date is ahead of last year and that despite a very small sugar business this month so far, as compared with last year. Collections, however, are still far from satisfactory, though an improvement is noted in spots. Speculation is the only explanation vouchsafed by the wholesaler. They console themselves, however, by a comparison with condi-

tions in the west, where rumor asserts things are very unsatisfactory, owing to an apparent scarcity of money. Speculation is said to be at the bottom of the trouble out there also.

Trade at present is not featured by a special movement in any line. Canned goods, however, are moving out freely in comparison with other things, and prunes are still in good demand. Teas continue active. The trade in sugar is just so-so. Filberts, for next October shipment, have advanced 2s., because of damage to the crop through cold weather prevailing in southern Europe. Peels will be high next season. Raw peel has already advanced 100 per cent.

TEA—The market continues very firm on the basis of the high values established by the steady advance since the end of November, the price of the commonest kinds being now over 100 per cent. dearer than at the lowest point. There has also been an advance in the last week in the higher grades of tea, but this is chiefly accounted for by distinctly improved quality in the case of Ceylons, and in the case of Indians in consequence of the exceptional values of fine-looking Assams.

Trade on the local market continues brisk.

COFFEE—Markets are quiet and prices about steady.

SUGAR—Willett & Gray, at the end of last week, reviewing the New York raw sugar market for the week, said :—

"Centrifugals on the spot closed last week at 3.51c., advanced during the week to 3.55c. and closed to-day at 3.50c. per lb., duty paid for 96 degrees test. The advance from the low level had been so rapid that a little reaction was in order. The reaction is not likely to extend very far before recovery sets in.

"Centrifugals are now 41c. per 100 lbs. below the parity of beet sugar.

"The Cuba crop grinding passed its highest point for the season, one central being withdrawn and receipts at shipping ports being reduced for the two weeks past.

"Recent sales to Canada are reported of 8,000 tons Trinidad centrifugals for April shipment at 2 3-16c. c. & f. New York or at 2¼c. c. & f. Montreal direct."

This week opened with a much stronger tone. One refiner bought 5,000 bags at 2 5-32c. cost and freight basis, 96 degrees, or 3.52c. duty paid New York, and shortly after another refiner bought 10,000 bags at 2 3-16 cost and freight basis 96 degrees, or 3.55c. duty paid. The price remained steady at that and there was more buying on the same basis.

Locally the sugar market is not nearly as active as last March. Sentiment, however, is firm.

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

DRIED FRUITS—Prunes are the active feature of this market. Prices are steady. The Montreal market report contains some interesting figures regarding currants. The market remains firm and unchanged in Greece and new developments are not looked for. Any change in prices before the advent of the new crop will be within very narrow limits, regulated by such minor matters as exchange, etc.

Prunes Santa Clara—	Per lb		Per lb.
100-120s	0 04½		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08¾		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz. packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04½	" choice	0 08½
Domestic evaporated apples			0 10 0 10½

NUTS—Interest is now being taken in the coming season's crops. A mail advice from Bevan & Co., Malaga, to J. L. Watt & Scott states that reports of damage to the almond crop by cold weather had been circulated in the press, but should nothing more intervene there would be a very good crop. Had the cold come a few weeks later they would have had to deplore a great loss, but coming early the fruit had not begun to bud. The crop, however, would not be secured for the next three or four weeks.

The new crop of filberts for shipment next October has advanced in the past week 2s. per sack, owing to the very cold weather prevailing in the south of Europe. It was actually snowing in Sicily at the latter end of last week. Business was done with Canada both before and after the advance.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 31 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—For the last couple of weeks tapioca has been advancing in the primary markets, till today the rise amounts to a full cent a pound. Prices of rice are steady.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

SEEDS—While the crop is mostly out of first hands there is still some business doing. Fancy red clover is firm and as high as $9 is being paid.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 50	8 75
No. 1	7 40	7 80
No. 2	6 35	6 25

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 35	2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES AND RAW FURS—Sheepskins are higher. In furs some are offering more for rats, but it is largely a matter of grading.

The Yorkshire Post, published at the centre of the English wool trade, in a recent article said :

"The more one thinks of the wool trade and the prices that are ruling, the greater becomes the surprise that things are moving so smoothly and confidently. Many a woolman said in 1900 and 1901 that we should never see hifh prices again, but it is perhaps in order now to ask, when are we to have low prices? Nobody desires to see good, greasy combings back at 6d. per lb., for that is neither good for producer nor consumer. Users of wool, yarn, and fabrics are buying to-day a thousand times more lustily than they did when prices were in some cases half what they are to-day."

In a table dealing with the Australian and Cape wool clips, the Post shows that in 1901 the clip totalled 1,962,000 bales, averaged £10 10s. per bale, and required £20,001,000 to move it, and that the clip of last year totalled 2,071,000 bales, averaged £17 per bale, and required to move it £35,207,000.

Hides, inspected, cows and steers, No. 1	0 10½
" " " " No. 2	0 09½
Country hides, flat, per lb., cured	0 09
" " " green	0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 50 1 65
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb.	0 25
" " extra	0 27

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 20
Marten,	3 50	20 00
Muskrat., No. 1	0 28	0 30
" " 2		0 25
" " 3		0 18
" " 4 and kits		0 05

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 21, 1907.

BUTTER—Still very firm and high.

CHEESE—Featureless market. Prices without change.

EGGS—Steady market at 23½c. to 24c. for new laid Canadian.

PROVISIONS—Situation has not changed. Easter business keeping packers busy.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March. 21, 1907.)

Price changes this week are few and unimportant. Business is very active and less difficulty is reported now in making deliveries at country points.

CANNED GOODS.—Except for some slight advances in lunch tongue and similar lines there are no changes this week in the canned goods list. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91½
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89

VEGETABLES.

Beans—	
golden wax, "	1 98 1 93
refugee, "	1 98 1 98
" crystal wax	2 18 2 13
Corn—	
2's	2 13 2 08
Peas—	
(No. 4) 2's "	1 98 1 93
(No. 3) 2's "	2 18 2 13
(No. 2) 2's sweet wrinkle	2 28 2 23
(No. 1) 2's extra fine sifted	2 78 2 73
Succotash—	
2's "	2 63 2 58
Beets—	
whole, "	2 08
sliced, "	2 28
whole, 3-lb., "	2 64
sliced, " "	2 84
Spinach—	
2's, per doz	3 13 3 08
3's	4 09 4 04
gallon, per doz	11 10
Asparagus, per doz	2 89
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
" refugee	1 98 1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR.—The sugar market is reported very firm and further advances are expected by the trade. We quote :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 40

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES.—Local brands are quoted as follows since the recent advance :

Dill—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS — Still quoted as follows:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filfatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES.—As noted last week, evaporated apples are now quoted at 10¾c. per lb. in 50 lb. boxes and 11c. per lb. in 25 lb. boxes. Dried apples are selling freely at 9¾c. per lb.

CANDIED PEELS—Firm at recent advance.

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	8 40
" 10-lb. " ½-doz. "	10 80
" 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows since the recent reduction in Japan rice :

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 88
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 lb	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

BUCKWHEAT—Quoted as before at $1.70 per half sack.

FRUIT JARS.—Prices quoted below are for sales before May 1st, for shipment at any time up to June 1st. Prices for sales after May 1st are at an advance of 50 cents on prices now quoted.

Pints, per gross	7 75
Quarts, "	8 75
Half gallons per gross	11 75

BUTTER TUBS.—Prices have been revised and quotations are now as follows :

2's wire hoops, per nest	0 53	0 57
3's " "	0 83	0 93

GROCERY TRADE NEWS FROM NEW BRUNSWICK.

(By The Canadian Grocer's special correspondent.)

St. John, N.B., March 18, 1907.

Quietness still reigns in business circles. In the produce line, butter continues scarce, but eggs are getting more plentiful, and consequently cheaper all the time. Good fresh eggs are now quoted at from 22 to 27 cents, while butter is selling at from 22 to 26 cents a pound. No change of any note has occurred in any of the other markets. Flour, meal, sugar, molasses, etc., have shown practically no change in the past few weeks.

Both wholesalers and retailers are preparing now for the approaching seed trade, and some shipments are already on the way.

In the provision line, pork products continue high and some of the packers are buying heavily for the summer trade. One of the packers told your correspondent he was bringing six or eight cars from Ontario in preparation for the summer trade.

In the fruit line, the principal sales are in Valencia oranges, which are arriving in large quantities by the winter port steamers. Some few bananas are also being landed here from the West India steamers.

Fish of all kinds continue scarce and high. Finnan haddies are higher than for some years. The general variety is good but the supply is limited.

Charles A. Clark, the Charlotte street grocer, is about vacating his present store in the market building to make room for the new branch of the Bank of New Brunswick. Mr. Clark has occupied his present store for the past ten years, and has leased still more commodious premises at 73 and 77 Sydney street, which is being fitted with the latest improvements as a first-class grocery, meat and fish store. Mr. Clark expects to be in his new store this week with larger accommodations for his many customers.

It is reported that T. J. Phillips, the confectioner, has acquired the premises now occupied by the Carling Brewing Company, and will use them as a candy factory. It is understood that some machinery, formerly used in the manufacture of candy, is still in the building and will be utilized. Mr. Phillips declined to make any statement as to his intentions.

James Izzard and James McKellar have purchased J. Roote's bakery stand at 21 Hammond street and will conduct what will be known as the Scotch Dietetic Bakery.

Fire in the jewelry store of A. B. Smalley & Sons, Prince William street, Friday night, did about $10,000 or $12,000 damage. The premises of Bowman & Cole, wholesale grocers, at the rear of the building, and Dearborn & Co.'s spice mill, adjoining, were affected by smoke and water. The former's loss was adjusted for $150 and the latter's for $300. Considerable damage was also done to Bowman & Cole's stock by an overflow of water on Water St. in consequence of the gutters not being cleared of ice. It is probable the city will be called upon to pay damages. The premises of A. S. Bowman, broker, and the Smith Brokerage Company, on Water street, were also flooded by water, and they will also look for damages from the city in all probability.

The estate of the late James Shaw, of the firm of J. & W. Shaw, brokers, has been admitted to probate and letters testamentary granted to Ethel G. Shaw and Harry A. Shaw, the executors named in the will. The estate consists of $12,000 real and $10,000 personal property.

J. D. Frier, late manager of the Maritime Dairy Company, at Sussex, has returned from a trip to Toronto, where he arranged to take over the maritime agency for Empire Separators. He will have his headquarters at St. John and will have district agents throughout the provinces. He enters upon his new duties at once.

J. Willard Smith, wholesale grocer and shipping merchant, and Mrs. Smith, returned home last week from a trip to Florida.

E. A. Titus, of the firm of J. & J. S. Titus, general merchants, St. Martins, has been in the city for a few days on a buying trip. J. & J. S. Titus last summer erected a fine new building for their increasing business. It is pronounced by the traveling men to be one of the most modern and up-to-date of any of the stores outside the larger cities. Mr. Titus reports that business in their section of the province has been exceptionally good this winter.

According to letters received recently from T. S. Simms, head of the well-known firm of T. S. Simms & Co., brush and broom manufacturers of this city, who is making a tour of the old world, he is having a pleasant time. He is visiting Rome and other Italian cities, Egypt, Palestine, etc., and will, no doubt, have an interesting story to tell on his return next summer.

H. A. Cochrane, who for a number of years has been shipper with H. P. Robertson, wholesale fish dealer, will leave soon for Montreal, where he has secured a position with a large wholesale fish house. On Thursday evening last he was presented with a handsome traveling companion, by a number of his friends.

The Canadian Club recently invited Hon. James Bryce, British ambassador at Washington, and Sir Wilfrid Laurier to speak here. Word has been received, however, stating that they cannot make arrangements to do so for some time yet, at least.

WON'T OUR ORGANIZATION DO? ASKS RETAILERS' PRESIDENT.

To the Editor of The Canadian Grocer :

I take the liberty of writing you on the all-absorbing question of the "Organization of the Retailers," which has been discussed by both "Wholesaler and Retailer" in your columns of late.

As I have, with others, been deeply interested in this particular work, not only of organizing, but in assisting to accomplish something, these different articles have impressed me somewhat in a peculiar light. What I mean is this, we have already an organization well known as the "Retail Merchants' Association of Canada," established in this province, which makes provision for all lines of retail trade to come together and discuss questions, pertaining to themselves, and I cannot understand the necessity of launching another trade organization in our midst unless there is reason to believe the present one should not exist. Nothing so far has been said against the work being done by the Retail Merchants' Association, although I realize we are yet in our growing time and have room for improvement, as well as the need of more assistance from the retail trade, yet there is laid the foundation of what should be the greatest organization among merchants of this country, an organization which should carry weight with the Legislature, with the trade and with the public ; with the Legislature because of the influence we control in every constituency ; with the trade because of what our association has already done in dealing with such great questions as trading stamps, peddlers and hawkers, telephone franchises, amendments to laws affecting our interests, etc., etc.; with the public because of our pressing for pure food laws, our desire to stamp out all unfair and unjust means of advertising and our encouragement of all honest methods of dealing with them. Now, Mr. Editor, I think it would do good, if wholesalers and retailers would come out and show through your columns, which are ever open to the grocery trade, reasons, other than what the Retail Merchants' Association is already endeavoring to do, why another organization should be formed ; or state plainly wherein we are at fault or are weak. I for one will be pleased to see ourselves as others see us, hoping that what may be wrong will be righted, and that all will tend to the advancement of the "Organization of the Retailer," which your valuable paper so strongly advocates, I remain,

Yours sincerely,

H. C. ELLIS,

President, Province of Ontario, Retail Merchants' Association of Canada. Ottawa, March 18, 1907.

GRECIAN CURRANT RETENTION LAW AND THE PRESENT SITUATION

The Grecian currant retention law, a measure adopted a couple of years ago with a view to maintaining the price of the staple crop of the country and saving the national industry from the effects of over-production, is not yet very well understood by the world at large. The results of the measure are now becoming apparent, however, and the past season has put it to the test of very exceptional circumstances. C. L. Marshall, manager of the agency department of the MacLaren Imperial Cheese Co., Toronto, who are agents for Meyer & Co., Patras, has been making some enquiry, and contributes to The Canadian Grocer the following very interesting letter :—

The Greek currant retention law is so complicated, that some confusion in the minds of those who are not conversant with its various clauses, in regard to the application of the law, is only natural. It must be remembered that the

WM. H. DODGE
Inventor of the Dodge Metallic Cap.

present season has been an exceptional one—as a fact unprecedented—and that the framers of the law have provided for any emergency that could possibly arise, speaks volumes for their far-sightedness.

The object, of course, of the retention law is, primarily, to regulate the supply of currants in accordance with the demand, and as Greece is in the happy position of being the only producer, it is not as difficult a matter, as at first sight it would appear. A fairly accurate estimate of the world's consumption can be obtained, and the Government's agents very accurately determine the probable size of the crop. Such being the case, to whatever extent the crop is estimated to exceed the world's consumption—this surplus quantity is retained in Greece and eventually put to other than the ordinary uses—for instance, the manufacture of wine, alcohol, etc. If, for instance, the crop is estimated to exceed the world's consumption by 26 per cent., then under the retention law, 25 per cent. of the crop is retained in the country.

The crop of 1906 was a large one, and under the law 35 per cent, of the crop is being passed over to the chartered company for retention. Roughly stated, the modus operandi of retention is this : If a dealer or exporter buys from the grower one hundred tons of currants, delivery is made to him of 65 tons only, and a certificate, (or bill of retention) is given to him certifying that 35 tons have been delivered to the retention warehouse, the dealer paying for the full quantity (or 100 tons) at the market price.

Now to enhance or maintain the price of currants, the chartered company is under obligation by the terms of their agreement with the Government to accept any fruit offered to them at a fixed minimum price of 115 drachmes per 1,000 ven. lbs., and with the option of getting this price from the company, no dealer would or could sell at a lower figure, for export.

The present season being an exceptional one, with raisins, sultanas and figs away above normal in price, the consumption of currants increased enormously the world over, and with a strong probability that the 65 per cent. of the crop originally available for export will be exhausted long before the new crop is ready for the market, prices have been forced up nine shillings per cwt. higher than the price paid by the chartered company.

However, attention must here be called to a paragraph of the law which has some bearing upon prices and tends to modify conditions by increasing the supply available for export, viz., as soon as 200,000,000 ven. lbs., or in other figures, about 100,000 tons, have been exported, then, instead of accepting bills of retention (certificates) for 35 per cent. of his purchase, the dealer takes delivery of the full quantity and pays in cash to the Government 35 per cent. of his purchase, but, and this is the important point, not at the market valuation, but at the fixed minimum price at which the chartered company would accept the currants, that is, 115 drachmes, (which at the present time is about 7 shillings per cwt. less than the market price).

In other words, previous to the exports from Greece having reached 100,000 tons, the dealer is obliged to hand over to the Government 35 tons out of every hundred in fruit, the market price of which is at present 180 drachmes per 1,000 ven. lbs., whereas after the exports have reached 100,000 tons, he pays in cash at the equivalent of 115 drachmes per 1,000 ven. lbs.

It is supposed that by April 1st the exports will have reached the 100,000-ton mark, and currants will then cost the dealer in Greece just 1s. 6d. per cwt. less than previously. The fact therefore, that cables have been received from Greece quoting lower prices for April shipments, does not indicate any weakness in the market, on the contrary, the statistical position is stronger than ever, and higher prices are almost certain before July 1st.

Regarding the retention, currants themselves, the fruit actually held in Greece under the retention law, according to an article of the convention between the chartered company and the Government, the former will be obliged to sell to the Greek exporters the retained currants at a fixed price whenever the stocks otherwise held in Greece are so small that the demand from abroad cannot be met. This, however, supposing all other supplies are exhausted, cannot possibly affect prices downward, as the prices are already fixed on as high a basis as to-day's quotations. Moreover, the chartered company are not allowed to sell direct to the trade abroad, but only to dealers and exporters in Greece.

Taking everything into consideration we predict higher prices, and as better quality is obtainable now than will be the case when the retention currants are being drawn upon for export, our advice to the trade is to anticipate their requirements.

PORK PACKING SITUATION IN NEW BRUNSWICK

The Province of New Brunswick, despite the fact that it has made rapid strides in agriculture and stock raising in recent years, does not raise a sufficient number of hogs to supply the local demands for pork and pork products. At the present time not one of the five pork packing factories in the province can get hogs here, and they are being brought from Ontario.

E. W. Slipp, of Slipp & Flewelling, St. John, who have a large local trade in pork products, told The Grocer's correspondent a few days ago, that at the present time they could not buy stock anywhere in the province. Everything has been bought up. It is understood that there is some stock in Prince Edward Island, but owing to navigation being closed, it is not available.

The class of hogs being brought from Ontario is heavy stock, which is suitable for the local trade and it is costing the packers, delivered here about $9 a cwt. Fancy stock couldn't be bought here for that figure and it is doubtful if it could be sold to advantage if it was.

The five packing houses in the province at the present time are: Slipp & Flewelling, The F. E. Williams Pork Packing Co., Limited, and John Hopkins, St. John; the Sussex Packing Co., Sussex; and the Imperial Packing Co., Woodstock. These factories are all using Ontario stock at the present time.

The packers state they have had about the usual amount of stock from this province, or perhaps a little more than usual on account of the F. B. Dunn Packing Co.'s factory at Fairville not being operated this year.

The output of these factories is for consumption in the Maritime Provinces alone, not a pound being shipped for export, and yet they cannot supply the demand, as large quantities of hams, bacon, lard, etc., are sent down here from the Ontario packers.

Dried Fruits

Most lines of dried fruits are high, but we have some that we are offering at prices that should interest all whose stocks are low.

Choice California Seeded Raisins, 16-oz.	*.9¾*
Choice Malaga Seeded Raisins, 16-oz.	*.9*
Maple Leaf Select Valencia Raisins	*.8½*
Fard Dates, 60s.	*.5¾*
Sair Dates,	*.3½*
2-in. 4 Crown Choice Eleme Figs, 10s.	*.8*
2½-in. 6 Crown Choice Eleme Figs, 20s.	*.9½*
Glove Boxes, Choice Eleme Figs	*.7*
Comadre Figs, in Serons	*.3½*

Heinz

An assortment of Heinz goods is a big lift to business. People are looking for just such things as Heinz puts up. They will help your business as they have already helped thousands of others. Keep Heinz goods to the front and you will be surprised at the result.

A Few General Lines

Japan Rice, per lb.	*.05*
Royal Club Canned Haddie, per case	*3.60*
Lyle's Sugar Syrup, 2-lb. tins, per tin	*.14*
Peerless Rolled Oats, per bag	*-2.10*

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

FOR SALE.

THE stock of Broddy & Porter, Uxbridge, is for sale.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

WANTED—Wholesale tea traveller; must have good connection and understand teas thoroughly; best references required. Minto Bros., 55 Front St. E., Toronto.

SITUATION WANTED.

ENERGETIC, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

The Eby, Blain Co., have recovered damages against the Grand Trunk Railway Co., to the extent of $131.45, this being the amount claimed by them for the loss of ten barrels of sugar, which the Robert Simpson Co. purchased from them and shipped by the G.T.R. The judge, in giving his decision, referred to the railway company as being common carriers, and therefore liable for goods entrusted to them.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenpot, Pickup & Co.

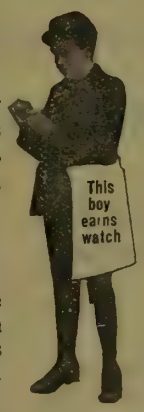
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

BAKING POWDER

"GUARANTEED THE BEST"

GENEROUS SPECIAL OFFER

We are making a special offer on this pure, wholesome and quick-selling commodity which will interest every retail grocer. Fill out and mail form below and we will forward full particulars.

The Codville-Georgeson Co., Ltd.
Winnipeg, Man.

Kindly mail me full particulars of your special deal on Gold Standard Baking Powder.
My Name is

My Address is

Canadian Grocer

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FOR EASTER

HAMS BACON LARD

We shall be glad to have your orders for "Star Brand" Hams, English Breakfast Bacon and Pure Lard. Orders are now coming in for the Easter Trade. Kindly let us have yours as early as possible.

F. W. FEARMAN CO.,
HAMILTON LIMITED

EASTER

Send us your order early
and you will get carefully

SELECTED STOCK

CORONA Brand
HAMS, BACON, WINDSORS
BEEF, LAMB, MUTTON, PORK, Etc.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The man who is out to corner a paying trade in the grocery business is mighty careful about the brand of provisions he carries. He certainly does study popular taste. To make sure he always orders the Ryan

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard.

because the Ryan provisions are sure guarantees of the come-again customer, an increasing trade and a lasting reputation. Think it over. Is it worth while to feature any other brand of provisions?

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Since report of last week two or three cheese factories have openend and are turning out new goods. The few that have commenced are situated in Western Ontario, in the Brockville and Belleville districts. It will be some time, however, before the turnout of these people will be ready for shipment. It is true, there are offered on the market a few more fodders, but the quantity is certainly limited.

Another week, or a fortnight, will probably witness the opening of activities for the spring season. Should favorable weather continue and March go out more like a lamb than a lion, makers will be enabled to get well under way in good time.

As already stated, it is likely that many will be attracted by high prices ruling to make their output solely cheese. It is not thought that present prices will fall very far before at least May 1.

Concerning business being transacted in cheese held at present, little can be said, since stocks are very light, the greater percentage of what is visible in Montreal being for English account. The few small lots in stock are quoted at steady prices.

Locally dealers report a very good trade with the retail trade at prices which are strong.

Only 86 boxes of cheese were received week ending March 16. This makes total receipts since May 1, 1906, 2,349,-791 boxes.

Butter continues very high, prices being upward in tendency. Receipts of fresh made are not large, and the market is none too well supplied as a consequence. On the other hand there is a brisk demand for all lines, particularly creamery. Prices for this variety are higher than last week and still climbing. Owing to the fact that the English market is very low for the Canadian creamery, lots of this line are still being received on this side. This season, had it not been for the receipts of creamery from England, the market would have been sky high, for the make was not sufficient to take care of the demand. At it is many reckon the price quite high enough—when they are buyers—but it may comfort them to know that the price is reasonable enough considering conditions, and is low compared to what it would be if no English creamery had been received.

Butter factories will soon be opening, a few having already started. The make will be small at first because of the temptation to make cheese and obtain the high prices ruling for that article, and also owing to the fact that milk is selling for good figures in the city and much that would other seasons be sold to the creameries is now being shipped to the city.

A delegation representing the produce trade interviewed the Government in connection with the customs duty on returned butter and were given a very satisfactory hearing. It is thought that nothing further will be done in this matter, but in the future returned butter—or any line of goods for that matter—will be subject to the duty mentioned in the tariff unless shipped direct to the original exporter.

Up to the end of last week, receipts of butter since May 1, 1906, totalled up to 610,637 packages, 880 packages being received during the week.

PROVISION SITUATION

Some improvement in the Old Country market is encouraging the Canadian packer to expect soon to be breaking even on the export trade and to hope that April business may show him a little profit. There would be some chance of it if he could get the price of hogs down, but the farmer still holds the whip. Prices this week are even firmer and while the big packers are still paying $6.65 f.o.b., country, which means $7.25 at the factory, smaller houses are paying $6.75 f.o.b., country. The roads are very bad, however, and deliveries are likely to be light. Last week they were about normal.

The end of Lent is expected to give a fillip to the trade, both in Great Britain and in Canada. Last week the Old Country market improved 2s. February is traditionally a bad month in England and this year the trade has quite lived up to its reputation; but there has been one special cause for the unusually bad markets. The Danes produced 35 per cent. more hogs than a year ago. Instead of killing 25,000 to 28,000 hogs a week they killed 30,000 to 34,000. The Danes put all their stuff into Wiltshire, the same as Canadian and Irish. Irish and Canadian were near enough normal to make the extra Danish an over supply, so that prices went low for all Wiltshire cuts. One result was that American products were averaging as good a price as Canadian. For the last two months Danish has averaged 55 to 58s; Irish about the same; Canadian 54 to 56s. and American about the same. Ordinarily American brings 2s. or 3s. under Canadian. For some months now the course of prices for hogs in Canada has not had much relation to the price of the products in England, and bacon in London has been selling from 4s. to 6s. a cwt. (112 lbs.) less than cost.

The Canadian farmer watches the Chicago market when prices there are higher than here, which they are about one year in ten, and have been recently. This was probably due to the fact that from November to February receipts in the States were a million hogs less than a year ago. That shortage has now been reduced to 700,000. The increase for the past two weeks was 55,-000. The American packers export on an average 25 per cent. of their product; the Canadians are just the other way about and export 75 per cent. The American uses the Old Country trade as a safety valve for the domestic trade. Their hogs are fat and yield more lard; their sausage trade is bigger and their waste products sell better, so that they can afford, if necessary, to sacrifice the small proportion of their products that goes abroad.

Packers a while ago were talking of a sharp rise in products in Canada when navigation opened, but they say now that prices will remain steady. They think that prices are now about as high as the consumption will stand. Enquiries are now being made for the north and northwest for the opening of navigation and considerable supplies have been going forward to the west by rail. The trade, indeed, has been unusual on account of the high price of American products. About all the west will pay more for Canadian than American is 1-4c and it is only very occasionally that the prices, even after paying the duty on American, come so near together.

CANADA BACON WANTED.

J. B. Jackson, Canadian commercial agent at Leeds, Eng., writes in the Government's Weekly Report:

Canadian brands of bacon and hams are much more in evidence in this district than American. Especially is this the case with regard to hams for boiling. You find them in almost every shop, and are now known as "Canadian," and are never refererd to as "American." The wholesale merchants are looking for very large shipments from Canada during the next few months, and although on account of the supplies of Canadian bacon and hams being so plentiful, prices are slightly lower as compared with the American; still I am of the opinion that it is good buisness for our Canadian packers to sell at reasonable prices as they apparently are doing, and by this means they are gradually capturing a very large share of the trade from the American shippers.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

The Grocer who is after Trade with Canned Meats such as are offered under the brand of

Wm. Clark

will have a safe, sure and satisfactory business.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Packers are busy shipping Easter orders, which have been very good this year. Some orders, late in arriving, are now being booked for the holiday trade. Pure lard is higher this week. The high prices asked for pure lard have had the effect of curtailing the demand somewhat, many consumers taking compound instead of it. Hams and bacon are moving out freely at firm prices. Higher figures are anticipated in these lines in the near future.

Lard, pure tierces	0 11¾	0 12¼
" 56-lb. tubs	0 12¼	0 12½
" 20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12¾	0 13
" " 5-lb. "	0 12¾	0 13¼
" " 3-lb. "	0 12¾	0 13½
Lard, compound tierces, per lb.	0 09½	0 10
" " tubs	0 10	0 10½
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 10¾
" " " 5-lb. "	0 10¾	0 10¾
" " " 3-lb. "	0 10¾	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Hams, extra large		0 13
Extra plate beef, per bbl	12 50	13 00

BUTTER—There has not been much change in the butter situation since last week. Ruling prices do not show any change compared with those quoted last week. Little fresh butter is arriving. Much of the milk which would otherwise go to the creameries is being shipped to the city for sale at temptingly high figures, while the fancy prices obtainable for cheese have been the means of enticing many into the cheese-making industry, to the detriment of butter making.

Choicest creamery, salt, 56 lb. boxes	0 26	0 27
" " pound prints	0 26	0 28
Medium creamery		0 24½
Western dairy		0 22
Large rolls	0 23	0 23½
Dairy tubs	0 20	0 22

CHEESE—Little business is being transacted. Stocks are rapidly being cleaned up, only a few lots being held. For local trade, prices asked run between 14½c. and 15c.

EGGS—Just now a speculative market rules in eggs. There is a big consumption, but receipts during the week from Ontario points were very heavy. Prices are slightly easier. For really nice Canadian new-laid 22c. is asked by some, while others go as high as 24c. American eggs are selling at figures pretty nearly on the same level, 22c. to 23c.

HONEY—Very little activity is reported in honey. Demand is quiet all round.

White clover comb honey	0 13	0 13½
White clover, extracted tins	0 09	0 10
Buckwheat	0 08	0 09

TORONTO.

PROVISIONS.—Renewed enquiry from the west and north and east gives notice that the spring revival is at hand. Packers assert that at present high prices they don't much more than break even. It is admitted, however, that prices are about as high as they can be without limiting consumption, therefore not much further advance, if any, is likely. Another fact is that the poor market for some time in Great Britain has encouraged packers to accumulate for the busy domestic period at hand.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb		0 15½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12¾
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	4 50	5 50
Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS

Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.

Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,

invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,

PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange

BUTTER.—A steady market is expected for a fortnight or three weeks yet. The demand is excellent. As yet there is no marked change in supply.

	Per lb.	
Creamery prints	0 28	0 29
" solids	0 25	0 26
Dairy prints, choice	0 25	0 26
" " ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS.—The hens are pretty nearly going their limit now and it is just a question of marketing the product. The bad roads at present are a factor.

Eggs (strictly new laid)	0 22

CHEESE.—Prices are firm and unchanged.

Cheese, large	0 14½	14½
" twins		14¾

HONEY.—Prices are firm.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY.—There is very little demand. Prices are unchanged.

Live Weight.

Old fowl	0 10
Ducks	0 17
Young chickens	0 12

Dressed weight.

Old fowl		0 11
Ducks		0 14
Young chickens	0 13	0 15
Geese		0 10
Tom Turkeys		0 14
Hen "		0 18

FROM GROCER CORRESPONDENCE

(Continued from page 34.)

TORONTO.

An early closing movement has been on foot for some time past in the northwest section of the city and culminated a few weeks ago in a small organization of those grocers who were favorable to the change. They are: Stewart Scott, Jno. Shipman, and A. H. Moore, on Bloor St. West; Robt. Lawson, T. W. Brumby, Wm. B. Geddes, on Symington Ave.; J. T. Deacon, W. Wilkinson and J. S. McCann, on Emerson St.; L. Henderson, on Lansdowne Ave.; Jno. Jeffers, on Royce Ave.; and Mrs. Horton, F. Hopper, J. Cake and Mrs. E. Christian on Dufferin St. They have had cards printed which are prominently displayed in their windows and inside the store, with the resolution and names of all concerned inscribed thereon. They agree to close at 7 p.m. every night, excepting Fridays and Saturdays, and evenings preceding holidays. Mr. Lawson, who is largely responsible for the movement, said to The Grocer: "Early closing is the only way to keep 'dead beats' out of the store; no fellow is going to come in and ask for credit in front of a store full of customers, and since the change has come into force I have been scarcely bothered with applications of this sort at all. Formerly as many as half a dozen would come in in the evening after 7 or 8 o'clock, until the thing got to be a positive nuisance."

Most of the grocers in this district are cutting out the coupon system altogether, complaining that the method causes more bother than convenience. Jno. Jeffers has a notice in his window to the effect that after a certain date no coupons will be given out, and that all those at present holding coupons should bring them in at once, when they will either be redeemed in cash or will be allowed as 4 per cent. discount off cash purchases.

Robert Lawson is building another store with a floor space of 36 x 19, opposite his present location on Symington Avenue. Mr. Lawson runs a grocery and butcher business all under one roof, and is being crowded out by a rapidly growing trade. It is his intention to work up a good butcher business in the new store and then offer it for sale. He remarked incidentally that the man who occupied his present store before he took it over did a strictly cash business and only lost ten dollars in five years.

C. Rowntree has closed his store at 6 p.m. regularly for some time past, and does one of the biggest trades in the west end notwithstanding.

J. C. Bedser, at present with A. H. Moore, is shortly going to start up for himself in the store lately vacated by the Minton Barber Co. He will be in partnership with Arthur Seaman.

G. F. Wrigley has almost completed the fitting up of his new store on the corner of Markham and Bloor St. We hope to give a fuller account of this in an early issue, for Mr. Wrigley may safely be congratulated on possessing an interior of a neatness and attraction seldom encountered in so small a space.

TORONTO PURE FOOD SHOW.

Opened on Monday by the Mayor—Large Attendance Daily.

Another annual Pure Food Show was opened in Massey Hall, Toronto, on Monday, under the auspices of the Retail Merchants' Association and gives promise of being the greatest achievement of its kind Toronto has seen. The exhibits are as numerous and as varied as ever and more attractive than ever. The entertainment department is far in advance of other years and the attendance to date has been unparallelled.

The show was opened on Monday afternoon by Mayor Coatsworth. With His Worship on the platform were Geo. Good, chairman; F. T. Higgins, vice-chairman; M. Moyer, treasurer; E. M. Trowern, secretary; Ald. Bengough, Ald. Lytle and Controller Harrison, Ald. J. J. Graham and G. St. Leger.

Mr. Higgins, who is president of the Retail Merchants' Association, was the principal speaker and advocated a law fixing the number of pounds to a bag of potatoes and the repeal of the law which will not permit business men getting together and adjusting fair and reasonable prices.

The opening ceremonies were enlivened by a select programme of music, a feature of which was the remarkable cornetist performance by Paris Chambers. The 48th Highlanders' band will be in attendance each evening during the fair.

One of the most interesting and educative features of the show is a series of demonstrations and lectures in the basement by Miss Pattinson and pupils of the Lillian Massey School of Domestic Science. These from the first have proved great attractions to ladies of all ages and have been very largely attended.

Many of the booths and exhibits are exceedingly attractive, but lack of space prevents a detailed description in this issue. One of the finest is the Red Rose corner, where a tea party is always in progress, but of that more anon. The show is open every afternoon and evening and will continue until the evening of Good Friday.

BRANCHING OUT.

Nicholson & Bain, wholesale commission merchants, Winnipeg, have established a branch in Edmonton.

OFF FOR EUROPE.

H. Laporte, of Laporte, Martin & Co., Montreal, has left for Europe, accompanied by Mrs. Laporte. They will sail by the Empress of Ireland, and intend to spend three months on the continent.

PERSONALS.

J. L. Watt, of Watt & Scott, was in Montreal this week.

R. Greig, D. McDougall & Co., Glasgow, manufacturers of clay pipes, was in Montreal recently.

J. Mitchell Jones, Andrews, Gillespie & Co., Montreal, has returned from a trip to the Old Country.

Mr. Ashworth, representative in Toronto of the N. K. Fairbank Co., has moved to 164 Bleecker St.

J. M. Thom, who has been clerking for Gibbons Bros., Queen St. east, Toronto, has left to take a position with D. W. Clarke on Avenue Road. Mr. Thom has done some first rate window-dresing. His work won first place in the Canadian Grocer 1905 Christmas window and has just been awarded second place in the Bovril competition for Toronto.

TRADE NOTES.

Jacques Farladeau, baker, of Quebec, is dead.

Charles Smith, miller, of Campbellford, is dead.

Alphonse Quesnel, grocer, Montreal, has assigned.

George Baks, grocer, of Edmondville, has sold out.

A. E. Thompson, of Hamilton, grocer, is selling out.

Napoleon Bigouette, grocer, Stadacona, is dead.

R. W. Byers & Co., grocers, of Truro, have assigned.

Joseph Richardson, of Sebringville, grocer, is selling out.

Large, golden-ripe bananas are being offered by Joseph Brown & Sons, Montreal, for the eastern trade. The fruit is first-class and is selling at $2 a bunch.

The Ocean Mills Company, of Montreal, are making a vigorous advertising campaign in Hamilton, distributing no less than 14,000 samples of their "Chinese starch," each sample being a neat miniature of their large carton. They have appointed Arthur E. Bowron as their representative in Hamilton.

TRAVELLER

Must have first-class connection in Western Ontario and thoroughly understand groceries; salary fifteen hundred; communications confidential.

MAYELL & CO., Toronto.

CRY IS FOR ELEVATORS ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., March 14.

The return of R. M. Palmer, British Columbia Commissioner to England, in connection with the province's fruit exhibits at different large horticultural exhibitions there, revives interest in the success of the fruit sent from the Pacific Province. It is now over two months since word was received that many gold and silver medals and diplomas had been awarded to exhibits of fruit from different parts of the province. In some classes the awards were the highest given, surpassing all other exhibits.

Mr. Palmer, interviewed on his recent return, is strong in the belief that a large market in the Old Country awaits fruit from this province, in addition to the unlimited market of our own Canadian Northwest provinces. The fruit exhibited was in commercial packages, so that after the exhibitions, auctions of the fruit were held at Edinburgh, Birmingham, Liverpool and other places. Keen bidding and satisfactory, even high, prices, resulted in every case. From this Mr. Palmer concludes that the fruit from this province would find ready sale, and his study of the market in the Old Country would also affirm the conclusion as well as assuring good prices. The varieties of apples suitable for the Old Country market, he considers, are pippins, Spitzenberg, and similar sorts. Mr. Palmer brought home with him the splendid collection of medals won by the different fruit-growers who sent exhibits.

* * *

Vancouver's first flour mill is nearing completion, the Hall Elevator and Mill Co. being now engaged in installing the plant in their new building, erected alongside their elevator, which, too, was the first in Vancouver. The new mill building has been erected to accommodate machinery for 500 barrels per day capacity, but at present the installation is for just half that amount. As the trade develops the plant will be extended. From all present indications the extension will soon be required.

Were the wheat still in stote in Alberta from last year's crop, there would be no difficulty in shipping at least a million bushels to the Orient this spring. But owing to lack of elevator accommodation the Alberta crop was largely shipped east last fall. The inquiry for wheat from the prairie for shipment to the Orient has only lately begun to be active and will influence next fall's shipments very materially. There is wheat yet in store in Saskatchewan, where shipment was much hampered last fall, but the distance west-bound is too great and freight rates too high at present to ship that wheat via B.C. ports.

The new Hall flour mill in Vancouver is likely to be operated day and night from the moment it is completed, as orders and inquiries for flour for Oriental shipment are so numerous. The only problem now seems to be to get sufficiently large quantities of wheat to keep the mill going.

* * *

With the anticipated completion of the Great Northern Railway's V.V. & E. line, from Midway into the southern part of the Similkameen district the fruit-growers of Keremeos have organized an exchange, on similar lines to those established in the various towns and settlements of the Okanagan and Kootenay and on the coast. As this district, though far from market by reason of lack of transportation, has long been developed in fruit and vegetable raising, there are a number of fine orchards already in bearing and many others coming in. The growers anticipate having a large crop to market this season, and the exchange will handle it for all. The surplus or any part of the crop not readily marketable is to be taken care of by a small cannery it is proposed to establish along similar co-operative lines to the exchange, though the function of the latter is principally to market the crop of the district. This will add a new fruit-shipping district to the many now in the field, but the demand market of the Northwest has never been met and that of Manitoba is still supplied from south of the border.

* * *

Market conditions are lively at the present moment. Trade is brisk and some changes are noted. Sugar prices have been advanced by the local refinery 10c. all round. Base quotations now are: Powdered, icing and bar, $6.70 per cwt.; granulated, $5.30; extra C., $4.70; fancy yellow, $4.55; yellow, $4.45; dark yellow, $4.35. Syrup, finest golden, 2¼c. per lb. in bbls., 2¾c. in 10-gal. kegs; $5.-25 in cases of twenty half-gallons.

Some slight changes are noted in canned goods. Peas have advanced to $1.15; Bartlett pears are less, having dropped ten cents to $2, while other varieties are $1.87½, instead of $2, as previously. In dried fruits, California white figs are quoted at 6½c.; other lines are unchanged at firm prices.

* * *

In flour some higher quotations from the Enderby and Armstrong mills are noted, 50c. per bbl. being asked on Hungarian, making the quotation now, $5.30 and $5, respectively. Bran is $1 higher, being now $24 per ton.

* * *

Eggs have slumped badly and the market is demoralized, owing to the arrival of considerable shipments from Oregon and the heavy local marketing. Fresh eggs are now down to 23c. per dozen, and mild, fine weather, such as prevails, will keep the supply up so that the price will stay down. In butter there is no great increase of stocks, as supplies are largely local. This supply is increasing, but price remains at 35c. wholesale for fresh local creamery, and 30c. for good local dairy. The steamer Aorangi, due to-day, from Australia, brings the last consignment of Australian butter for this season. It will likely not be quoted less than 30c. and 31c.

* * *

The potato market is unusually speculative, prices for Ashcrofts having gone to $40 per ton, and none offering. Even lower Fraser river potatoes are over $25 on Vancouver market, though at New Westminster the weekly farmers' market last Friday did not quote them as high as that. Cabbages are now quoted 3½c. per lb.; local onions, $1.50 per sack; Victoria hot-house lettuce is still $1.75 per crate. California cucumbers are $3 per doz.; cauliflower, $2 per doz.; asparagus, 25c. per lb.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Now being Demonstrated at the Pure Food Show, Toronto.

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Something Hot and Tasty

Trade-bringers, profit-builders, lines that will satisfy your most exacting customers, goods you stock frequently and largely after the first trial.

HERE THEY ARE WITH PRICES:

SMITH'S KIPPERED HERRINGS
Cases, 4 doz., oval tins, per doz. **$1.65**

SMITH'S HERRINGS IN TOMATO SAUCE
Cases, 4 doz., oval tins, per doz., **$1.65**

BAIRD'S WORCESTERSHIRE SAUCE
Cases, 3 doz.. ½-pint bottles, per doz., **75c.**

BAIRD'S 40-oz. SQUARE MIXED PICKLES
Cases, 1 doz., per case, **$2.40**

BAIRD'S 40-oz SQUARE WHITE ONIONS
Cases, 1 doz., per case, **$2.40**

BAIRD'S 40-oz SQUARE CHOW CHOW
Cases, 1 doz., per case, **$2.40**

If you have never stocked these goods you've lost a big bunch of opportunity in the profit-making line; but it is never too late to make money. So order right away. These are great lines for spring.

Hudon, Hebert & Co.
LIMITED

Wholesale Grocers and Importers

MONTREAL

"THE MOST LIBERALLY MANAGED FIRM IN CANADA"

GUELPH GROCER'S ANNUAL BANQUET TO HIS STAFF

Grocery Traveler Talks on Salesmanship.

Alderman J. A. McCrea, thr proprietor of Guelph's "Noted T Store," gave his annual dinner to the employes of that establishment on the evening of Thursday, March 7, at his own residence. Since Mr. McCrea started in business he has been thoroughly alive to the value of creating sociable and friendly interests between his subordinates and himself, and the good time enjoyed by everyone on this occasion is a tangible proof of the established popularity of what, several years ago, was merely an experiment.

The feature of the evening, aside from the dinner, was the very instructive and entertaining address of J. W. Charles, a representative of H. P. Eckardt & Co., Toronto, who chose as his subject, "Scientific Salesmanship," treating it in such a lucid, interesting and, withal, so practical a manner, that no one of his listeners could fail to be benefited. A comprehensive report of Mr. Charles' remarks is given lower down.

The guests were received by Mrs. Elliott, whose hospitable welcome made everyone feel at home immediately, and by 7.30 all the members of the staff and their friends were seated round the banquet table, with Ald. McCrea at the head and Mr. Charles, as the guest of honor, at his right hand. Mrs. McCrea, assisted by Miss Clark and Miss Adams presided over the tempting viands. In their appreciation of these most of the guests erred rather on the side of repletion than moderation. When everyone had satisfied the cravings of the inner man, or woman, Ald. McCrea arose, and after a few well chosen remarks expressive of his pleasure and satisfaction at the sight of such a number of his employes enjoying themselves so heartily, he proposed the toast to the King, which was responded to with a roar of applause, amid which could be distinguished indistinct strains of the National Anthem.

Then followed Mr. Harris' toast to "Our Guest," prefaced by many complimentary allusions to Mr. Charles, to which that gentleman replied in a spirit of suitable modesty, which, if not altogether natural, was at least well feigned.

The lady members of the staff then sprang a surprise on the party by rendering a selection written especially for the occasion, entitled "The Poor, Lone Girls of the Noted T Store." The authorship of this effort did not transpire, so no lives were lost, but there was a noticeable feeling of uneasiness among some of the staff as of an impending earthquake. Every fresh verse carried a barbed witticism aimed at some member present, and the host and Mr. Charles, so far from being exempt, received their full share and accepted it in the spirit in which it was given.

Scientific Salesmanship.

Mr. Charles was then called upon to say a few words on the duties and aims of the salesman and on rising made a preliminary expression of the extreme pleasure he felt at being present. His address was to be entitled "Scientific Salesmanship," and the subject would be treated along entirely new lines, his motto being, "There is no Royal Road to Success, but There are a few Short Cuts."

The business world, Mr. Charles said, was made up of the business and professional units, of which the former were a great deal more numerous. But, no matter in what situation in life a man might be placed, whether he be a doctor, a lawyer, or a member of any other profession, or whether he be occupied in any business career, he was in a certain fundamental sense, a salesman; a salesman in that he was trying to get the highest market price for his services.

The business man, however, Mr. Charles continued, was handicapped in that he had no textbook for guidance, as have members of other professions, and therefore an elementary basis must be arrived at. But what was this basis? Most business men had found it to

JOHN W. CHARLES

be upheld by four pillars—endurance, ability, reliability and efficiency—each depending upon the other and all necessary to success. These qualities all clerks must endeavor to cultivate if they would succeed, and all could be acquired by an earnest endeavor on the part of the aspirant.

Be Positive.

The successful business man could not follow in the footsteps of his predecessors, but he must carve a way for himself. Every clerk must either be a "positive" or a "negative," and the former only could be successful. To be a "positive" a clerk must be faithful and diligent. He or she must have ambition and not simply work for the weekly stipend. "The value of a clerk is determined by the greater or lesser amount of supervision he or she requires."

Mr. Charles then turned from the scientific side of salesmanship to the practical side. The great problem, he said, was the surest and easiest way to get orders. To this question there were four phases—the customer, the salesman, the sale and the article—of which the "sale" was the most important. The clerk should endeavor to cultivate the practice of holding an interesting conversation with the prospective buyer explaining the merits of the article for sale without boring the customer. An endeavor should be made to make the customers commit themselves, and then they should never be allowed to leave the store until the deal is closed.

Another point that Mr. Charles emphasized was that a clerk should not grumble but make his complaint to the manager. Every clerk should have the ambition to obtain a higher position than his present one. He should endeavor to "reach the top of the ladder and then call for more ladder." He should also practice frugality and put his savings where they might be called upon at short notice when a business opportunity availed.

Host's Respects to Staff.

Mr. Charles' inspiring talk was followed by a piano solo by Miss Bott, and it in turn by the toast to "The Staff," proposed by Ald. McCrea, who paid the clerks a high compliment on their very satisfactory services, especially during his illness at Christmas tide, when "the mice had not played while the cat was away." The toast was responded to by Messrs. Harris, Vass, Shortill, Stuart, Fonger, Hack, Edwards and Dougherty; and Misses Dougherty, Bott, Felker, Long and Weatherston; Mr. Dougherty's contribution was a song.

A piano and mandolin duet was rendered by Mrs. McCrea and Miss Dougherty, and solos by R. McCrea and Mr. Charles.

The toast to the ladies was proposed by R. McCrea, and responded to by Mr. Charles, and it is scarcely necessary to add that the fair sex met with nothing but compliments at their hands. Mr. Charles proposed the toast to the charming waitresses, to which Miss Adams replied briefly, and Miss Clark responded with a piano solo. The press also met with due honors.

Last, but not least important, and none the less heartily honored, was the toast to the host, hostess, and companion hostess, which Mr. Charles proposed on behalf of those present, and which was followed with "For they are jolly good fellows," and "See him smiling." A most delightful evening was brought to a close with "Auld Lang Syne."

R. B. WISEMAN & CO. MOVE.

R. B. Wiseman & Co., Winnipeg, have moved to the big warehouse just vacated by the Marshall Wells Hardware Co. A rapid increase in the volume of their business made it absolutely necessary that larger quarters be secured, and R. B. Wiseman & Co. are fortunate in securing such a commodious warehouse. The building has four storeys and a basement, the total floor space being about 25,000 square feet. With their larger headquarters R. B. Wiseman & Co. could now handle one or two additional grocery lines. They have always had an excellent organization for reaching the wholesale trade and now they have the storage room for larger business.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

BUSINESS MEN IN PUBLIC LIFE

No. 15

ALEX. ORSALI.

Persistent effort, working hard day after day, week after week, year after year, with a goal to be attained; this with business ability and integrity placed Alex. Orsali where he now is, partner of one of the most important wholesale grocery firms in Montreal, Hudon & Orsali. No exceptional advantages were his when he started business life, unless good health, ambition and the courage to stick to a thing and see it through may be counted out of the ordinary possessions of youth. Long

ALEX. ORSALI,

Recently elected a member of the Montreal Board of Trade Executive.

was the road over which he traveled, and it was certainly rough in places, but in traversing it he kept his eyes open, accumulating experience and learning how to deal with men and events. As a consequence his fellow wholesalers know he is a man to be depended upon at all times and are willing to display their confidence in him in substantial manner as witness his election to the council of that powerful body, the Montreal Board of Trade. This council is composed of the most sagacious and experienced business men of the city, one man to represent each class forming the Board of Trade. As the one who will look after the interests of the grocery trade Mr. Orsali will give satisfaction to all.

Born in Montreal, Mr. Orsali received his education in the city of his birth and first earned his stipend as a clerk in the Harbor Commissioner's office, then, in 1861, under the presidency of Alderman John Young. Mr. Orsali was at that time but 16 years of age. Later he obtained a position in the provision business with Morin & Co., who were down on Youville Square. Here he worked for a long time, having as associates such men as A. A. Ayer, F. X. St. Charles and other leaders in the commercial life of to-day. Leaving this firm he entered the employ of the old house of D. Masson & Co., at the time they were carrying on business on the site of the present Board of Trade building. He was rapidly accruing knowledge that was to be of the greatest value to him later in life, and, joining the staff of Boyer, Hudon & Co., a provision and grocery house, he was given there a responsible position.

Here he worked until 1873 when, with the late Firmin Hudon, he started business under the style of Hudon & Orsali, wholesale grocers. Starting in a small back room, the business gradually grew until it assumed its present proportions. The firm now occupies a splendid five-storey building on St. Paul street, which was entered in 1905.

In 1897 Mr. Hudon died, but a couple of months later his son, Albert, was taken into the business as a partner.

Besides being a member of the Board of Trade and representing the grocers on the council of that institution, Mr. Orsali is in his second term as president of the Montreal Wholesale Grocers' Guild, and is an active member of the Chambre de Commerce.

TAX ON TRAVELERS OFF.

By the passage of a bill brought into the British Columbia Legislature last week, the Government of that province voted to repeal the law imposing a tax on commercial travelers representing business houses in other provinces of Canada. Under the new law the only travelers who will still be taxed are those representing liquor or tobacco firms who have no branch house in the province. Such travelers will still be required to pay a license fee of $100 every six months. Travelers representing other lines of business, and not being residents of the province have, heretofore been required to pay $50 every six months. Henceforth these latter travelers will be exempt from taxation.

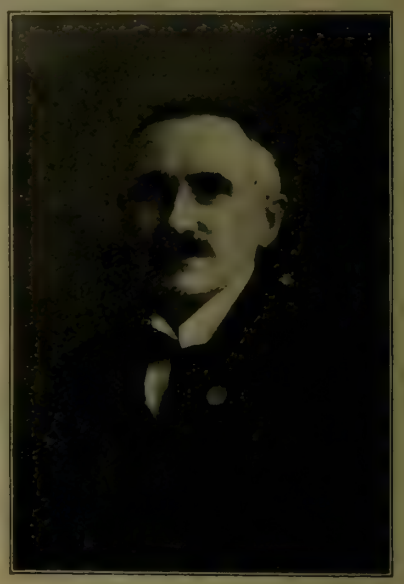
EXHIBITION OF GROCERIES.

Activity in Montreal in Connection With Great Food Show.

As the time for opening of Montreal's exhibition of groceries approaches, interest in the great fair increases. The retail trade are anticipating indirect benefits from the affair in that many food products which are now stocked by them will receive such demonstration as will increase their popularity with the consumer, and at the same time help their sales along. Again, many special lines of groceries in use to-day are not appreciated at their true worth owing to improper cooking, and with a band of demonstrators showing just how best results are obtained from different articles, there is sure to be absorbed much knowledge by the housewife attending the fair, and she will discover hitherto unknown excellencies in the groceries every day used in her house.

Committee members are enthusiastic over Hospital Day. Recently was presented in these columns the likeness of Albert Hebert, of Hudon, Hebert & Co., who is one of the workers on the committee and very much interested in the benefit day for the hospitals. This week is shown the face of S. J. Mathewson, also on the committee, and like Mr. Hebert, hot and heavy, if the words may be permitted, for Hospital Day. Mr. Mathewson is a member of the firm of Mathewson's Sons, wholesale grocers, Montreal, and is greatly interested in all questions appertaining to the grocery trade. He is a hard worker and his experience in the grocery business will be of great value on the committee of the exhibition of groceries. Mr. Mathewson explained to the Canadian Grocer that the button seen on his coat lapel is adorned with the words, "Shoo Fly." This, of course, is just an aside.

It will not be long before work will be started towards erecting the booths at the arena. The plan to be followed



S. J. MATHEWSON, MONTREAL.

should give satisfaction to the exhibitors. There will be booths along the sides and along each end, also two rows in the centre, that is, one row backing another. Frequent cross aisles will make it possible for the people to move about quite freely. The booths will all be of a uniform size, no projections being allowed, the committee desiring to have the effect as harmonious as possible. It is proposed to install a telephone system, another up-to-date stroke. Such a move should certainly meet with the approval of exhibitors, since for the outlay of a very small expense they would be in a position to communicate at all times with their booth.

EMIL C. BOECKH BEREAVED.

The only daughter of Emil C. Boeckh, of the United Factories, died at Colorado Springs, Col., on Thursday, Feb. 28. The sympathy of a wide circle of business friends and acquaintances is extended to Mr. Boeckh in his bereavement.

Beaver Brand Sugar Cured Special Hams and English Breakfast Bacon

are sure to be in good demand for Easter. We would like to have your orders early to give them best despatch.

Watch this space every week for short talks about **Beaver Brand** goods. We wish to interest you in the brand of pork products that stands for absolute purity in manufacture and scrupulous care in selection and preparation in **Canada's most sanitary Packing House.**

Ingersoll Packing Company, Limited, Ingersoll, Canada

Pork Packers and Cheese Exporters

TRURO QUALITY BRAND

Unsweetened

TRURO QUALITY BRAND

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Large Increase in Flour Trade With South Africa—Freight Congestion Severe on Small Millers—An Example of Grocers Handling Confectionery.

The unusual movement of Canadian flour to the Orient has been attracting considerable attention of late, but there is another increased outlet for the product of Canadian mills of which little has been said as yet, but which will develop in the official returns later on. This movement is to South Africa. Figures are not available but there has been a notable increase of shipments to that market this year. The trade was developed from the African end, too. One Canadian miller who has had a considerable share in this export business explained it thus: "Canadian hard wheat flour has become the world's standard and when the South Africans found they could get it at as low a price as American flour they naturally took it. This year Canadian flour is lower than American. Then we have a direct steamship service to South Africa which also enables Canadians to meet United States competition."

The grain markets are very quiet. The freight congestion is still an embargo on business. Cars of merchandise of all kinds are scattered up and down the railways from Halifax to Vancouver. They may have been loaded where they stand, but more likely they were sidetracked weeks ago because of stress of weather or for other reasons that seemed good to the operating departments of the railways.

Cereal markets are quiet, but prices are firm. There is still talk of a corner in oats in Winnipeg, but so far prices of products, at any rate, are not affected.

Confectionery.

Just another word, an example this time, in regard to the grocer handling confectionery. Michie & Co., Toronto, among the large retail grocery firms in Canada, and with a patronage of the most desirable class, have a small display window at the very centre of the business section of Toronto. To increase its utility it is fitted with a movable partition faced on both sides with mirrors. Just now a good half of the window is given up to a display of Easter confectionery novelties. About half the Michie frontage on King St. is used for the liquor store, which goes back but a little way. This means that the grocery is narrow at the front and widens out a little way back. This narrow front section is the firm's candy department. It is presided over by a comely young lady and sometimes two. The counter and shelves behind it are laden with high-class staple confectionery and the opposite wall has glassed-in shelves that contain an array of novelties. In this connection it is worth while remarking that most of the highest class confectioners in the city are near neighbors of Michie & Co.

MONTREAL.

FLOUR—Locally trade is good. Not much business is being done in an export way. Prices have not changed since last report.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 10
Glenora		4 60

ROLLED OATS—Business is quiet at prices which are unchanged.

Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

FEED—Feed is as scarce as ever and demand as strong. There have been no price changes during the week, but the market is firm.

Fine oatmeal, bags		2 45
Standard oatmeal, bags		2 45
Granulated " "		2 45
Gold dust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls.	4 70	4 85

TORONTO.

FLOUR.—Trade is steady; prices are unchanged.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 00

CEREALS—The railway car shortage, lack of motive power and freight congestion this winter has crowded the smaller millers pretty severely. The larger producers seem to have had and still have ample stocks of oats on hand to carry them through. Prices are still unchanged though the millers are claiming that there should be an upward movement. Ontario oats are costing 40c. at the mills and the western oats 44c. to 45c. It is reported that some western operators are hold-

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

BE CAREFUL!

Most grocers are because they feature our

ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

ing large quantities of oats and their operations may take on the nature of a corner. On that account possible higher prices are talked of. At present prices the oats may be exported. As the season advances, demand for oat products will fall off and this movement is already noticeable.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 75
" " in bags, per bag 90 lbs	2 25	2 40
Oatmeal, standard and granulated, per bbl	5 00	5 20
" " " in bags 98 lbs	2 40	2 60

SOME HOURS BETWEEN TRAINS.

(Continued from page 28.)

enormously increased cost to the retailer, and, as a consequence, to the consumer, which would result if the manufacturers had to retain their own force of salesmen, his views might have undergone a change. As it is, he will continue to spread the seed of dissension and opposition among others as ignorant as himself. The wholesalers have offered to help the retailers to organize, but it would be better if they would first educate some of the latter to the aims and advantages of the system against which they kick so strenuously."

Cookstown Half and Half.

In Fisher's store, which is almost opposite that of Mr. Couse, The Grocer found yet another combination. This time it was dry goods and groceries, and from the generous space allowed to each, and the size of the stock on hand, it seemed to be a most successful partnership. Mr. Fisher's enthusiastic remarks confirmed this estimate, though business was sufficiently quiet for the moment to allow The Grocer almost an hour's pleasant chat. Mr. Fisher drew the writer's attention to the fact that Cookstown occupied a somewhat unique position among Canadian towns, as it was situated in four townships, of which Innisfil and Essa enjoyed local option, while West Gwillimbury and Tecumseh were prohibition—and at that, local option carried the last election by only 8 votes. So that within the next few years we may expect to see a model Cookstown rise from the ashes of a liquored past, and settling down to a blameless life of incorruptible temperance, shake off for ever the suggestive cognomen of "half-and-half."

MAPLE

Packed by
Canada Maple Exchange

SYRUP

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING
should be in every shop.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

TASTY
CRISP ***McLAUCHLAN'S*** *APPETIZING*
Cream Soda Biscuits
Send for trial order

McLAUCHLAN & SONS CO. Limited, - OWEN SOUND, ONT.

Words are Good—If Backed up by Deeds.

The claims we make for

Perfection Cream Sodas

would be puerile and foolish if we didn't back them up by the proofs. Better Biscuits than

are not marketed to-day for the simple reason they are not baked.

Perfection Creams

are immensely satisfactory. They are the best biscuits made and they retain their goodness —all of it.

We have something particular to tell you.

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada

Sixty Years of Popularity

COX'S GELATINE
should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
P. Tippet & Co. "

J. & G. COX Ltd
Gorgie Mills, EDINBURGH

ORGANIZATION MOVEMENT IS HOT IN PETERBOROUGH

Peterborough just now is ripe for the organization of a retail grocers' association. It has been felt by the grocers for a long time that such a move should be made. The men catering to the necessities and luxuries of the inner man are not ignorant of the great benefit an association would be to them They are perfectly aware of all that, and so far not a man has said he would not join in the undertaking. On the contrary, nearly everyone has said that he would gladly do all he could to help it along.

Since the agitation has been started by The Canadian Grocer the merchants have renewed their interest in the movement. They have read the letters in The Grocer from H. C. Beckett and from the other correspondents. They fully appreciate the weakness of individualism in trade and the strength of unity. They agree with many of the suggestions thrown out and have several others to offer which would be applicable to the whole Dominion.

The trouble here is who will take the lead? A grocer in business, catering to the public every day cannot take up the organization without great loss to his own business. At the same time it is felt by many that the organizer should be a man who understands the grocery business.

One sugegstion is that an outside man, that is, a local man not in the grocery business, be engaged to call on every grocer in the city; explain to him the object of the association in detail, then ask him to sign a paper agreeing to become a member and to help the movement along. After this work had been completed and the great majority of the grocers had signed, a meeting could be called and the organization proceeded with. None of the members would be injured by those who stayed away and for the simple reason that the majority would control the trade.

One great object of the association, aside from any relationship with the wholesale houses which, of course, would be one of the main features, is to establish a "slow pay and dead beat system." Hundreds of dollars are lost every year, in fact thousands of dollars, by the professional "dead beats," and this city as well as every other city is full of them. With an organization the permanent secretary would be authorized to go over the books of each grocer every month and pick out the "slow pay and dead beat" accounts. These names he would keep alphabetically in a book, and whenever a merchant desired any information about a person desiring credit all he would have to do would be to call up the secretary and walk down to see him. A complete list of such accounts could be kept and the merchants saved hundreds of dollars.

Another object is to establish and maintain throughout the entire city a one price system. The executive would be empowered to watch the market and regulate the local prices so that the customers would get the full benefit of any reduction and still the merchant would do business at a profit. It would abolish the system of cutting prices, selling at and below cost and every man would be on an equal footing.

As far as joining in with the wholesale men or accepting any assistance from them, other than mere suggestions, the merchants here would strongly oppose it.

SALADA'S INCREASE.

The Salada Tea Co. report that their increase during the first eleven weeks of this year amounted to 163,306 pounds over the corresponding eleven weeks of 1906. This is an average increase of 14,846 pounds for each week of the eleven. In the Toronto branch alone, the report states, the increase for the first eleven weeks of this year amounted to 87,597 pounds. This means that over 43 tons more Salada has been sold in Ontario and Western Canada so far this year than in the first eleven weeks of 1906. The Montreal branch also reports a large increase every week this year. They sell no tea but Salada in packets in either Canada or the United States.

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario.

MacLaren Imperial Cheese Co.

TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

CANADA FLAKES

25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents **MONTREAL**

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD.

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

There Is Danger In Delay

It's dangerous to delay putting in a stock of the best flour your money can buy, for people will judge your store by the quality of the flour you sell. We want to show you our brands made in the "Wheat City" from the best wheat grown in Canada.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

Real Swiss Chocolate like Cailler's is not only a confection but also A FOOD—

As a ***food*** Cailler's is Pure, Rich and Palatable—

As a ***confection*** Cailler's is Delicious and Wholesome—

If your trade wants the ***Best*** Chocolate there is only one thing to do: hand out

Cailler's

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Keeping in the right path is a good motto for business as well as private life

Mott's

"Diamond" and "Elite" brands of

Chocolate

have kept housekeepers and merchants in the "right path" for good work and profit.

All jobbers sell them

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST, MONTREAL

Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

COBALT COMPARISONS.

Just as Good Prizes in Legitimate Investments as in Mines.

From The Financial Post.

The luring mining advertisement which early last autumn heralded some new promotion had usually this to say:

Foster was 80 cents, now $3.50.

Buffalo was $1, now $3.95.

Nipissing was $5, now $30.

Hudson Bay (mine) was $1, now $110.

At that time one might with greater force have said:

C. P. R. was $48, now (about) $200.

Hudson Bay (the real) was £20, now £120. (An advance of 500 points.)

Canada Northwest Land was $2, now $520.

We are going back at the most nine years in the low quotations.

In the excitement over Cobalt the temptation to share in some of the new found fortunes, many of them yet on paper, is keen. The small investor, the man who has a few savings put by and the widow who depends for her existence on her income from a well invested capital, should leave mining stocks alone. As one American authority put the case, mining stocks should be bought only by the men who have made mining a business or the rich individuals who can afford the hazard a mining proposition inevitably entails.

No one who has seen Cobalt can doubt the mineral wealth that is self-evident. Its extent has yet to be determined. The successful mine-buyer conducts his purchases in a conservative manner. The big men usually want to see a large percentage of the purchase money in sight. The discreet buyer will not pay a million dollars for a mine unless he sees $750,000 worth of ore in sight.

The public in the stock craze are at present paying on a basis of millions for properties that can show the expert only a small fraction of the capital.

Prizes are not confined to mining alone. Almost equally as good results have been obtained, and may yet be obtained, out of absolutely sound investments.

A wage-earner who had $300 laid by could have bought in 1897 six shares of C. P. R. With the additional issues of stock in 1902, 1904 and 1906, assuming that he had put by $100 yearly, he would now possess for a total outlay of $900 12 shares. Those market prices may be placed (for the purposes of illustration in any event) at $2,400. In the nine years he has, besides, received in dividends nearly $50 more.

Consider even a bank stock, Imperial Bank for a good example.

In 1897 he could have bought two shares for $360. In 1906, if he had saved $100 per year and invested it in the new stock issues, he would have paid out $1,300 and own eight shares worth $2,000, and would have received in the meantime $300 in dividends.

Take Hudson's Bay Company (not the mining concern). It is true there is something remarkable about the name of Hudson Bay in the stock market. In 1905 he could have bought one share for $250. In less than eight months he could have sold it for $625. Dividend meantime was $20.

In 1897 he could have bought one share for $100.

Canada Northwest Land could have been bought in 1907 on the basis of $2 a share. That share can now be sold for $520.

The legitimate investments required a little longer time, but they will last a little longer in all human probabiity.

Cobalt has produced up to the end of the year something over $5,500,000, a remarkable record for a new camp, but when compared with the extent of flotations, which run about $250,000,000, quite out of keeping.

The production has been as follows:

Government Report, 1904 ...	$ 136,218
Government Report, 1905 ...	1,468,524
Government Report, 1906, nine months	1,750,344
	$3,355,086

In October, shipments were 1,201 tons. November was less, with 725 tons. December values are higher, but the $5,500.000 mark can hardly be passed.

The unsafest guides as to stock proposals are the men who live in the camp. Cobalt is so exceptional in surface showings and in the ease with which ore is quarried, rather than mined, that one can readily understand the optimism of the man on the spot.

To quote an instance, the City of Cobalt prospect is one of the most highly regarded prospects in the camp. This claim is situated in the town itself. It lies largely under the houses. The company formed for its exploitation secured the mining rights by giving agreements for stock to the owners.

The promoters considered the claim was conservatively capitalized at $500.000, in shares of $1 each. No certificates were issued. Trading in the camp soon began in agreements for the stock when delivered. The spectacle was immediately presented of men buying pieces of paper, some of them written in lead pencil. The sales began about $1.50, then $2, then $3. In early November it was a favor to secure a prospective share at this price. By the end of the month transfers were being made at $6. even at $8. No work had been done beyond the stripping of a vein. The bulls claimed that every vein in the camp ran into the city of Cobalt.

The fact was, that the Buffalo vein had been uncovered. Thus the merest prospect was being traded in on a basis of millions, and not even a certificate issued or any development work done. Any consideration of the difficulty of mining on this particular property was lightly brushed aside.

Cases like these should be better warnings than any sermon.

A milk company has been incorporated at Hamilton with $150,000 capital.

At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in it's praise. All who saw it's practical demonstration on the **Dodge new Self-Adjusting Capping Machine** were surprised at it's perfect seal and adaptability in meetifg the requirements of the **Pure Food Law.**

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Cap with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

Easter Fruits, Etc.

Do not forget that we will have full supply of early Fruits and Vegetables for Easter trade. Have also to arrive this week:

2 cars Extra Fancy Navels
1 car Extra Choice Navels
1 car Florida Celery
1 car Danish Cabbage
1 car Jumbo Bunches Bananas
1 car Spanish Onions
1 car Red Globe Onions

Also full stock of Nuts, Figs, Dates, Grape Fruit, etc.

Kindly let us have your orders early.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

NO

It's not the result of a

BRAINSTORM

that makes us praise

GOLDEN FLOWER

It's the result of what they are. Accounted for by:

Superior Location of Groves
Scientific Cultivation
Experienced Sorters
Experienced Packers
Up-to-date Packing Houses

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Fruit Trade Very Active—Oranges Higher—Refrigeration Charges Will Soon Be Put on—Unusual Demand for Lemons and a Scarcity Possible.

Fruit is more interesting this week than either vegetables or fish, neither of the latter being particularly active or showing any noticeable fluctuations in price. A new theory with regard to the car shortage in California has come to hand. It is that the railways intend spreading the service over the whole season, being afraid that if they now place all their available rolling stock at the convenience of the shippers, it will have the effect of rushing the goods out of the market. The phenomenal growth of the country has evidently exceeded the railroads' expectations. All California stuff will very shortly be coming in under refrigeration, and this expense will add about 25 cents additional to every box.

The western strawberries are no good and the southwestern only fair. The Florida berries are excellent, but there has been a scarcity of them for the last fortnight. Heavy rains in the south have made the stock soft and unfit for traveling. Better shipments and lower prices may be anticipated shortly. Pineapples, both Havanas and Floridas, are late this year, but Havana advices indicate that the quantity will be fully up to last season's average, though the stock will be small and there will be fewer cases packed. High prices will rule for the larger sizes. Lemons have been in exceptional demand in Toronto for the last two or three months, and some dealers look for a temporary famine until the Montreal deliveries begin to come to hand in May. Foreign merchants say that lemons command a fancy price in Northern Europe and Russia.

About a third of the navel oranges in the Redlands district of California have been shipped, but there is danger of decay in transit because of the longer time consumed in hauling fruit to eastern points of distribution. All the packing houses are filled with fruit in anticipation of a car supply, but no loss has yet resulted.

All the new southern vegetables are coming to hand in good shape and enjoy ready sales. The potato market in Ontario is a little easier than last week, with a moderate demand for eastern stock.

Fish is again in fair demand, with prospects of a roaring trade for the close of Lent. Finnan haddie are starting to come in again from Nova Scotia, where the rough weather has lately prevented fishing operations.

MONTREAL.

GREEN FRUITS.—A little more business is being done in fruits this week, demand being stronger than for some time. Bananas are higher, prices asked being $1.65 to $2. Demand for this line quite exceeds the supply. Florida grape fruits and one or two other lines are higher locally owing to advanced prices in New York, which were caused by the scarcity of these lines.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	1 75
" jumbos	....	2 00
Cocoanuts, per bag	....	3 50
Pineapples, crate	....	5 50
Tangerines, half box	....	3 25
Apples, bbl	3 00	5 00
Lemons	2 75	3 50
Mexican oranges, box	....	2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl.	4 00	5 00
Florida grape fruit, box	....	6 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES.—Business being transacted is not very large, although there is the usual consumptive demand which improves as Easter comes on. Rhubarb is up 25c., as high as $1 a dozen bunches now being asked. Tomatoes are higher and cucumbers are a little lower, selling at $2.50.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl	....	1 75
Florida tomatoes, crate	....	5 50
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate	....	6 00
Radishes, doz	....	0 50
Spinach, per bbl	....	4 50
Cucumbers, per doz	....	2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	1 00	1 10
New potatoes, lb	....	0 07
" " bbl	....	9 00
Jersey sweet potatoes basket	....	2 50
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	4 00
" bag	....	1 75
Beets bag	1 00	1 25
Carrots, bag	0 90	1 00
Mushrooms, lb	....	0 80
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	....	1 00
New Orleans shallots, doz	....	0 60

TORONTO.

FRUIT.—Valencia oranges have advanced a shilling to one and sixpence in the European market, and prices here have risen in sympathy. Californias have gone up 50c. a box at the coast, and about the same locally. All oranges are running in very large sizes, and the demand is greater at present than at the same time last year. Palermo bloods in ½ boxes will arrive in Toronto this week. Grape fruit is steadily going up, with the demand brisk. Lemons are very firm with an advance looked for. Apples are plentiful. Pineapples are scarce and high at $5.50 a case. Cranberries are practically exhausted.

Oranges, Tangerines, Floridas, half box	3 00	3 25
" Ordinary Valencias, 420's	....	4 00
" Large " 420's	4 50	5 00
" Fancy navels, 96's, 126's	2 75	3 00
" " " 150's 176's	....	3 25
Bronco Brand, Victorias, extra fancy, 96's, 150's 176's, 200's 250's	3 00	3 50
" marmalade, 160's 200s, 240s, per box	2 25	2 50
Grape fruit, Floridas, 46's, 80's, 96's	4 50	5 00
" " 48's, 54's	4 50	4 75
" " 80's, 96's	....	5 00
" Bahamas, 54's, 64's	....	4 25
" " 80's, 96's	....	3 75
Lemons, Home Guard Brand, 300's, 360's	....	3 00
" Kicking Brand, 300's, 360's	....	2 75
" St. Nicholas, 360's	....	2 75
Pineapples, Florida and Cuban, 30s and 24s	5 50	5 75
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties, No. 1's	....	3 00
Other varieties, No. 2's	....	2 50
Bananas, Jamaica firsts, per bunch	1 25	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries, per barrel	....	8 50
" " crate	....	3 00
Strawberries, Floridas, per qt	0 50	0 85

VEGETABLES.—Trade is quiet locally and prices remain about the same. One of the first cars of Florida celery was received the other day and the stock reported exceptionally good. Fresh supplies of new carrots, beets, spinach

and asparagus are arriving daily, and are quickly disposed of. The Florida celery takes precedence over the California supply in point of quality.

Potatoes, Delawares, per bag	1 10	1 15
" Ontario	0 90	0 95
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush		3 00
Onions, Spanish, per large case		3 50
" " small case		1 25
" Red Globe, per bag		2 00
" Yellow Danvers, per bag		2 00
" Green onions, per doz		0 15
Cabbage, new Canadian, per bbl		5 00
Cabbage old, per bbl		2 50
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz.	1 00	1 50
Radishes, Roseland, per doz.		0 50
Cucumbers, hot house, per doz., fancy Boston	2 25	2 75
Beans, white, prime, bush	1 40	1 50
" " hand-picked, bush		1 50
" Lima, per lb	0 06	0 06½
Tomatoes, Cuba, per crate		5 00
Tomatoes Florida, per crate		5 00
Parsley, per doz	0 20	0 25
Celery, California, per crate, 5½, 7, 8 doz		6 00
Florida, 4 and 6 doz., per case		3 50
Asparagus, fancy California large, per bunch		1 00
" jumbo bunches	0 50	0 75
Fancy Baltimore spinach, per hamper	1 25	1 50
Rhubarb, per doz. bunches	1 00	1 10

FISH.—Trade is not remarkable, but one or two lines show a slight rise. Halibut has advanced, and Finnan haddie, though receipts are a little more plentiful, is at a premium at 10c. a lb. There will be little else but frozen fish with which to supply the Good Friday demand, and consumers will have to content themselves with it until the middle of April.

Haddock, fresh caught, per lb		0 08
Whitefish, fresh caught, per lb	0 09	0 11
Trout, per lb		0 10
Ciscoes, per basket		1 30
Home cured bloaters, per box of 50		1 25
Finnan haddie, per lb.—fresh cured	0 09	0 10
Oysters, per gal	1 75	1 80
Labrador herring, per half bbl	3 00	3 25
" " bbl		5 00
Red salmon, per lb., sea		0 12
Smelts, No. 1, per lb	0 09	0 10
" No. 2's, per l		0 07
Gold eyes, per lb		0 05½
Cod, fresh caught, per lb		0 10
Halibut		0 12
Mackeral		0 10
Yellow pickerel, fresh caught, per lb		0 09
Kippered herrings, Ocean brand		1 25
Tubilees, per lb		0 07
Shredded cod, per doz		0 08
Digby herrings, per lb., bbl	0 60	0 65
Fletched cod, 100-lb. boxes		5 50

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

Good Things for the Easter Trade

Extensive Preparations for the Holiday business

PINEAPPLES BANANAS ORANGES LEMONS

STRAWBERRIES TOMATOES CUCUMBERS NEW POTATOES

In placing an order with us you do it at once with Headquarters, getting the best selection from the largest and best assorted stock money can procure. Place orders early as possible for Easter.

CELERY GRAPE FRUIT SPINACH LETTUCE ASPARAGUS

The Good Will Eat Fish Friday Next

FRESH CAUGHT TROUT WHITEFISH PICKEREL PIKE

We guarantee that every order placed with us for goods on our list will be shipped in Full, on Time and at the Right Price.

B.C. SALMON HALIBUT FINNAN HADDIE OYSTERS HERRINGS

FRESH CAUGHT COD, HADDOCK, ETC.

HAMILTON Phone 1115 **White & Co., Limited** TORONTO Phone Main 4106

$'S IN EVERY BOX $'S

"St Nicholas"
"Home Guard"
"Kicking"
"Puck"

B. L. O. E.

Best Lemons on Earth

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FLORIDA CELERY. Fine goods. $3.50 per crate.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We want your consignments of fresh killed Poultry, Butter, Eggs, Apples, Etc.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.

Car Finest VALENCIA ORANGES
Regular and Large 420 size.

Car SEVILLE (MARMALADE) ORANGES

Car FANCY BANANAS
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

CELERY CELERY CELERY

Florida Celery surpasses all others because it is white, crisp, fine eating. Have 2 cars for Easter trade (Chase's packing) 4 to 6 doz. per crate, ***$3.50.*** Place orders now.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square Montreal

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The people still insist on our

Pure Apple Juice

because our precautions are a surety of purity. All grocers who know, push our

Jams and Jellies

because they know the people prefer them enough to walk an extra block to get 'em.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

MID LENT FISH SALE

No. 1 Labrador Salmon
No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.

Good Jams and **Jellies** are not nearly so plentiful as one would suppose. **Good** is a sadly misused word, but when **we** qualify our Jams and Jellies by that adjective we mean that

"E.D.S." BRAND
Jams and Jellies

are much superior to any brand placed on the market by any or all of our competitors.

"E. D. S." Brand means Jams and Jellies so wholesome and pure that they are just as near perfection as human ingenuity, cleaniness and good fruit can make Jams and Jellies. Ask for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

SALT SALT

No trouble to give figures and information.

VERRET, STEWART & CO. Limited

MONTREAL

SALT SALT

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FISH.—Considerable business is still being done in fish, although the selling season is practically over as far as Lent is concerned. Small sturgeon have been advanced a cent since last report. Frozen cod are now quoted, 5c. being asked. New tomcods are lower, the price being down to $1. Fresh haddock is now 6c. Frozen salmon and halibut are scarce and prices strong. Herrings, frozen, are no longer quoted. Oysters are in good demand. New skinless cod is selling freely at prices quoted. Haddies are scarce, but kippers and Yarmouth bloaters are in good supply.

Fresh and Frozen Fish.

Halibut, express, per lb		0 10
Grass pike, express "	0 05½	0 07
Mackerel, small, " "		0 08
Frozen cod, " "		0 05
Dore, " "	0 08	0 08½
Small sturgeon " "		0 09
B. C. salmon " "		0 10
Qual'a salmon, " "		0 08
Smelts " "	0 08	0 10
New tomcods, bbl		1 00
Haddock, fresh, lb		0 06
Lake trout, lb		0 11
White fish, lb		0 07
Smoked and Salted—		
Kippered herring, half boxes		1 10
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
New haddies, lb		0 09
Dry cod in bundles		6 50
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal.		1 60
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 25
" " per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 00
" " in ½ bbls		6 50
Large green cod, 200 lb. bbls		9 00
No. 1 green cod, in bbls. of 200 lbs		7 50
Small, " " "		5 00
No. 1 Mackerel, pail		1 75
No. 1 Haddock, bbls. 200 lbs		6 50

CARP FOR MARKET.

New Company Formed—Recent Development in New York Fish Trade.

The Ojibwa Carp Company has been incorporated by Ontario charter, with headquarters in Windsor and a capital of $40,000.

The Central Fish Company, of New York, is developing an entirely new branch of the fish business, and since it was inaugurated in September has met with gratifying results. Briefly stated, the company, says the New York Journal of Commerce, has perfected an arrangement by which it receives weekly large shipments of live carp from Illinois and sells them at a considerable advance over the prices obtained heretofore for packed fish.

The carp is an especially hardy and prolific fish of the middle west. So prolific are they in some localities that they have practically crowded other food fish of better quality out of the rivers and become a nuisance. In some states legislation has been introduced to exterminate them in order that other fish might have a chance. But the carp are especially in demand by certain of the cheaper class of consumers, especially the Jews of New York, who have been ready purchasers of the packed, frozen and salted fish. Perhaps the chief reason was because they were sold at a materially less price than better fish. In few cases have they brought here more than three or four cents a pound at retail, and at wholesale were sold as low in some cases as 50 cents to a dollar for boxes of 150 pounds.

The Central Fish Company conceived the plan of constructing large tanks provided with gasoline engines and pumps to keep the water aerated and filtered, thus shipping the fish to market alive. Several cars were fitted up with machinery and tanks specially designed and patented here, while a large barge was similarly fitted and moved alongside the wharf at the foot of Fulton street. The first fish were shipped last September and none died on the way. Since then the business has gone steadily on, perhaps as high as 10,000 pounds per week being shipped to this market, with practically no mortality. The fish were sold at greatly enlarged prices, finding a ready sale among the Hebrews at eight, ten and twelve cents per pound. Dealers have had their markets fitted with similar tanks and aerating machinery, buy the fish at the dock, put them into tubs for transportation to their shops, and then transfer them to the tanks for retail trade. The business appears to be on the increase, and the problem of the western rivers is in a fair way toward solution.

The D. D. Wilson Co., Ltd., has been incorporated as dairy produce and commission dealers in connection with the business of warehousing and cold storage. Capital, $100,000, and headquarters at Seaforth.

I offer for prompt shipment :
1000 Bags (112 lbs.) ZANTE Currants
1000 " (112 lbs.) PROVINCIAL Currants
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

PURE BONELESS COD AND FISH
New Skinless Codfish in 100 lb. cases.
Labrador Herrings and Salmon in barrels and half barrels.
Fresh Fish, all kinds in season.
Bulk Oysters—"Standards" and "Selects."
Branches :
ST. JOHN, N.B.
GRAND RIVER
GASPE
LEONARD BROS.
Wholesale Fish Dealers
20, 22, 24 and 26 Youville Square, MONTREAL
P. O. BOX 639
LONG DISTANCE TELEPHONES

Your Easter Trade Requires the Finest

BANANAS!

We have them—Yellow as Gold—Fat Fruit, properly crated, and only $2.00 a bunch.

Order quickly to avoid disappointment.

Joseph Brown & Sons

"EXCLUSIVELY BANANAS WHOLESALE THE YEAR ROUND."

29 and 31 Youville Square, Montreal.

FAVORED BY THE BEST

If you want to reap largely increased sales in Western Canada, you should exhibit your lines at

Western Canada's First Pure Food Show

AT WINNIPEG, JULY 1st TO 13th, '07

We want to impress upon you the fact that the applications for space already in cover one-half the Hall—These applications are from firms who realize that as a

BUSINESS PRODUCER AND RESULT GETTER

This show has no equal.

Get in your application **now**—next week may be too late.

Address ***W. A. COULSON, Secretary***
Retail Merchants' Association of Western Canada,
53 Scott Block, WINNIPEG, Man.

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies
While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally

By T. Johnson Stewart

"Does the retail grocer need to advertise?" The representative of a considerable minority in the grocery business asked the question and he was positively certain that the average retailer had no more need for ordinary publicity than a monkey had for a dress suit. He said so, and I have come pretty near giving you the exact words of his burlesque and irrelevant comparison. Whether a monkey requires an evensuit or not is a debatable questian, in the light of the late Mr. Darwin's revelation; but the fact remains that there is no monkey business about the grocery trade from your standpoint.

There may be, I know there are, men in the grocery business who are making good, even although they do not advertise. These men are not guilty of carrying on business according to twentieth century rules and regulations. Nay, when we begin to hunt out things we make the discovery that these grocers are living on portions of the earth's surface where the twentieth century has not arrived. More—a little judicious advertising would increase the volume of their business, in almost every case, at least fifty per cent. But—let us acount for their seeming prosperity. We say seeming, because prosperity when applied to the ordinary retail business must be lasting to be real.

* * *

Lack of competition explains the seeming success of the grocer who does not advertise in one way or another. He will be successful just as long as a real live man keeps out of his locality. But—once a hustler jumps into his territory, a man thoroughly alive to twentieth century conditions and acquainted with twentieth century methods, there'll be something doing. I'm afriad the man who doesn't advertise will find more time on his hands for the game of checkers in the back store. Indeed, if his business means anything to him at all, he must load up with the same kind of ammunition as the other fellow—or use a brand equally effective. That would be the only way of preserving his trade—conserving his bank account.

Advertising bears the same relation to business as armament does to a battleship. Britain's mighty Dreadnaught, without her complement of guns, would not last five minutes within the range of the guns of a second-class cruiser bent on her destruction. You may hang on to a portion of your trade because of your, or your father's reputation; but that is a pathetic way of carrying on business—to call it by no other name. Reputation is a mighty delicate flower It requires constant nourishment. And unless we are doing something, daily, weekly, monthly, to augment our reputation, we're bound to drop out of the race. Our fellowmen are exceedingly practical. They do not ask us what our father's accomplished, or how much we accomplished last week, or last year; but they do ask us what we can accomplish to-day. Your reputation may be solid but it is not lasting unless you keep on adding to it. It will vanish entirely from the memory of your town's people if another grocer comes along and offers them better values.. And even although his values are no better you can depend upon it that his

THE "BIG STORE," · WINGHAM, ONT.

JOHN KERR

TEA TEA TEA TEA TEA

Red Bell Tea Red Bell Tea Red Bell Tea

That's the name of OUR OWN BLEND NEW PACKAGE TEA. In the future we're going to put up in 1-lb. and ½-lb. packages our own Special Blend of Tea to be known as

Kerr's Red Bell Tea

We will guarantee every package to be just as good as we say it 's. And we say that it's the best Tea on the market for the money.

The regular price of this "Red Bell Tea" is 35c. and 50c. a lb., black or mixed. But to introduce it we are offering it for a time at 28c. and 40c. a lb.

If you're a lover of good Tea, try the "Red Bell Tea." Give it a good fair trial. If you do this, you'll always use

Kerr's Red Bell Tea

advertising will effectually smother all sorts of reputations—as long as he makes good. You are in business because of the wants of the people. Directly or indirectly the folks of your town are interested in your business. and the Grocer who takes his customers into his confidence is the Grocer who is making most money to-day. He's not telling them everything. He's just doing enough judicious advertising to make them believe that his values are the best in his territory, and if he keeps on saying so—apart from the inherent honesty of all grocers—the people will come to believe in him first, last, and all the time.

* * *

I'd rather conduct a street car than hunt through Canadian papers for a few effective ads. on the Grocery business. They are as scarce as snowballs in Morocco. One can find snowballs occasionally in the winter garden of the old world; but it would require a friend of Job's to look for them. There must be many able advertisers among the Grocers of Canada. And we certainly would like their assistance in making this occasional talk profitable as well as ornamental. Send along your ads., ads. which have meant more business to you. We'll be duly grateful if you send 'em along without any more coaxing.

* * *

I want you to take a good look at Jno. Kerr's ad. Because it's fifty times more effective than the most of grocery ads., and it isn't very effective after all. The main item is

"Kerr's Red Bell Tea."

That's what Mr. Kerr wanted to sell, and that's the only line about the ad. which ought to have been displayed. The repetition of "Tea" and the words "Red Bell Tea" helps to balance the ad. as Mr. Kerr conceives it; but it seems to me that that was no good reason for doing so. Don't pay for space you don't need. You would not buy a lot of land just for fun. When you buy land you want to make money out of it. When you buy space in a newspaper buy it on the same conditions. Fill it up with terse, meaty copy—the kind that sells goods. Mr. Kerr betrays far more real advertising ability than he uses. One gets glimpses of this ability all through this particular ad. If "Kerr's Red Bell Tea" had been brought out strong and only once as well as clear distinct price figures used I am sure the ad. would have been a good deal more effective. The copy is good. The arangement far from being as good as it might be. If I were paying for that space I certainly would tell Mr. Printer to wake up. You might just as well have a few extra five spots out of your investment as not. You can and should annex all that is coming to you, Mr. Kerr, because you have mastered the main points of all good advertising.

* * *

I have an ad. of T. W. Robinson Co., Limited, of Moose Jaw, on my desk, and if we had the space I'd reproduce the whole thing. But the ad. would occupy

The Wise Grocer

will induce his customers to buy the best soap in the market because by so doing he makes a sale that will give satisfaction.

It is the pleased and satisfied customers who build up a grocer's business.

Sunlight Soap

is the

Best Value in Soap

Sunlight Soap will please your customers and show you a handsome profit into the bargain.

These are the prices from any jobber.

1 case lots cost you	$4.00	per case and sell for	$5.00,	shewing	**25%**	profit
5	"	"	3.90	"	"	"	5.00	"	**29%**	"
25	"	"	3.70	"	"	"	5.00	"	**35%**	"

Ask your wife which soap she thinks best on the market?

Lever Brothers, Limited, Toronto

You can slight some articles in the grocery business; but—don't slight your cigar counter. You do not need to carry a big stock, but it is necessary to carry a good one. Make sure by stocking

PHARAOH and PEBBLE

Cigars—cigars which have won a reputation for honest goodness second to none, and won that reputation pitted against some mighty good cigars.

Pharaoh makes an ideal smoke and retails for ten cents, although universally acknowledged to be worth fifteen.

Pebble is a marvel for quality when compared to any other cigar ever sold at five cents.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The man who smokes any other brand of tobacco does not know the virtues of ***T. & B.***

The Grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock ***T. & B.***

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ducing it to the limit. However, the ad. is good strong stuff through and through. The Robinson Co. believe, and believe firmly, in letting money talk, and it certainly talks with some purpose throughout this strong and effective ad. The writer simply cuts out the usual frills and sails into the facts, and it's dollars to cents that the economic housewives of Moose Jaw often find the Robinson Co.'s ad. the most interesting reading in "The Times."

* * *

Every grocer who knows his business can write fairly effective advertising.

There are a few points which all grocery ad.-writers should constantly emphasize. The purity of your goods comes first. Talk purity, freshness and quality all the time, because any family trade worth considering insists on these points. Sixty-five per cent. of the grocers in Canada are convinced that judicious advertising pays and pays well. Use circulars just as little as you can help. If you have any value story worth telling do not limit its effect as a trade-puller at the beginning. If there's a readable newspaper published in your town you will find it far more profitable to advertise in its columns than to push your goods by even a lavish use of circulars, folders, etc. Advertise in the press and it will pay you.

IMPORT COMPANY TO FIGHT CIGAR TRUST.

The Cigar Trust in the United States, so called, is to be besieged at last. Rumour has been busy in this connection for a long time, and the first definite move was made a few days ago by a corporation known as the Import Cigar Company, which, with $2,000,000 and an immense organization at its back, annouced its intention of placing a string of cigar stores across the continent.

The enterprise is said to be backed by Frank Tilford, a wealthy wholesale grocer, of New York city, and its headquarters are to be the large retail store at 226 Fifth avenue. The company have establishments, besides, in Broadway and 42nd street, and have leased the girls' school at the corner of Broadway and Seventy-second street, which will be remodelled to accommodate its new tenants.

For the last six months this corporation has been laying its plans preparatory to trying conclusions with the United Cigar Stores, in a bid for the high-class trade, and all the establishments which have been placed in New York are close to the stores of the corporation with which the new company is to come into rivalry.

Henry M. Miller is president, with Valeriano Guitenez, vice-president, and Chas. B. Jaqua, secretary and treasurer. The company will handle goods from none but the independent factories.

THE PORT OF HULL.

Hull is coming to the front in Anglo-Canadian trade. On this account, "The Port of Hull and its Facilities for Trade," officially issued, will appeal to a certain section of Canadian business men.

The editors of this exhaustive directory have spared no pains to collect all the information worth knowing of the history, industries, import and export trade, and dock accommodation of Hull. Illustrations and maps are plentiful. Sir A. Kaye Rollitt contributes a lengthy introduction, and there is also a useful paper on "Hull's Facilities for Canadian Trade." The whole work runs to some 200 pages.

Copies to be had from 10 Bishop Lane, Hull, the cost being 2s. 6d.

EVERYBODY WORKS. (?)

Pity the Sorrows of the Poor Salesman.

By J. A. Hendry, Manufacturers' Agent, Kingston.

Salesman's Complaint—

Everybody works but the factory,
And the help sit around all day;
Always writing letters ———
"Expect to ship next day."
Customers keep on howling,
The "office" lies must tell;
Everybody works at the factory,
Yes, they do—like ———.

Factory's Reply—

Everybody works at the factory,
Works hard night and day;
Doing it all for nothing,
While the jobber makes the "hay."
"Why don't you ship our order?"
A thousand want to know;
While the poor unfortunate factory
Don't get even half a show.

They bunch the orders on him,
Then want them shipped so soon,
That to try to pacify them
Drives him crazy as a loon.
If to Heaven go the faithful,
As the preachers to us tell,
Then the factory won't be wrathful
When the salesman goes to ——.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EARTHENWARE COMBINATION.

English Attempt to Recover Trade in Canada.

J. B. Jackson, Canadian commercial agent at Leeds, writes:

Some ten or eleven years ago special efforts were made by many firms in the South Yorkshire pottery district to build up a Canadian trade in general earthenware, but partly owing to the wrong methods which they admit they adopted at this time, they evidently met with very little success; and one by one they had to withdraw from that market. Profiting by their previous experiences, these firms are about to make another attempt to introduce their goods into Canada, and have decided to form a selling combination among themselves, and divide up into districts and appoint a leading hardware store in each district to act as the sole representative of the combination. By this network of agents they are confident that they will make a big inroad upon the large imports of continental earthenware goods which are imported into Canada at the present time.

CANADA POLISHING THE WORLD.

One often has to find fault with the old time sayings and proverbs and take occasion to show their fallacy. The accepted quotation that "a prophet is not without honor, save in his own country," applied to trade matters is at fault when connected with such a line as "2 in 1" shoe polish. Not only in Canada is this household necessity honored but its fame is spread abroad into far off lands. In South Africa, New Zealand, Australia, England, Germany, France and the United States it is an evidence that Canadian manufacturers "are in it" with the world's best. In the United States it has held its own and the large factory at Jersey City is about being increased five fold, but for business reasons and the proximity to the head office and factory at Hamilton Ont., the entire plant will be removed to Buffalo, N.Y. Now the F. F. Dalley Co., Ltd., are arranging to invade the land of the Aztecs and other countries of the Manana. W. J. Meininger, Galveston, Texas, who has represented 2 in 1 in Texas and the southwestern states, is leaving for Mexico, Cuba, and other Spanish-American countries, to introduce to the hidalgos and senoritas of the soft tongue the merits of the Canadian blacking. It is refreshing to find Canadian manufacturers with sufficient business enterprise and courage to invade foreign markets, and The Grocer congratulates the F. F. Dalley Co., Ltd. on its enterprise and success.

CASH SYSTEM IN FRANK, ALTA.

Out in Frank, Alta., the merchants of that and neighboring towns have organized the Pass Mercantile Association, the object of which is to introduce a rigid cash system. The following circular, issued by the merchants interested, explains itself:

To Whom it May Concern:

On and after Monday, the 11th day of March, 1907, all goods will be sold for cash only.

The above matter has been under consideration for some time and the undersigned have agreed to abolish the credit system.

In taking this action we have carefully considered the welfare of our customers, as well as our own, and we feel that the cash system has proved a grand success.

Hoping all will see and derive the benefit of buying for cash and soliciting a continuance of your patronage, we are,

Yours truly,

The Geo. Cobley Co., Frank.
A. V. Lang, Frank.
Western Mercantile Ltd., Frank.
S. J. Watson, Frank.
The Frank Drug Co., Frank.
J. H. Bricker, Frank.
Western Mercantile, Ltd., Bellevue.
Burnet and Lang, Bellevue.
Western Mercantile, Ltd., Blairmore.
Western Mercantile, Ltd., Lille.

Dated at Frank, Alta., this 22nd day of February, 1907.

P.S.—Any member violating the cash rule will forfeit the sum of $200 to this association.

The secretary has sent The Canadian Grocer a copy of the agreement which the members of the association have signed, but unfortunately it is too long to be reproduced in full. It provides that each member shall furnish the secretary with his bond for $150, and in case he breaks the agreement to sell for cash only he shall forfeit his bond and also pay a fine of $50.

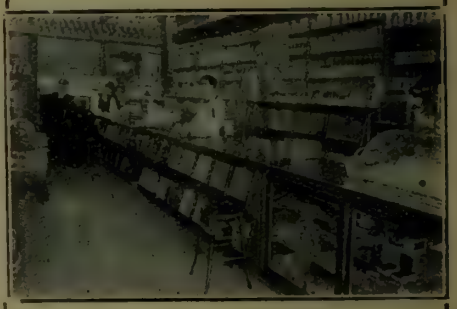
Walker Bin Fixtures

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving and convenient to the user and they create an **impression** on the customer by their attractiveness and the cleanliness of their display.

They improve the character, quality and volume of business.

They pay for themselves quickly in increased sales.



Write for Illustrated Catalogue—"Modern Grocery Fixtures."

The
WALKER BIN & STORE FIXTURE CO. Ltd., BERLIN, ONT.

Representatives:
WINNIPEG, Man.—
STUART WATSON & CO.
REGINA, Sask.:
THE H. W. LAIRD CO., LTD.

Where do the Profits Lie?

Some tobacco departments pay, others don't. The question is how to make one pay. It is easy if you go about it in the right way. Handle only the best cigars. But where shall I find the quality which sells cigars?

In Royal Sport and Hogen Mogen Cigars, of Course

Such is the care exercised in making these favorite brands they always please and consequently always sell. We're the makers.

The Sherbrooke Cigar Co., Sherbrooke, Ont.

Keep

BOECKH'S BROOMS

to the **front,** and you will never get **behind** in your trade.

Boeckh's Brooms are made to please the housewife, that is why they are the favorite.
You require no stronger argument with your jobber to insist upon getting **BOECKH'S BROOMS.**

UNITED FACTORIES, LIMITED

TORONTO, CANADA

Time Saved is All Profit.

Business Systems will cut the book-keeping of any business in half.

Business Systems are proportionately as economical for a corner store as for the largest wholesale house.

* * * * * *

Our Monthly Account System posts your books and makes out your customer's accounts with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the possibility of anything being forgotten.

* * * * * *

Will you let us tell you more about this in detail?

Write us for full particulars.

It does not obligate you to buy.

BUSINESS SYSTEMS LIMITED

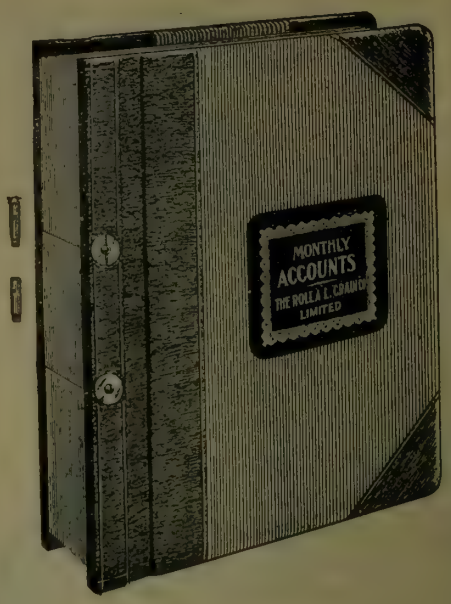
85 SPADINA AVE.

TORONTO, CANADA

CONVENIENCE, ACCURACY ECONOMY

Are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of

The Crain Continuous Systems



Did you ever lose time and patience hunting through a card index drawer for an important record that has been taken out and put back in the wrong place?

In the Crain Continuous Systems every record is in its proper place, entries can be made without removing sheets, in half the time. It is absolutely safe, and from an economical standpoint it is without a rival.

The Crain Monthly Account System for the retal trade will pay for itself in a very short time.

Write for Catalogue G which will give you full information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

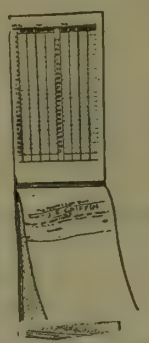
Toronto: 18 Toronto Street

Montreal: Alliance Building, 107 St. James St.

Winnipeg: 11 Nanton Block

CONSERVE YOUR PROFITS

The best way to do that—a way approved, because found reliable, by most shrewd grocers is to instal a

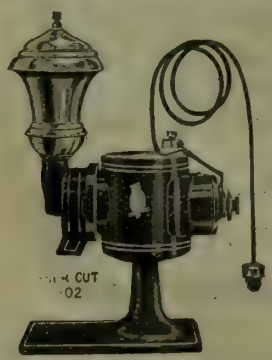


Duplex Counter Check Book

Saves time, cuts out worry attending the carelessness of clerks and assures success. A post card will bring particulars.

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

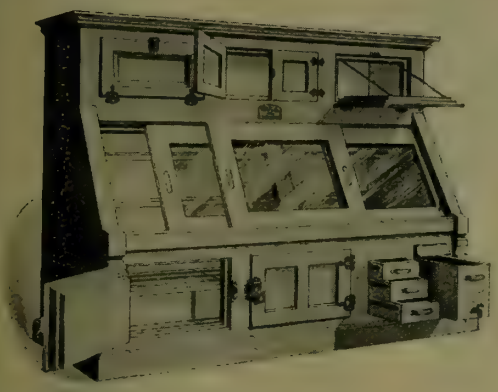
Every Canadian who wishes to trade successfully with the Old Country, should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN

Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.

WARNING!

Crescent BM&Co TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents

MONTREAL

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

SURPRISE
SOAP

A PURE
HARD
SOAP

High-Grade Quality has made the SUCCESS of SURPRISE Soap

Always the same for over twenty years

Look at the ***Quality*** and ***Size*** of cake of Soap you buy.

The St. Croix Soap Mfg. Co.

St. Stephen, N.B.

"SURPRISE" is owned by an independent company. It does not belong to the English or Canadian Soap Trust.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 22, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	5 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 45
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
3 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 [illegible]

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 1½-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 35
" in pepper boxes, according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's	$2 85
Canada Flakes "Household." 24/25's	5 00
5-case lots	4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ½ doz. to case	per doz., $ .90
1 " " ¼ " "	" 1.45
½ " " 2 " "	" 4.75
¼ " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

	Per lb.
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 32c.	
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.	
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.	
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 26 c	
6-lb. bxs.. 12bxs. in case, ¼-lb. pkgs. 26c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75 1 20
" hotel size	4 90 2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

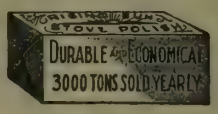
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Un-bered.	Covers an Coupon number e
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES



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SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Customs Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

WINNERS AND HOLDERS OF TRADE

BORDEN'S BRANDS

There will be a big demand in the Spring for Condensed Milk. Get your share of what is going by having

BORDEN'S ***"EAGLE" brand Condensed Milk and "PEERLESS" brand Evaporated Cream IN STOCK***

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

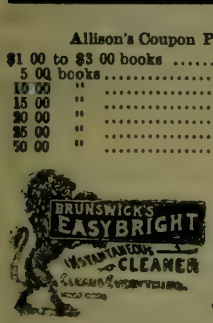
WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENCE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

					Per case.
Bottles	1-oz.,	case of	2	doz	$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	½	"	4 75
"	20 "	"	1	"	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" "	1-lb. tins.	..	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	" 0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (18-oz. gem) 2 doz. in case	per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 15
20-lb. tin pails	2 05
Cases 3-lb. "	0 10½
" 5-lb. "	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	per doz.	$1 40
"	½-lb. tins	"	2 50
	1-lb. tins	"	5 00
Durham 4-lb. jar		per jar.	0 75
"	1-lb. jar	"	0 25
F. D.,	½-lb. tins	per doz.	0 85
"	½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$ 0 35
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
4-lb. jars	"	0 85
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. $ 1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Sauces.

Worcestershire, Holbrook's, small,	per doz. $2 15
Worcestershire, Holbrook's, large,	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " {30 1-lb. / 60 ½-lb.	" }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases		2 75

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30

Crystal Soap Chips, per lb. 5c.

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BOROX SOAP

	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

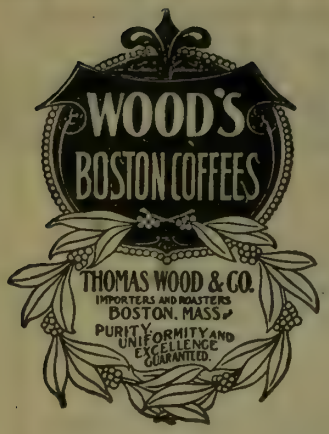
Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.



"TONE"

covers a multitude of meanings.

The tone capacity of a piano is practically unlimited ; but so intricate is the mechanism that while the beginner produces discords, the artist creates harmony, because he knows how to touch the right keys.

And so, the expert in Coffee produces a perfect "tone," as he knows the right blend, always found in

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM :
No. 428 St. Paul Street - - MONTREAL.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—
- Canada Laundry, boxes of 40-lb. $0 05½
- Acme Gloss Starch—
  - 1-lb. cartons, boxes of 40 lb..... 0 05½
- Finest Quality White Laundry—
  - 3-lb. Canisters, cases of 48 lb.... 0 06½
  - Barrels, 200 lb..... 0 06½
  - Kegs, 100 lb..... 0 06½

Lily White Gloss—
- 1-lb. fancy cartons, cases 30 lb. 0 07½
- 6-lb. toy trunks, 8 in case..... 0 07½
- 6-lb. enameled tin canisters, 8 in case..... 0 07½
- Kegs, ex. crystals, 100 lb..... 0 06½

Brantford Gloss—
- 1-lb. fancy boxes, cases 36 lb..... $0 07½

Canadian Electric Starch—
- Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—
- Boxes of 45 cartons, per case.... 3 50

Culinary Starches—
- Challenge Prepared Corn—
  - 1-lb. packages, boxes 40 lb..... 0 05½
- No. 1 Brantford Prepared Corn—
  - 1-lb. packages, boxes 40 lb..... 0 07
- Crystal Maize Corn Starch—
  - 1-lb. packages, boxes 40 lb..... 0 07

SAN TOY STARCH.
- pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—
- St. Lawrence corn starch, 40 lb . 0 07

Laundry Starches—
- No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
- " 3-lb. cartons, 36 lb.. 0 06½
- " 200-lb. bbl..... 0 05½
- " 100-lb. kegs..... 0 05½
- Canada Laundry, 40 to 46 lb..... 0 05½
- Ivory Gloss, 3-6 family pkgs., 48 lb 0 07½
- " 1-lb. fancy, 30 lb..... 0 07½
- " large lumps, 100-lb kegs 0 06½
- Patent starch, 1-lb. fancy, 28 lb.. 0 07½
- Akron Gloss, 1-lb. packages, 40-lb. 0 07½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

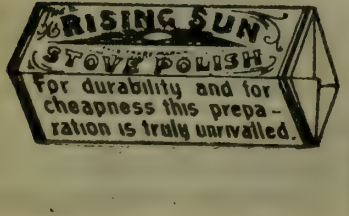
J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
- 1lb. gross weight..... 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste, 5c. size, ½-gross boxes....	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.
- 5 gal. tins, per can..... 4 40
- 1 " " per case..... 4 90
- " " " 5 45
- " " " 5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
- Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
- " 12, ½-gal 4 80 " 6 gals.. 4 50
- " 1, 5-gal 4 00

54 lots prepared up to 40c. rate.

Empire Golden Syrup—
- Cases, 24—2's. 2 00 Bbls, per lb. 0 02½
- " 12—5's. 2 45 ½-bbl. " 0 03
- " 6—10's. 2 40 Kegs " 0 03½
- " 3—20's. 2 35 Pails, $1.10 and $1 50

Usual freight allowance for factory shipments

Empire Extracts all flavors—
2-oz., 75c. ; 8-oz., $2.25 ; 16-oz., $4.50 ; 32-oz., $9.00.

Special quantity prices — Empire jelly powder, all flavors, 90c.

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

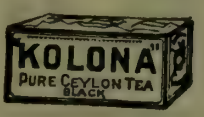
Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s.....	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

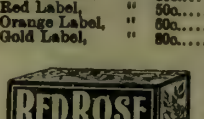
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 18	0 25
" " ½ lbs.....	0 19	0 25
" " 1 lbs. & ½s..	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19	
" ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 23	
Green Label. " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 43	
Gold Label, " 80c.....	0 55	



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s..	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35	
" " 80 ½-lb....}	0 35	
" " 120 ¼-lb.....	0 36	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
- "Condor" I 40-lb. boxes..... $.....
- " II 40-lb. boxes..... .....
- " III 80-lb. boxes..... .....

EMD AAA Japan, 40 lb " at..... .....
- " AA 40 " ....

Blue Jay, basket fired Japan, 70 lbs. .....
- "Condor" IV 80-lb. " ....
- " V 80-lb. " ....
- " XXXX 80-lb. boxes..... .....
- " XXXX 80-lb. " ....
- " XXX 80-lb. " ....
- " XXX 80-lb. " ....
- " XX 80-lb. " ....
- " XX 80-lb. " ....
- " LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½

"Condor" Ceylon black tea in lead packets
- Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail 0 27½ at 0
- Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail 0 30 at 0 33
- Yellow Label, ½s and 1s, 60-lb. cases .....retail 0 35 at 0 38
- Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail 0 40 at 0 50
- Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail 0 50 at 0 54
- White Label, ½s, ¼s and 1s, 50-lb. cases .....retail at 0 60

Black Teas—"Old Crow" blend—
- Bronzed tins of 10, 25, 50 and 80-lb.
- No. 1 ..... per lb. 0 35
- No. 2 ..... " 0 30½
- No. 3 ..... " 0 25
- No. 4 ..... " 0 20
- No. 5 ..... " 0 17

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" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
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Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 75
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Your first order will stop your worrying for future orders. You'll only order Empire Spices.
Lucas, Steele & Bristol
HAMILTON, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, MARCH 29, 1907. NO. 13.

Just now, with Spring close at hand, is the time to suggest to your customers the use of

ROBINSON'S PATENT BARLEY

Ask your jobber for it; if he doesn't carry it in stock, write us.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Syrup Time Now!

The finest Corn Table Syrup in Canada is

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

It is rich, clear, sweet, with no sharp after-taste, beautiful golden color—and healthful.

Interest your customers NOW!

Demand "Crown" Brand from your jobber.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

51 Front St. East TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street MONTREAL, P.Q.

C. & B. Labels

jars and packages are dainty in appearance and look well on your shelves. Buyers are often influenced by the outside appearance of the packages and it is to your benefit to stock only those goods which are contained in dainty and attractive packages, providing of course you can rely upon the quality of the goods inside. With C. & B. goods the superior appearance of the jars, glasses, etc., is merely an indication of the superior quality of what is inside, and you can rely on every consumer finding that the goods in every way come up to their appearance. C. & B. on our wrappers is a guarantee of the quality of the contents.

A special window display of C. & B. goods is sure to attract attention and custom. Why not put one in your window to-day?

CROSSE and BLACKWELL, LTD.

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIAL LINES WORTH STOCKING:

Chutney, Curry Powder and Paste, Capt. White's Oriental Pickles, Olives, Chutney Sauce.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge — not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can for yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
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Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention.

MONTREAL.

A. J. HUGHES
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1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

TOMATOES
AND
CORN
LOW PRICES
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

SWIFT'S "SILVER LEAF" LARD
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
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VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
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Wholesale Brokers and Commission Merchants
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Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4.)

SOMETHING OF INTEREST

to all grocers is the reduction in the price of our

"ANCHOR" BRAND MAPLE SYRUP

Acknowledged the finest quality of Syrup on the market.

Our prices are now as low as the lines of inferior Syrups on the market, making "ANCHOR" brand the BEST AND LOWEST PRICED **SYRUP ON THE MARKET.**

Wine Pint Tins, cases 24 tins, 2.50 case
" Quart " " 24 " 4.80 "
" ½ Gal. " " 12 " 4.80 "
" Gal. " " 6 " 4.50 "
Imp. Measure, 5 gal. tins, 3.90 tin.

Special freight allowance on 3-case lots.

Our Travellers will make it interesting to buy NOW. Wait for them.

DON'T YOU THINK IT GOOD BUYING—

to cover your requirements on Condensed Milks and Cream ?

We have not advanced our quotations on

"ANCHOR" Brand CONDENSED MILK and EVAPORATED CREAM.

For a limited time only—We offer 1 case free with every 10-case order.

WRITE FOR QUOTATIONS.

We Guarantee the Quality. Prices will likely Advance.

Better than most similarly priced Milks and Equal to many Higher Priced Brands.

We are meeting with astonishing success in the sale of our

"ANCHOR" Brand COCOA ½lb. tins only to retail at 25c.

It will pay you a better profit than any line you handle.

WE ARE BUYERS OF DRIED APPLES

Send us samples with quotations f.o.b. your station.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
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ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.
TRADE MARK
CANADA PAPER CO. LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
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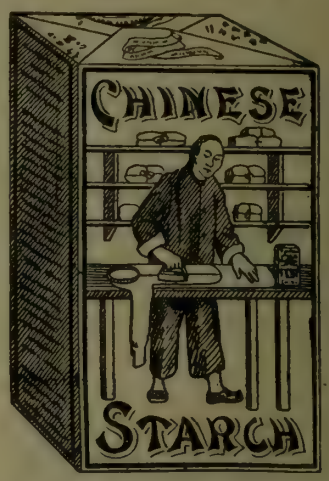
Correspondence Solicited. Highest References.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

ANY BOY CAN OPEN A BANK ACCOUNT

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies.

Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

A Watch and Boxing Gloves and other prizes, in addition to money, for good work.

BOY DEPARTMENT

The MacLean Pub. Company
10 Front St. E., TORONTO

43 TONS MORE

"SALADA"

was sold for the first 11 weeks of this year than was sold during the same 11 weeks of last year in Ontario and Western Canada alone. This means an increase of nearly four tons per week.

Are you getting your share of this increase?

TORONTO	NEW YORK	BUFFALO	DETROIT	CHICAGO	MONTREAL
32 Yonge St.	198 W. Broadway	11 Terrace	83 Shelby St.	34 Wabash	Cor St. Paul and St. Sulpice S ts

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A Reputation of over 50 years now stands back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

☞ Merchants should recommend food-products that are produced in clean factories.

IN

"Sterling" Brand

Pickles
Relishes
Jellies
Marmalades

one finds a line of goods that meets every expectation of the consumers who to-day insist—and insist rightly—on the choicest in "pure foods."

SOLD BY LEADING JOBBERS

The T. A. LYTLE CO.
Limited
TORONTO, - CANADA

THE WANTS OF WOMEN

The Grocer who ignores the wants of women is pursuing a short-sighted business policy.

You need not care who secures the trade of mere man if you can supply **Her Ladyship** with the goods she desires.

The wants of women are pretty numerous, but when it comes to **Canned Goods** the source of supply narrows down to **one brand—the brand** first in the esteem of Canadian women—the famous

OLD HOMESTEAD BRAND

Now, Mr. Grocer! you figure out the reasons for this pronounced preference of the women of Canada in your own way and we'll stand by your decision. Why should women prefer **OLD HOMESTEAD Brand of Canned Goods** over even the first quality goods of our competitors? There are others in **The Canned Goods Industry,** just as shrewd men as ever born, men who recognise the potent leverage of honesty in business. How, then, account for **the seal** and **warrant** of **popular approval** so ungrudgingly bestowed on the **Old Homestead Brand of Canned Goods.**

OLD HOMESTEAD BRAND

is something more than mere Canned Goods. The name stands for the people's guarantee of **pure** Canned Goods. To assure purity and the absence of all taint, all fruits and vegetables must undergo the careful scrutiny of no less than three inspectors before reaching our canning factory.

Wholesome, pure, first-quality fruit and vegetables can only be canned in our factory. These alone are pure enough. Then **our process of canning assures lasting purity** and **goodness**.

Just figure it out in your own way, Mr. Grocer, and we'll be quite satisfied with your verdict—your reasons for the Canadian woman's preference for Old Homestead Brand will **satisfy** us and **pay** you.

This is a good time to send off that order.

The Old Homestead Canning Co.

PICTON, ONTARIO

TO MANUFACTURERS !

This is going to be a BANNER YEAR for BRITISH COLUMBIA The terrific winter experienced throughout Manitoba and the Northwest will bring thousands of families to our beautiful climate. This will mean a very much bigger demand for all GROCERY COMMODITIES.

Do you wish to participate in the GOOD TIMES ? If so place your agency in our hands.

During last month we introduced THREE NEW LINES, placing them in EVERY RETAIL STORE on his market. We can do he same for YOU.

Our travellers cover the entire province of British Columbia.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

VANCOUVER, B.C.

ARE YOU AFRAID OF COMPETITION?
WILL YOUR PRODUCT STAND COMPARISON?

WESTERN CANADA'S BIG PURE FOOD SHOW

Winnipeg, July 1 to 13, '07.

offers you the opportunity to show to

Sixty Thousand Consumers and Two Thousand Dealers

from all over Western Canada that

YOU KNOW YOUR GOODS WILL STAND THE TEST.

Address :

W. A. COULSON, Secretary
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53 Scott Block, - Winnipeg, Man.

National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG
C. E. PARADIS,	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto.

The

Cunningham & DeFourier Co., Ltd.

LONDON, ENG.

PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Limited

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

FARD DATES

Extra Fine Quality. Attractive Price.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

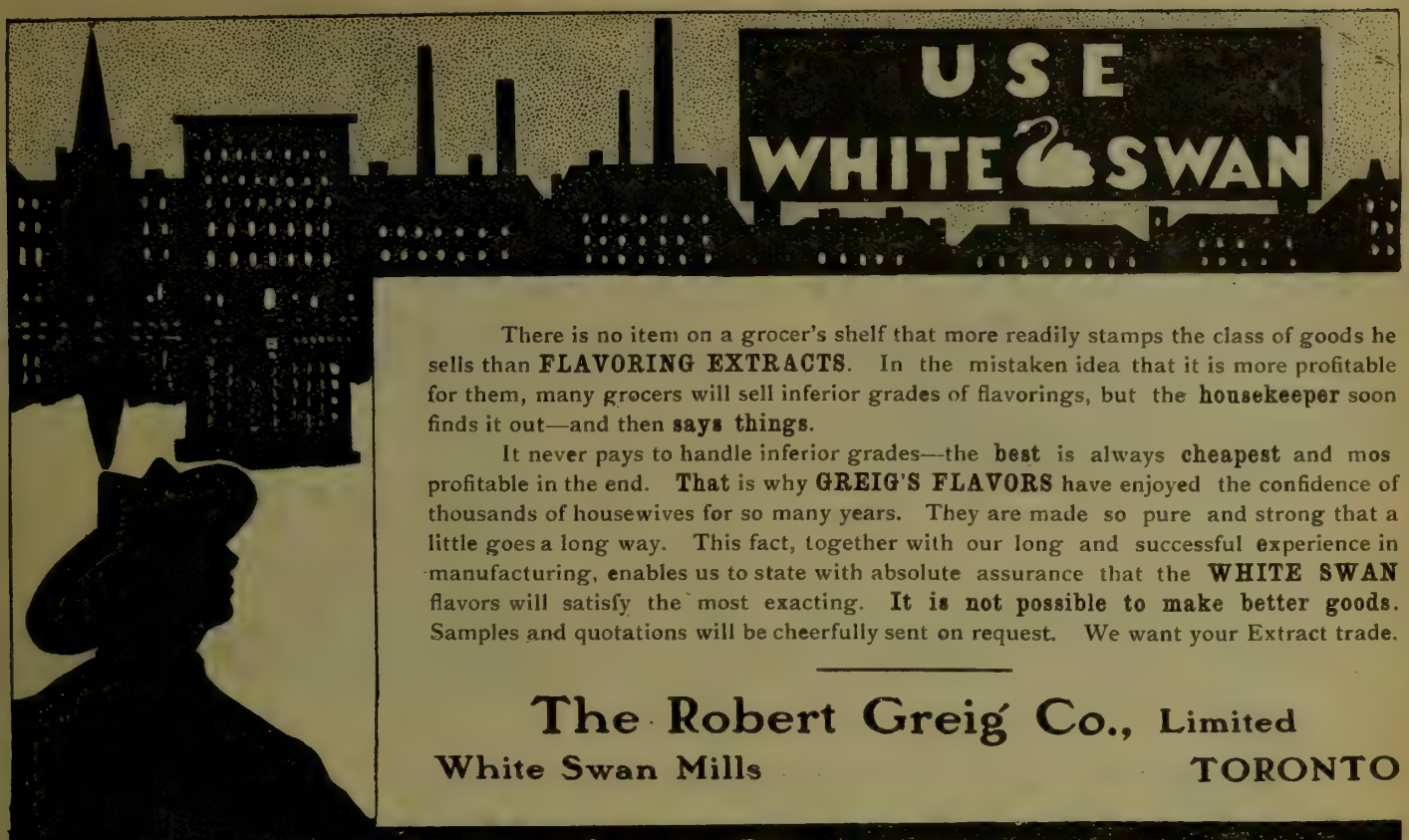
CALENDAR ADS CATCH AND HOLD ATTENTION

That Calendar Advertising produces the best results has been proven beyond doubt by the evidence of the most experienced advertisers.

Let us show you our superb line for 1908.
A request will insure a call by one of our men.

The London Printing and Lithographing Co., Ltd.

Box 508, LONDON, Ont.



There is no item on a grocer's shelf that more readily stamps the class of goods he sells than **FLAVORING EXTRACTS**. In the mistaken idea that it is more profitable for them, many grocers will sell inferior grades of flavorings, but the **housekeeper** soon finds it out—and then **says things.**

It never pays to handle inferior grades—the **best** is always **cheapest** and mos profitable in the end. **That** is why **GREIG'S FLAVORS** have enjoyed the confidence of thousands of housewives for so many years. They are made so pure and strong that a little goes a long way. This fact, together with our long and successful experience in manufacturing, enables us to state with absolute assurance that the **WHITE SWAN** flavors will satisfy the most exacting. **It is not possible to make better goods.** Samples and quotations will be cheerfully sent on request. We want your Extract trade.

The Robert Greig Co., Limited
White Swan Mills **TORONTO**

GREIG'S White Swan BRAND

It Pays to Have Proper Connections in

THE WEST

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable.
Satisfaction Guaranteed.

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **Winnipeg, Man.**

2 in 1

To sell a thing as good as **2 in 1** and as well advertised for you saves talking your customers into a sale.

What's the inference?

Always buy

2 in 1

For sale by all jobbers.

When ordering mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED
Hamilton, Ont.

E. NICHOLSON D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS. 1901.

BANNATYNE ST. EAST TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg,

NO. 3

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

INFANTS' DELIGHT SOAP

Is the very best soap made.

BEST FOR LITTLE FOLKS.

BEST FOR BIG FOLKS.

YOU make a GOOD PROFIT and please your customers.

John Taylor & Company
Toronto
Canada's Largest Soap Makers

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships and in their palatial hotels—Chateau Frontenac and the rest.

It is a soap selected by the best people everywhere, once it's known. **Your** customers will prefer it. It will pay you to always have it on hand.

The ROYAL CROWN, Limited
Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-396
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.

21

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - **Montreal**

MR. GROCER!

We want to tell you a profit story in connection with

Wonderful Soap

Write to-day for particulars. A post card brings them.

The Guelph Soap Co.

GUELPH, ONT.

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

YOU SIMPLY MUST

satisfy the housewife, and this you can do only by giving her ABSOLUTELY THE BEST when she asks for Cocoa. You may succeed in pleasing her with substitutes, but that lasting satisfaction which means regular custom is gained only by selling the real, genuine leader in the market.

SUCHARD'S COCOA

has a reputation behind it, and has time and again been proved the acme of perfection in Cocoa. It has led all other brands for years.

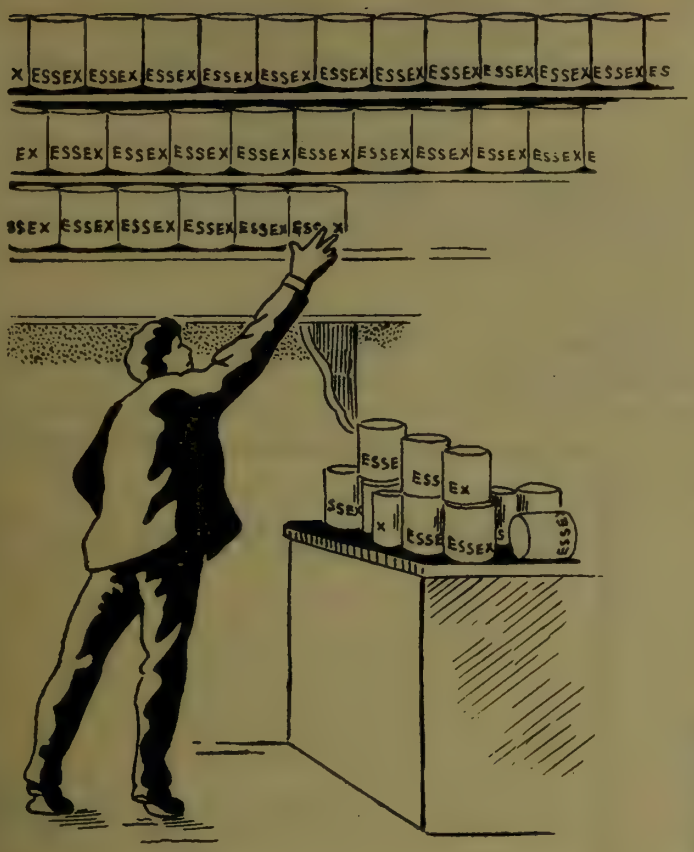
The proof lies in our enormous sales—over 25 tons a day—and in the millions of satisfied customers daily buying SUCHARD'S COCOA from grocers all over the world.

You cannot afford to be without SUCHARD'S, because every day you lack it you stand to lose customers and profits.

ADDRESS US ON THE MATTER

FRANK L. BENEDICT & CO.

MONTREAL


ESSEX
ESSEX
ESSEX

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Settled
in Camp.

Possess yourself of a stock of

'CAMP'
COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: **ROSE & LAFLAMME**
MONTREAL.

Want Anything?

Your interests are best served when you buy your special lines from us. We purchase in large quantities and in consequence can give you good prices. If your stocks are low in

Sardines, Evaporated and Dried Fruits, Sultana Raisins, Tarragona Almonds, Currants

or any such lines, write us. Stocks guaranteed absolutely the best quality.

Will give you any further information you may require.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Tartan BRAND

SIGN OF PURITY

Tartan Fruits

If you have not handled **TARTAN** Fruits send us a sample order or phone for quotations. Once tried you will never be without them. There are others but they have not the flavor of **TARTAN** Brand which are just as good as home-made, packed in all sized tins, 2s, 2½s, 3s and gallons. We have Peaches, Pears, Plums, Strawberries, Raspberries, Lawtonberries, Cherries and Blueberries. We do not charge more for these goods than other well-known brands and they are the finest. Ring us up on No. 596. Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

The Public are Getting Wise

The public are beginning to get wise as to the purity or otherwise of

Maple Syrups and Sugars

They demand something with a guarantee of purity.

Our "Pride of Canada" Syrups have the guarantee on every can or bottle.

It would be criminal for us to put this on if it were not true.

Ask for samples and prices.

THE MAPLE TREE PRODUCERS ASSOCIATION
WATERLOO, P.Q.

There's Money in a Cough

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

Mathieu's Syrup

of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell it, and good profit. People who cough **will have it.** They know of its fine curative properties. It is well known and pretty extensively advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.,
Proprietors SHERBROOKE, P.Q.

For sale at all druggists and general stores.

PICKLES

Should sell fast nowadays, and make you a profit, if you have the right quality.

We have it in all lines---bulk sour and sweet mixed, in pails of 1 gal. to 5 gals., as well as fine bottle goods to sell retail from 10 cents up.

Order now and have goods when they are needed.

HAVE YOU TRIED

"Anti's" Horseradish?

This is the Simon-pure article.

W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

It's in the very nature of the soil of Japan to produce distinctly the best flavored teas—This natural advantage combined with the highest art in the preparation of the tea leaf for the market has made

Japan Teas

inimitable---They are in a distinct class of their own.

The Selection of Coffees should not be based on price alone. The main point to consider is **quality.** Chase & Sanborn's High-Grade Coffees are first in quality.

Chase & Sanborn,

The Importers, Montreal

THE TRADE TO WIN

Shrewd grocers declare that the only trade worth winning is the permanent, high-class sure-paying trade.

Many grocers say: "Push

Southwell's Jams and Marmalades

and you're sure to corner your share of that trade." The goodness of Southwell's Jams and Marmalades is too well known to be commented on.

This is a good time to send off that order.

Frank Magor & Co.

MONTREAL

Canadian Agents for Southwell's Jams and Marmalades.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld, Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

YOU CAN BANK ON

"MELAGAMA"

MOTHER'S FAVORITE TEA EVERY TIME

No matter how high the market goes—the blend is always composed of A. 1 Teas
For prices see back of this issue.

BULK TEAS are a specialty with us—we can supply your wants—write us—we will be pleased to send you samples and prices.

MINTO BROS., Importers and Blenders, TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

—Vinegar—White, Cottell's—

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

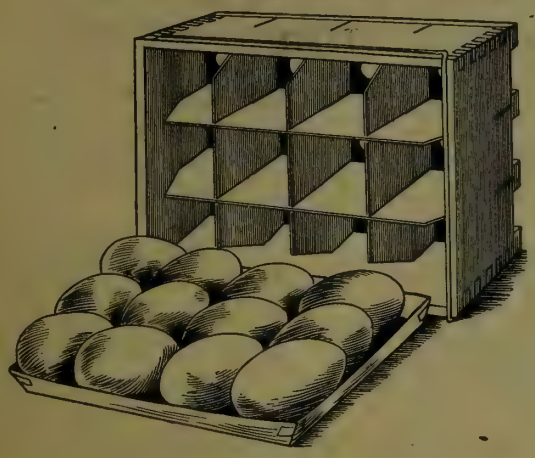
Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

YOU DON'T BREAK EGGS?



when delivering by waggon? You think you don't, or you don't know, but your eggs are broken just the same. Perhaps the boy who drives your waggon knows, but forgets to tell you.

Eggs are fragile—nothing more fragile—and in the handling of hundreds of dozens from store to customer's house, more are broken than you can keep track of. The remedy is to adopt the modern system of egg delivery.

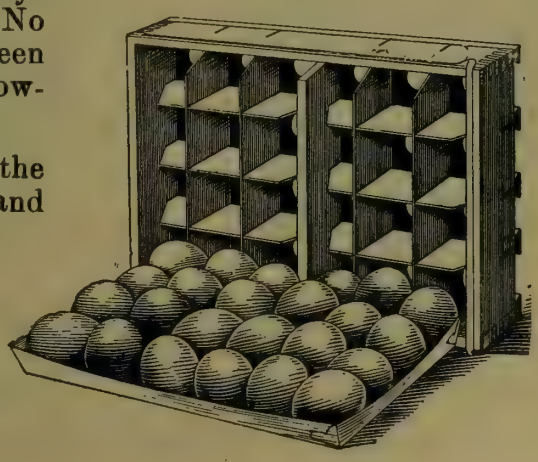
THE STAR EGG CARRIER and TRAY

Mr. Grocer, we like you to be on the defensive, we want you to use every argument you can think of why you should not use the **Star Egg Carrier.** Why? Because any argument against its use is easily refuted; all you have to do is to order one dozen of the carriers and 1,000 trays to be convinced.

The **Star Egg Carrier** is absolutely safe; it is quick—far quicker than any other. When using it, the eggs are handled once, and only once, and there is no waiting for a dish to place the eggs in at the customer's house.

The **Star Egg Carrier** is automatic. When delivery is made of the eggs, the carrier itself never leaves the hands of the delivery boy—there is no chance of losing it, no necessity to leave it and call (or forget to call) for it again.

The **Star Egg Carrier** saves money, it soon pays for itself twice over in time and broken eggs. No Grocer who has ever adopted this system has been known to discard it, rather he will frankly acknowledge that he could not get along without it.



Do you think you can afford to be without the means of placing your egg business on a sure and profitable basis?

Now is the time eggs are selling; now is the time to order. Ask your jobber to send you one dozen of each size **Star Egg Carriers** to hold one and two dozen eggs and 1,000 each size of trays,—or if he does not stock them, write to the general agents:

THE MACLAREN IMPERIAL CHEESE CO., Limited
TORONTO.

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams

Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—
DIAMOND BRAND.

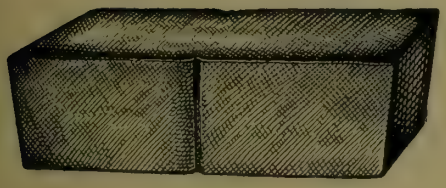
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s,** and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each.
Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb.
Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb.
Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Sold by jobbers everywhere

Montreal

IN STOCK — MORTON'S 2½ lb. WHOLE

PINEAPPLE

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED, MONTREAL

BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning, etc. Sort up your Stock and send in your order for

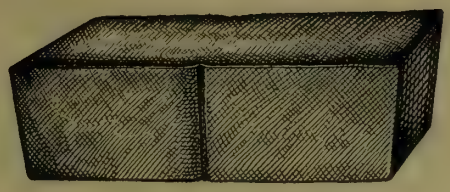
JAMES DOME

BLACK LEAD, the most satisfactory Stove Polish you can handle.

Works Well. Sells Well. Pays Well.

W. G. A. LAMBE & CO., Canadian Agents.

Our Twin Block Pure Maple Sugar



PURITY

This Sugar has stood the test of Government analysis for years.

PRODUCTION

The enormous sale and high reputation this Sugar has attained has led others to imitate it.

THE LAW

We have taken legal proceedings against our competitors for infringing our registered trade mark "**Twin,**" and have obtained an **injunction** restraining them from using or in any way offering for sale Maple Sugar under the name of "**Twin Block.**"

WARNING

We caution the trade not to be imposed upon by unscrupulous imitators who offer you inferior goods represented to be our famous **Twin Block.**

Sugars Limited - - Montreal

STOCK UP NOW

GREENBANK LYE, 1-lb. tin solid.
RED HEART LYE, 8-oz., 12-oz. and 10-lb. tins.
CHLORIDE OF LIME, tins ¼s, ½s.

THE PUREST—THE BEST

Manufactured by

The United Alkali Co., Liverpool, England

L. Chaput Fils & Cie., ***DISTRIBUTORS***

WHOLESALE IMPORTERS

2, 4, 6, 8 De Bresoles Street, MONTREAL.

REMOVAL NOTICE

We beg to notify our numerous customers and friends that we will occupy our new premises.

58 McGILL ST.
on April 1st.

If you are interested in Canned Goods write for our price for "Old Homestead."

S. J. CARTER & CO.
Wholesale Grocers and Tea Importers
MONTREAL

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

DON'T GROPE AROUND IN THE DARK

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of The Canadian Grocer

One Cent. Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

CLEARING OUT SALE

We are continuing our great Tea Clearing sale of Black and Green Teas.

See our travellers for samples and quotations. If they don't call, phone or write us.

James Turner & Co., Limited, Hamilton, Ont.

If you want an Awning, why not try
The Tobin Tent & Awning Co., Ottawa ?
It's worth considering.

OLIVE OIL — THE PUREST

Cultivate your trade by stocking the best
The only Castile Laundry Soap on the market
A distinctly Olive Oil Soap

Mnfd. by The CANADIAN CASTILE SOAP CO., Limited
Berlin, - Canada

THE BEST **LAUNDRY SOAP**

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

Independent Organization for Retailers

Progress of the Movement—President Beckett Taking Steps to Rouse Guild Members to Forward the Undertaking—"Believer in Organization" and The Canadian Grocer Peterboro Correspondent Discuss the Proposal to Make Retail Grocers a Part of the Retail Merchants' Association.

Every retail grocer throughout Canada should be keenly interested in the movement which seems now well started, for the organization of the retail grocery trade. The Canadian Grocer would like to have the views of retailers everywhere on this movement, believing that their publication would materially assist the agitation so well begun. A post card message would be encouraging if a leter looks too formidable.

* * *

President H. C. Beckett of the wholesale guild has adopted a plan in use across the border and is sending out to members of the guild from time to time printed sheets containing matter he deems of interest ond profit to guild members. The first of these contained a couple of interesting addresses from the proceedings of the Wholesale Grocers' Association of Pennsylvania. This week he is sending out a sheet containing some of the letters and editorials which apeared recently in The Canadian Grocer relative to retail organization. Mr. Becket is not himself attempting to organize the retail trade. He recognizes the great benefit to the retail grocery trade that would result through organization and he is trying to stir up the wholesalers everywhere to take an interest in the matter and make an effort to stimulate interest among the particular section of the retail trade with which his house through the travelers comes in contact. In other words Mr. Beckett is using the guild organization to arouse the interest of the retailers.

In last week's Canadian Grocer a new feature was introduced into the discussion regarding organization by Mr. Ellis' letter suggesting that the grocers organize as a section of the Retail Merchants' Association. "Believer in Organization," who is a leading grocer in a large city, has something to say about this and we have also an article gathered by our Peterboro correspondent from the retail merchants there.

GROCERS MUST HAVE THEIR OWN ASSOCIATION.

To the Editor of The Canadian Grocer:

Having read carefully the letter from our Peterborough friend, I have come to to the conclusion that, for some unexplained reason, he and his friends are very much prejudiced against the wholesale grocers. Now I think that the retail men all over are beginning to wake up to the fact that the interests of the wholesale and retail men are very closely allied and that no one feels that position more than the wholesale people. Note the kindly letter from their president—where he offers to spend both his valuable time and assistance in promoting a retail organization. I quite agree with our Peterborough friend as well as yourself that we should be entirely independent from a financial standpoint but that we should avail ourselves of all the advice and suggestions that such an able organizer as Mr. Beckett is, can give. I think the trade are now in a position to accept the idea of organization and the next question is the proper method to start the ball rolling. It seems to me that wherever there are retail grocers' associations, in our towns and cities, that this question should be taken up and thoroughly discussed and that they should get in touch with one another, either by appointing delegates or by correspondence, or by sending a circular letter from your office to every retail grocer in the province. I maintain that there is no person in the country so well qualified as the grocer to speak in regard to the regulation of the law in regard to foodstuffs. He stands between the manufacturer and the consumer and understands the conditions better than the consumers themselves.

As to Mr. Ellis and the Retail Merchants' Association, while we concede them that their association deserves every credit for the grand work which they have done and are doing, I don't think for one moment that they could possibly do the work required by the retail grocers of Ontario. We want a thoroughly independent body with the one aim for the betterment of our business not only in relation to the wholesalers and manufacturers but with the consumer as well, and this can only be reached by a thoroughly independent body with united front, not with some spasmodic action by a body of men who are not entirely in sympathy with our cause. Mr. Ellis wants to know some of their weak points. Well, one of them is that in no place that I have heard of are the grocers' sections doing the work that organized trade should do. They seem to have no initiative, but depend entirely on the main body to do the work for them, and in most places the membership of grocers is so small that they cut no figure in the make up of the general membership. There is no question that Mr. Trowern, their able secretary, has made heroic efforts to fill up the gap, but so far from a grocer's standpoint, with very poor results.

The grocers want a thoroughly independent trade organization that will make a showing worth while and, in my opinion, with the aid of the Wholesale Guild and their energetic president, the thing may be in good shape before the end of this year. Grocers everywhere in Ontario are in line to join and better their business conditions. Now is the time for them to assert themselves and make this movement a grand success, and I say once more, by all means it must be an independent body—for retail grocers only.

BELIEVER IN ORGANIZATION.

GREATER TRADE ORGANIZATION LIKE A GREATER BRITAIN.

(Special correspondence of Canadian Grocer.)

Peterboro, March 26, 1907.

In discussing the proposal to organize a Retail Grocers' Association one merchant took up the arguments produced by the president of the Retail Merchants' Association of Canada. In Mr. Ellis' remarks, he said, there is much that is worthy of serious consideration. The Retail Merchants' Association have a splendid organization. They have come through the trying days. They are no longer a straggling body. They have numbers and they have capital and system. Connection with them would be an excellent thing. But, continued the merchant, there must be a divisional point. The Retail Merchants' Association cannot take up the particular questions which are of immediate interest to the grocery trade. Neither can they deal satisfactorily with the problems which any particular trade is concerned about.

There is a branch of the Retail Merchants' Association now in the city, but it is nearly dead and very seldom heard of. The membership is very small and practically no interest is taken in the work. Even a meeting is seldom called, and when it is, hardly a quorum turns out. That will not do for the grocers' association.

The merchant who discussed the matter made the following suggestion:—That the retail grocers go ahead with their organization. (He would like to see it started right in the city of Peterboro.) Let it spread out and encircle the whole province, including the small towns as well as the cities and large towns. The grocers should be an entirely separate and independent body, governing their own internal affairs. The grocers can do this better than any other line of trade for the simple reason that they are stronger and are found in every nook and corner of the Dominion.

At the same time, however, the merchant referred to would not like to be altogether a stranger to the Retail Merchants' Association. So far as grocery interests are concerned, he advocates separation, but when it comes to such matters as stamping out the trading stamp traffic, peddlars and hawkers, and matters of legislation which affect all lines of trade, he would say, join with the Retail Merchants' Association.

In this way, Mr. Ellis' ambition of seeing the Retail Merchants' Association the strongest organization in the country would be easily accomplished. The retail grocers, as members of the Grocers' Association, would belong to the Retail Merchants' Association, the same as Canadians belong to the British Empire. The idea he has in mind is along the same lines as the British Government's relation to the colonies.

If Kingston will supply the land, Crandall & Scott, of Picton, will establish a canning factory there.

WITH GROCERS IN EASTERN TOWNSHIPS

Preparing for the Dominion Fair at Sherbrooke—Sherbrooke Has a Grocery Without Counters—Some Changes—St. John's Grocer a Believer in Dominion Organization.

Last week one of the representatives of The Canadian Grocer, feeling that spring was coming on and that the Montreal streets were becoming too unbearable, even for a newspaperman, tripped out to the Eastern Townships for a few days in the hopes of experiencing the sensations of spring as they are handed out to the multitude in that peaceful but industrious portion of Quebec Province.

Direct to Sherbrooke did he go, eyes open for the first robin and for signs of activity on the part of those engaged in the maple industry, for which the E. T. district is famous. It was rather a surprise upon striking Sherbrooke, to find that there was a foot of snow on the ground. Reliable Sherbrooke merchants earnestly informed The Grocer that the town had been practically free from snow until a few days since, when they were granted a heavy but somewhat untimely fall of the beautiful. Business men were thankful rather than otherwise for the same snow, as it made possible the lengthening of the sleighing season for farmers.

Sherbrooke may not be a large city, but there is always something going on in a grocery way. Business was reported good for the season, although collections might be better.

All Sherbrookers are talking fair with a capital "F." This year the Dominion Exhibition will be held in that city and preparations for the event are even now being made. It is thought the accommodation question will cause some trouble, and necessary arrangements are under way in this matter. The fair opens September 2, continuing to September 14. Quite a few men known in the grocery trade are actively engaged in the management of the fair, Louis H. Oliver, the retail grocer; W. R. Webster, cigar manufacturer, S. L. Clough, flour and provisions, and Alex. Ames, pork packer, being among them.

One of the first stores The Grocer dropped into was that of Dean, Roe & Lacey, on Dufferin Ave. It was but recently that this firm's name appeared on the grocery horizon, in fact the sign is not yet up. In former days R. Johnson carried on business at this stand. He is now connected with the Modern Bedstead people, of Sherbrooke. R. I. Dean, senior partner of the firm, worked in the store for Mr. Johnson for nearly fifteen years, and knows a whole lot about the grocery business. His two partners are also experienced, Mr. Roe having been in the past a member of the Roe & Roe firm in Waterville. Mr. Lacey spent some nine years with R. Johnson. Between the three of them they are determined to make things hum, and they will. Improvements are already being made, new silent salesmen, new shelves, new departments and other things.

May & Houlahan are still doing business opposite the post office. The only difference between the present and the past lies in the volume of business being transacted, the trade now being materially larger. Both partners were out hustling for business when The Grocer first went in but later they gave The Grocer man a great welcome. This firm believes in carrying first-class groceries, and giving satisfaction in every instance. Perhaps that's why they're prospering.

A busy store is that of Bray Bros. on Wellington St. It is not as large as it might be, rather too long for the width, but the stock is arranged very neatly and conveniently. There are two good windows which the firm keeps dressed at all times, being strong in the belief that a good window sells goods. So it does.

In D. W. Stenson's store on King Hill, The Grocer ran across A. G. Snowdon, of Snowdon, Forbes & Co., Monreal. Mr. Snowdon is introducing on the market a patent can opener which he is now pushing. It's a corker and will surely take.

Further up on King St. McLeod & Andrews carry on a nice business, while Louis Oliver occupies one of the neatest stores in the city, corner of Wellington and King Sts.

There is one grocery store in Sherbrooke which is a near approach to the package store in New York, that is, the store occupied by A. A. Thornton—a store without a counter. Mr. Thornton says that the only way to profitably carry on a grocery business in our day is to dispense with the counters of our forefathers. There is a lot in what Mr. Thornton says, and one of these days The Grocer will give its readers an idea of the manner in which this particular store is conducted.

E. Brooks, who has been clerking with May & Houlahan, is leaving to accept a similar position in Haverhill, Mass.

Alex. Ames, the pork packer, is going to erect a new establishment, 50 feet by 100 feet, on the Lennoxville Road. It will be equipped with all modern conveniences.

T. A. Bourque, known throughout the Eastern Townships as a wholesale grocer, who died recently, was buried while The Grocer was in Sherbrooke. Although not actively engaged in the grocery business, the late Mr. Bourque, up to the time of his death, took great interest in all grocery questions. He was born at Wotton, in 1860, and receiving a commercial education at St. Charles College, he entered the employ of Mr. Villeneuve, East Sherbrooke, later joining the staff of Wm. Murray. Entering the wholesale field he won success, building up a large business in the Townships. A year ago he sold out to Poulin & Robitaille, the business being continued under the old firm name, T. A. Bourque & Co.

St. Johns, Que.

The grocery business in St. Johns is demoralized at present to a certain extent, owing to the fact that there is considerable selling under cost by some firms. This is not a large place, but grocers are numerous—too numerous, as is proved by the fact that more than one retail grocery store will close up business in the near future.

F. J. Bourassa & Co. have advertised their goods for sale, announcing that they are going out of the grocery business. Mr. Bourassa, it is understood, will go west for his health.

E. Lord, the Richelieu St. grocer, is closing on May 1, while it is rumored that N. Cusson will close one of his two stores, probably that situated on Champlain St., in the near future.

N. Gibeault is giving up his business about May 1. He conducted a store on St. James St.

O. Peladeau, corner St. James and Champlain Sts., intends removing May 1 to the other end of Champlain St., where he has secured a better stand.

One of St. Johns most progressive grocers is R. Goold, on Richelieu St. He is strong on organization in the grocery trade. He expressed his approval of The Grocer's idea of forming a federal association of retail grocers, one that should be made up from branch associations in all parts of the Dominion. In his opinion such an association, properly conducted, would result in untold benefit for the trade.

A STORY OF COMPETITION.

A somewhat curious story comes from Toronto. The council of that city has set apart a number of districts as "residential," which means that no more stores may be located therein. In one of these there are three stores, two of which, so the tale runs, are supported by a wholesale house. Some time ago the other grocer was approached by a young man, who wanted to buy him out. The young man was so eager that the grocer got his price and took it. A few days after the purchaser turned his bargain over to one of the other grocers, whose store was just across the street. The new purchaser removed the stock to his own place and closed the store.

The original owner, with little delay, purchased a store not far beyond the bounds of the district and when he saw his old business closed out, considered that any obligation he was under to keep away removed, and started in to canvass his former customers for business. His old opposition objected, and entered suit to restrain him from canvassing for orders in the district. The publicity thus given the matter drew the attention of a number of grocers, and the canvassing within the "residential" district has become so keen that the last stage of opposition for the two remaining stores is worse than the first.

AN EXPENSIVE WINDOW TRIM

Probably the Handsomest Christmas Window Dressing in Canada Last Year—Put Up by Bain & Adams, Hamilton.

The Canadian Grocer was at considerable pains to secure the photograph from which the accompanying picture was made. It shows one of the Christmas windows of Bain & Adams, Hamilton. There was another similarly dressed, and they were probably the most expensively trimmed grocery windows in Canada during the last Yuletide season. The grape vines and grapes were ordered from Germany early in the year, and cost $150. Then there was the electrical illumination, which was a very important part of the display, and was proportionately expensive.

As can be seen by a careful survey of the picture, the vines were hung on uprights and cross pieces of natural cedar, just as in the Niagara vineyards. But no printed description can convey an adequate expression of the naturalness of those grape vines. The bunches of grapes rivalled the natural fruit in appearance, even to the delicate bloom which characterizes the grapes on the vine. By day the effect was beautiful, by night it was striking and wonderfully attractive. Into many of the bunches of grapes was inserted a small incandescent lamp, and the effect may in a slight degree be imagined. The white blurs in the picture show where some of the lights are located.

Nothing has been said of the display of high-class groceries and confections. The picture shows it pretty well and it is highly effective. So unique was the window display that practically all the leading grocers of Hamilton felt impelled to congratulate Bain & Adams upon the success of their efforts. Mr. Bain, the senior partner, takes charge of the window dressing, and he conceived and carried out the display here shown.

A Triumph of Window Dressing.

PREVENTING FROST ON SHOW WINDOWS.

M. J. Quinn, ventilating expert with Cluff Bros., Toronto, Canadian agents for the Thomas Acme Air Washer for ventilating buildings, in answer to a request for information regarding the prevention of frost on show windows, writes as follows for The Canadian Grocer:

"The physical conditions which create frost on window panes are exactly the same as those which create moisture on cold water pipes in summer time, viz., warm air carrying its extreme complement of moisture comes in contact with a cold body and is reduced in temperature, rendering it incapable of carrying the same percentage of moisture, and what is more natural than that the excess of the latter should be deposited where the chilly process takes place, viz., in this case, on the window pane. We anticipate that some considerable difficulty will be experienced in making a window space sufficiently tight from the inner store to render impossible the circulation of warm air from the latter. In this connection we would emphasize that, if absolutely still air can be obtained between the inner and outer glass, very little difficulty will be experienced from frost even on the coldest days, and in this connection it has been found that double glass set in the same sash, leaving a space of say 1½ or 2 inches between the panes, and having the joints all around the four sides made as tight as possible, has given very good satisfaction, and apart from this construction we are not by any means sure that good results can be obtained under other circumstances.

FROM GROCER CORRESPONDENTS

BROCKVILLE.

Jas. H. Gilmour, of the firm of Gilmour & Co., wholesale grocers of Brockville, returned home last week after spending about two months in Southern California. Genial Jim looks fine and evidently California agrees with him.

John Shouldice, formerly of H. P. Eckardt & Co., Toronto, spent several days in our town, the guest of J. H. Gaffney, of Mayell & Co.'s, Toronto.

J. A. Washburn had a carload of oranges landed at Brockville on Monday last, and had all disposed of by Tuesday noon. They were very choice, and prices were right.

Our markets have not been very well attended by the farmers as yet, there being neither wheeling nor sleighing. The prices asked for articles are altogether too high, and no one to blame for this but the buyers themselves. Eggs still demand 28c., butter 27c., and fowl as high as $1.25 per pair.

I noticed in last week's Grocer your Kingston correspondent speaks of the by-law prohibiting merchants buying on the market before 10 a.m. I feel quite in sympathy with him in this and think that something ought to be done in the matter, as it certainly takes considerable money away from the towns and cities that would otherwise be spent for supplies while farmers are in town, instead of going to country stores. This is something the retail merchants ought to take in hand and bring before the councils of their towns and cities.

J. H. Gaffney, representing Mayell & Co., of Toronto, in Eastern Ontario, reports business very good throughout the country.

INGERSOLL.

The cold storage project, in which the grocers are vitally interested, was advanced another notch at a special meeting of the Board of Trade. W. A. Edgar, the cheese exporter, who was a member of the committee appointed to make enquiries in connection with the construction and cost of maintaining a cold storage plant, gave a report that was highly encouraging. Mr. Edgar stated that the cheese factory men of this district were very much interested in the question of establishing a cold storage plant here. He had been told by three parties that if the plant was established they would rent apartments by the year. He pointed out that there are twenty-five cheese factories tributary to Ingersoll, and he believed that if fifteen of this number could be induced to patronize a cold-curing room the revenue would amount to about $6,000. As previously mentioned the scheme is one that is very favorably received by the retailers, and if carried out would be of much benefit to the grocers and butchers. A committee was appointed to make further enquiries and the matter will be taken up again at an early date when some definite action is probable.

* * *

Ingersoll is fortunate in possessing a real live board of trade. This organization, which is very representative of the business interests, has done considerable to promote the advancement of the town. When conditions are at all favorable it believes in taking action that should create greater trade, not only in the town, but throughout the Dominion. At the last meeting a resolution passed to the effect that the Dominion Government and the Legislature grant generous assistance to the Canadian Northern Railway to extend their system easterly from Port Arthur.

* * *

Jacques & McPherson, grocers, who had their stock seriously damaged by fire last week, had their loss adjusted on Friday, and with characteristic enterprise they announced that their store would be opened on Saturday morning. Much stress was laid upon "Big Bargains," and as they lived up to their display cards and newspaper advertising, their store was soon crowded until it was necessary to close their doors. It is the way of humanity to be alert for bargains, and in this particular it was possible for the firm to cope with the bargain-hunters. The "fire sale" has been going on merrily ever since, and the entire stock has about been cleared out. It is the intention of the firm to place a new stock in their store as soon as the necessary repairs and improvements have been made.

* * *

The output of maple syrup in this section thus far this season is below that of former years. The first lot was offered over a week ago and met with ready sale at $1.25 per gallon. Those who were looking for a somewhat large supply on Saturday were greatly disappointed. The farmers stated that they had only a few good "runs" of sap, consequently the supply of syrup was limited, and the price remained firm at $1.25. The fact that the frost is practically out of the ground and the weather very warm are indications that warrant the belief that the syrup season is about at an end.

* * *

Another of Ingersoll's old residents passed away on Wednesday last in the person of Geo. Tune, who upwards of forty years ago engaged in the confectionery business here with James Tune, now of London.

* * *

For the first time in many months Ingersoll is now getting comparatively cheap eggs. For months the price for new laid eggs was firm at 25 cents, but on Saturday last the price dropped to 16 cents. The offerings were very large and a further reduction is anticipated before Easter, as the large buyers have not yet commenced their rounds in the country.

* * *

Butter is still very scarce. Very little of the dairy product is to be had, owing to the fact that operations have been resumed at several of the cheese factories. With the immense amount of milk that is daily taken to the St. Charles condensing factory here, and to the different cheese factories in the surrounding districts, the proportion that is used for butter-making is decidedly small. Dairy butter ranges in price from 25 to 28 cents, while first-class creamery brought 32 cents per pound last week.

* * *

John S. Smith, for the past three years with Metcalf Bros., grocers, of Berlin, has succeeded J. J. MacLeod as manager of Beattie & Co.'s store here. S. Hendry, of St. Mary's, and Harry Cook, for some time with I. W. Kingswood, have also accepted positions with Beattie & Co.

GODERICH.

Dull times here at present. All the merchants in every line of business are complaining; the only solace is that it is supposed to be seasonable for this time of year.

The canning factory proposition has taken a new lease of life, and may yet come to something.

W. J. Morrow, for many years on Hamilton Street, and previous to that in Dungannon, has sold out to Tom Pringle, of the Imperial Cafe, and may go West. W. J. was well liked by the local trade and everyone else who knows him, and will be greatly missed.

Edward Graham, East Street, is reported to have sold his business to A. T. Bean, who had a general store some years ago in Auburn.

Fred Morgan, Elgin Avenue, who has been advertising his grocery business for sale, has now parted with it, and will probably leave town, as his intention some time ago was to go West.

A. B. Davison, who will be remembered by commercial men who call at Goderich as being with G. M. Elliott on Hamilton Street for many years, has given up his position as head clerk with C. C. Lee, and is also among those with the "western fever."

HAMILTON.

Grocers here are now getting returns from the recently organized collecting department of the association, and are highly pleased with the way the system is working out. They next propose enforcing the law respecting pedlars and hawkers, as enacted by the Ontario Legislature at the last session.

A great deal of complaint comes from the grocers, and justly too, in reference to the handling and sale of fruit by Italians. They sell from door to door all over the city and mostly to the better class of people, who, if they saw the conditions in which these people live

and store their fruit, would be shocked, even though they thought they were buying at a bargain. The sanitary conditions in these fruit stores are revolting. And although we always have one or two grocers on the Board of Health, this evil escapes their notice. It seems to me that dirty, filthy human habitations deserve looking after as much as unclean pigsties," etc.

As grocers have now become large handlers of fruit, this question should undoubtedly be a live issue; right here is a place where organized effort would be useful. No doubt these same conditions in the fruit trade exist in all the cities and towns—Why not get together and either wipe them out or correct them?

The trade here are very much pleased with the stand taken by H. C. Beckett in regard to the manufacturers' prices on cereals.

A circular has been issued by one of the refiners asking the opinion of the retail men in regard to putting up bag-sugar. They propose making the present 100-lb. bag larger so as to contain 125 lbs. In the event of their doing this the bag would become useful for holding a bag of potatoes or other produce. A great many grocers are of the opinion that the 100-lb. bag is preferrable. One of the reasons advanced is that a grocer or his assistant who are not built exactly after the style of Samson may take in and pile up 25 bags of 100 lbs. each, while they would not have a look at the 125-lb. one.

Speaking about a bag of potatoes in Hamilton, according to law, it must weigh net 90 lbs., in Toronto under the same law it must weigh 80 lbs. Can you kindly explain this?

The Toronto wholesale buyer makes a profit of 10 lbs. on each bag. I think the weight all over Canada should be the same.

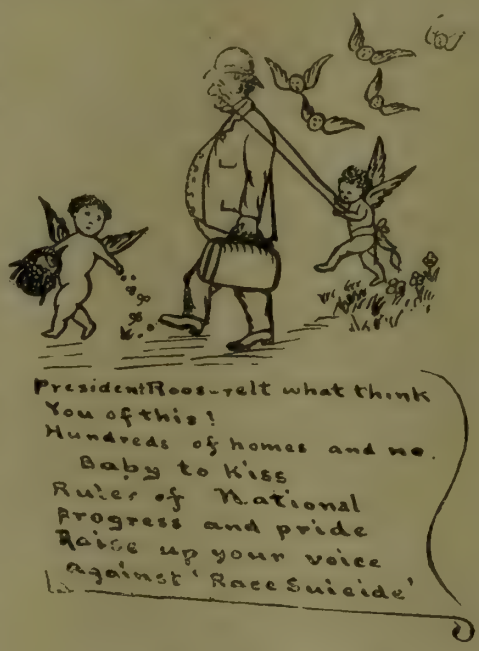
Hamilton grocers as yet do not seem to have taken much stock in the talk of a provincial association; the situation here is possibly worse than in many other places. We have three department stores, who use their grocery business strictly as a bait to lure customers into their other departments. We have also a large co-operative concern which has sown its five dollar shares all over the neighboring country. The farmers imagine they are striking it rich and go there to buy their groceries. The Italians have the fruit trade and the Greeks the confectionery business, so there's lots of room for an energetic movement in Hamilton if the retail men would only wake up.

KINGSTON.

Kingston is in a state of excitement just now. Property is booming and sales are the cause of so many people leaving their comfortable homes. One lady who occupied a house for the last twenty years was asked to get out to make room for another corner grocery to be occupied by Mr. Parkins, who has to vacate his present place as his landlady is going to start up on her own account. Chas. Pickering has to leave his present store and has bought out Mr. Williams, corner Princess and University Ave. Mr. Williams intends moving to Manitoba.

W. G. Craig, wholesale grocer, president of the Wholesale Grocers' Guild here and past vice-president of the Dominion Wholesalers' Guild, has secured the large and imposing premises on the corner of Princess and Ontario Sts., which has been a piano factory for many years. It will make a fine place for his wholesale business. He has also leased a large building across the street which was at one time a medical college. Mr. Craig is enthusiastic over Kingston's present and future prospects and as an alderman, is working to advance the city's interests in every way he can.

Mr. Tuthill, representing The Morse Soap Co., was in town and made good sales. He has a big proposition on hand. He is going to put a stop to race suicide by sending a full size cake of Infant's Delight soap to every baby born in Canada this year. Such generosity should bring good results.



Laundry soaps are likely to advance, owing to increased price of material. The Brown Family has also increased.

Harry Newbury, who ran a grocery at Barrie and Earl Sts., has gone to Peterboro. He is going to take up window-dressing and ad. writing. He is experienced in the dry goods trade and has a sterling character and will succeed. His health has not been A1 for some time. We hope the change will do him good.

It is reported that Knox & Co., of Toronto, are going to open up a 5 and 10 cent store shortly in the premises lately occupied by Geo. Mills & Co., furriers. It is centrally located and they should do a good lively trade.

Mr. Farnworth, Dalley's popular representative, called on the trade this week. He is always sure of a bunch of orders. Why? Because he is one of the few who do not look for orders outside of the trade from small side shows, hotels and boarding-houses. Houses catering for such are being spotted by the trade and the sooner reliable firms look into this matter the better.

PERTH.

Wednesday of last week, John Conway, who has been clerking with G. E. Armstrong for a number of years, opened up for himself. He is in the stand lately occupied by R. E. Hicks. This store has not been occupied for two years and it looks much better to see it open again.

Norman Miller, "the West End Grocer," has changed his place of business from Wilson street west to quarters in the new Rogers & Stewart block, on Foster street. He opened up in his new premises on Saturday, and he expects increased business.

Lloyd Jackson expects to open a grocery in the building lately occupied by Mr. Miller. This will give us twenty groceries in town. Pretty good for a town of under 4,000 people.

I noticed in your paper some weeks ago an article on putting goods on the sidewalk for display. This is a thing, I am glad to say, is almost unknown in Perth. We have a by-law in town prohibiting the blocking of the sidewalk, but I think even if we had no such by-law it would not be done, because people would not buy fruit exposed to the dust.

The agent for the Computing Scale Company of Canada was in town last week and succeeded in placing several scales.

MONTREAL.

D. J. Munro, Montreal Junction, has built himself a fine store and will move into it in a few weeks. The fittings, counters, wall cases and all will be put in new by the Walker Bin Co.

A. Girouard, St. Catherine St. East, who some time ago retired from the grocery business, intending to take his ease, has concluded that there's more fun working and is going back into business again. He has built a fine block of business stores on St. Catherine St. and will occupy one of them. He is going to have something pretty fine, and has placed his order with the Walker Bin Fixture Co. for shelving, wall cases, display counters and plate glass silent salesmen.

Currie Bros., 59 Bleury St., will remove a little higher up that thoroughfare on May 1, the premises they now occupy having been sold. Their new number will be 113.

Walter Paul has just returned from a business trip to New York.

Raymond & Freres, a firm carrying on a retail business on the Main street, above St. Catherine, has been taken over by F. X. St. Charles & Co., the newly incorporated concern. The names mentioned in the new firm's charter are:—F. X. St. Charles, Chas. Raymond, A. de Rouselle, A. Germain and E. Doray. According to the powers granted them the firm will be enabled to carry on business as wholesale and retail grocers, wine and spirit dealers, etc. They are capitalized at $200,000.

HALIFAX.

W. J. Hopgood, Spring Garden Road, is going to build a new store this spring. The contracts are let and orders are placed with the Walker Bin and Store Fixture Company, of Berlin, for a portion of the fixtures. Mr. Hopgood's aim is to have one of the most

attractive stores in the Atlantic capital.

J. L. Archibald & Co., Spring Garden Road, are also on improvement bent. They are refitting their store throughout with Walker bin fixtures, counters, wall cases and bins. One side will have the usual grocery fixtures, the other is to be fitted with a biscuit department and green fruit cases.

CHATHAM.

N. H. Stevens, president of the Canada Flour Mills Co., was an Ottawa visitor last week.

J. A. Wilson, the Queen St. grocer, is mourning the loss of a fine new chewing gum slot machine. The article in question was only recently purchased. Last week it was left standing in front of Mr. Wilson's store when, toward dusk, a passer-by annexed it. The machine has not been seen since, nor, though the matter was promptly reported to the police, has the thief been located.

Edward Campbell, employed in Reid's grocery store at Northwood, had an exciting experience in the 22nd. In some way two kegs of gunpowder upon a shelf became ignited. In the explosion which followed Mr. Campbell was badly burned about the face and hands, and considerable damage was done to the interior of the store.

Indications are that Blenheim will shortly have a canning factory. A public meeting was held on the 21st at which the promoters of the enterprise announced their proposition. They ask a ten years' loan of $10,000, and a 3-acres free site, and agree to erect a $30,000 factory and employ at least 100 hands. The meeting expressed itself favorably toward the proposition, which will now come before the town council.

J. F. Holden, Western Ontario representative of E. W. Gillett & Co., Limited, Toronto, has been in the city for a few days calling on the trade. He reports business very satisfactory. From here he proceeds west.

ST. CATHARINES.

Speaking with the inspector of trees and noxious vermin, that official informs me that he has made an inspection of some thousands of trees and where the San Jose scale has affected trees he has acted on instructions for their destruction. The inspector informs me, also, that the frosts of the past winter have in no way, injured the buds of the peach trees and that the outlook for an abundant crop is most promising unless unforeseen adverse circumstances crop up. The inspector has, in some cases, ordered the destruction of mountain ash trees affected with the scale. He says there is a bright prospect of abundant crops in pears and plums and that small fruits promise well. The recent mild weather has taken the frost from the ground and the ice has completely gone from this section of the Welland canal. The harbor of Port Dalhousie is clear of ice so that navigation from that port can be opened at any time.

The water will be drawn from the old Welland canal next week from Thorold, northward, to make repairs and remove any obstacles and will remain unwatered for ten days or two weeks. This annual unwatering will stop all the manufactories along its banks which have water for their motive power and it will enable owners or lessees of these properties to make necessary repairs in flumes, etc.

Building operations have started and painters, carpenters, masons, laborers are busily engaged in their respective lines.

PETERBOROUGH.

A. W. Lockhart, who has had charge of R. A. Dutton's grocery department for the past two and a half years, makes the announcement that he will enter the commercial world for himself. He has secured the lease of Porter Bros. upper store on George St., and will open with a full line of groceries and provisions. He will leave Mr. Dutton on the ninth of April, and will open his own store on the 13th. Mr Lockhart is a first-class grocer and has a very large business connection in the city. For eight years before going with Mr. Dutton he was with E. F. Mason & Co. and received there an excellent training. He will be succeeded at Mr. Dutton's by T. Lancaster of Hastings, where he was connected with J. J. English for sixteen years. Thomas Wamsley has also been added to Mr. Dutton's grocery department.

At this time when there is so much talk of the retail merchants organizing for the protection and improvement of the trade it might be of interest to mention a man who claims he needs no protection. It is J. C. Sullivan, who has for thirty years conducted a retail grocery and liquor business. He does a strictly cash business is both lines and he is proud of the success he has made of it. He states that he does not carry a dollar on his books and every dollar's worth of goods he buys he pays cash for and takes all the discounts. He started business that way the first day he opened his store and has not varied from it. He has never joined the Retail Victuallers' Association and he says he would not join a retail grocers' association or any other association. He claims he does not need any assistance from anyone. He has cash in the bank and he says that is the best friend he or anyone else can have.

Mr. Sullivan, however, is the only man in the city who is doing a strictly cash business. It is possible for him to do it that way because he started and built his business up that way. But under existing conditions it would be a very difficult proposition for other merchants to face who have always done a credit business. But there are several who would like to try it, in fact one or two have stated that they intend in a short time to only sell and buy for cash.

LONDON.

George Loveless, who for a number of years has conducted a grocery business on Richmond Street North, has sold out to George Knight, formerly a restauraunt keeper here. Mr. Loveless goes into the crockery business with his brother Thomas, succeeding Bert Barbour as a member of the London Crockery Co., Dundas Street.

Gorman, Eckert & Co., spice manufacturers of this city, have purchased the extensive premises of the Bennet Furniture Co., in the east end, and will shortly remove their plant thither. Their fine premises on Clarence Street have been purchased by Lind, Kerrigan & Co., wholesale grocers, which firm though but a comparatively short time in business, have so extended their operations as to demand the considerably enlarged accommodation they will now have. The price paid is understood to be $30,000.

The local bakers and the Real Estate Owners' Protective Association are at loggerheads. Recently the latter passed a resolution which, after a lengthy preamble, calls the attention of the Legislature and the city council to the need of an act regulating the weight and sale of bread, wherein at least a standard loaf should be placed within reach of the consumer. The resolution further declares that the necessity for a standard loaf is most apparent from the fact that the variations in the weight of bread as at present leave the door open for the undue oppression of the people in so essential a commodity. The bakers answer this by declaring it to be impossible to sell a two-pound loaf for five cents unless at a loss, and that as it is no one in the trade is making money. One baker, in a letter to the local press, hints that unless the real estate owners mind their own business and let other people's alone, the bakers may be under the necessity of taking steps to prevent the landlords oppressing the poor by raising the rents, as is said to be in contemplation.

Seasonable quiet pervades the wholesale grocery lines, but a brightening up is looked for at the opening of the month. Prices as a rule remain unchanged. The advance in teas—fifty to seventy-five per cent. in the last three months—has made it almost impossible for brokers to sell. A large amount of teas which had been purchased before the advance have been sold at good prices, but the supply is now about exhausted.

A movement is on foot amongst retail grocers looking to the employment by the association of a permanent secretary, whose duties would consist of collecting membership fees, getting and keeping track of dead beats and looking after the interests of the trade generally. There undoubtedly is need of such an official who, if the right sort of man, would be of inestimable value to the grocers of London.

Friends of W. H. Escott, who has been connected as a traveler for seventeen years with the firm of T. B. Escott & Co., met yesterday at his place of business and presented him with a handsome traveling bag and address, on the occasion of his near departure for Winnipeg. Mr. Escott is widely known and esteemed in social and business circles.

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ORGANIZATION.

What the movement for retail grocery organization needs now is free and general discussion. That is something everyone can assist at. Everyone can write to The Canadian Grocer stating his views, if only a couple of sentences on a post card; it would add interest.

The statement was made to The Canadian Grocer this week, that if all retailers did business on a strictly cash basis, both buying and selling, there would be no need for an association. The statement indicated an extremely inadequate conception of the purposes and possibilities of organization. It is such narrow views that form the principal obstacle to the immediate progress of the organization movement. Some think the main reason for organization is to present a united front to the wholesalers and manufacturers. Others think it is to secure legislation favorable to the retailer. Others again view only the advantages of local organization. These phases of the work and results of organization are all important, but none of them, nor all of them, is the essence of organization.

Organization is the way to progress of the grocery trade as a whole. Only thereby can the retail trade, which stands next to the consumer exert its proper influence in the settlement of problems constantly arising in relation to foodstuffs. Personal association, the social intercourse created by bringing together men from all parts of the country, is of the very first importance. A virile organization, concerning itself in a large way with foodstuff and trade problems would immediately raise the whole trade in the estimation of the public. The effectiveness of local association would be increased a hundred fold by provincial and national organization.

DISCUSS TIMELY TOPICS.

In England they have Grocers' Associations in all parts of the country and each separate association has a large membership, composed of the very best grocers in the business. Everybody takes an interest in the work of the organization and all are on the lookout new ideas which will promote the general welfare of the trade. One of the means in vogue for the education of grocers is the holding of frequent meetings at which some man prominent in his particular branch of the trade delivers an address on the article with which he is particularly familiar through his perhaps lifelong experience in the business. For instance, recently before one of the associations an excellent address on tea was delivered by an expert in that branch of the grocery business. It was not a long, technical oration, but a short, concise and educative talk which could not fail to interest and instruct the grocers in attendance.

Here is a suggestion for Canadian associations. There are plenty of men who are specialists in their line willing to give a little talk before a gathering of grocers that a better knowledge of this or that may be obtained by the trade. Grocers know a lot about their own business, more than anyone can tell them, but they cannot be expected to know all about each line, and timely addresses once in a while would be invaluable.

THE SIN OF OMISSION.

The Merchandise Marks Act has of late come in for considerable discussion relative to its amendment in order to meet and frustrate the merely negative compliance at present conceded to it by some of the British Columbia salmon jobbers. As it stands at present the Act does not cover the "sin of omission" of which these jobbers are guilty, since it does not compel the place of origin to be printed on the label at all, and imposes a penalty only for naming a fake one.

The cans, of course, are shipped to England without labels, and when the Alaskan tins reach him, the jobber gives them a highly-colored label with a big fish, a mountain and a river and an adjective or two over the word salmon. But you will look in vain for the words British Columbia or the letters "B.C.," for these would render him liable to prosecution.

So it is easy for the careless British public which does not take the trouble to look for "the place of origin," to get the dry, hard, pink Alaska salmon when it asks for or thinks it is getting the moist, red, highly flavored salmon from the Fraser.

What the British purchaser should do is to ask for the kind he wants and see that he gets it. If there is a false label he has his man; but if there is that ingenious omission, he would, if he were to prosecute the importer, have the pleasure of paying the costs of his unsuccessful legal venture with the risk of a suit for damages. In the interest of the Canadian salmon industry, the Government and canners should cooperate in insuring that the place of origin be stamped into the can.

NEEDED REFORM.

Every Board of Trade in Ontario should follow the example of the Board of Trade of Orillia and approve and forward to the Provincial Government and the leader of the Opposition in the Legislature the following petition:

"That whereas in the opinion of your petitioners the present system of civil service appointments by political patronage is unsound in principle and deleterious in its results, it being obviously illogical and unbusinesslike to appoint men to responsible positions for other reasons than their fitness to perform the duties involved;

"And whereas evils arising from patronage have been largely overcome in Great Britain by adopting a system of competitive examinations as the only means of entrance to the civil service, and by placing the service under the control of an independent commission;

"And whereas such a system, if adopted in Ontario, would, your petitioners believe, insure increased efficiency in the administration of the affairs of our Province;

"Your petitioners therefore pray that the Legislature will take measures at an early date for placing the civil service of Ontario on a strictly non-partisan basis by eliminating entirely the principle of

patronage, and by making merit and capacity the sole tests for entering the public service and for promotion therein."

This is important, far more important than most people have any idea of. That's because they don't stop to think of it. This province and every province is supporting a heterogeneous mob of political camp followers, appointed to responsible positions "for other reasons than their fitness to perform the duties involved." The petition would be just as applicable at Ottawa.

THE NARROW PATH IN TRADE.

One often hears the phrase "Trade Morality" treated in an apologetic tone, if not sometimes as a byword of contempt; but why should there not be morality in business as well as in social life and conduct? Surely it is not impossible to carry on any business on the strictest lines of commercial morality. While it may be the case that many of the world's millionaires have leaped to fame through methods often tortuous; on the other hand thousands of instances may be given to show that the successful merchant is not necessarily, or indeed often, a scheming trickster in trade. On the contrary, he is usually a man of the highest integrity in his business dealings. One may even go further and assert that morality in business is an essential element of success. The unscrupulous merchant in course of time is sure to be found out and distrusted alike by his customers and fellow traders, while the merchant who conducts his business on strictly honest lines will assuredly establish a reputation which eventually will lead to prosperity. The late Mr. Whitely, the eminent merchant, in an advice to young men said: "Once let a firm get a bad reputation in whatever respect and its business is bound to suffer. The biggest disaster that could happen to a firm is to acquire a reputation for dishonesty."

Further, dishonest trading in the long run does not pay. After all, the public are not such fools as they sometimes are taken for and the saying "once bitten, twice shy," holds here as in ordinary life.

What has been said on the subject of honesty in business holds good of the employe as well as the employer. The man who scamps his work and so cheats his employer of his time and labor will eventually be distrusted by all and treated accordingly. Our most successful business men have been those who in early life, as ordinary workmen, were noted for genuine workmanship. Sir William Arrol, the eminent engineer who built the Tay bridge, a monument of stability as well as of engineering, was noted in his early days for the care he displayed in every detail of work. The same quality characterized him as an employer, and earned for him the reputation for sound workmanship which, combined with his mechanical genius, gained for him in after life a name in the roll of the world's great engineers and laid the foundation of the firm of Sir William Arrol & Company, Limited, now celebrated throughout the world. After the disaster to the Tay bridge in 1882 the opinion was generally expressed that no bridge could be built across such a stretch of water to be secure against nature's forces of wind and tide; but they who expressed such a fear little knew the practical and thorough going powers of the man who was called upon to undertake the work—plain Mr. William Arrol, as he then was and unknown to fame. After revolving the scheme in his mind, he set to work to frame a structure which not only in engineering adaptability to the requirements of the case, but in stability, strength and sound workmanship, would be proof against the violence of any storm which blew. Those who have seen the massive nature of the structure will be best able to judge as to the measure of success.

What has been said regarding the value of integrity in business should appeal particularly to a young man, beginning life. Owing to the strong competition in commercial life he will probably often be tempted to stray from the strict rules of fair dealing, but his safety, and eventually his success, will depend upon the degree to which he has adhered to the timeworn but enduring maxim that honesty is the best policy. He has examples on every hand to emulate and guide him, not only in the biographies which abound in English literature, but in the examples which exist around him in ordinary commercial life and with which everyone is familiar.

RIGHT PACKING TO SAVE SICILY LEMON TRADE.

A well-known New York fruit broker recently sailed for Italy with the special purpose of inaugurating a campaign for the betterment of the Sicily lemon trade. He hopes to accomplish this by two months' work among the growers of the island. By measuring by American measure what are considered standard-size boxes of 300s, 360s, and 504s, he will endeavor to establish a standard-size box in each of these sizes, and eventually have every box shipped labeled with its exact size. A number of prominent shippers are in favor of the reforms and will assist in carrying them out. How necessary action in the matter is may be gathered from the broker's own words:

"Californian competition has driven the Sicily lemon business to its last corner. As matters stand, unless we who are interested in Sicily lemon importation—either as brokers, importers or shippers—meet this Californian competition along sensible and upright lines, we shall soon be forced to the wall and the Californian product will soon entirely control the situation, even in these markets where the Sicily fruit still has a foothold.

"What has made Californian competition so dangerous to Sicily is that the Californian shipper has had the business sense to see that honesty is indeed the best policy. He has graded and selected his fruit properly and then has shipped it honestly packed in standard-size boxes. The curse of the Sicily business has been that the shippers on the other side have pursued just the contrary tactics and have persisted in shipping irregularly and dishonestly packed fruit in undersized boxes. As a result, all dealers seeking good fruit, properly graded and selected and honestly packed, have practically been forced to taboo the Sicily fruit except during the very brief season of the year when scarcity of the California product forces them to take hold of the Sicily article.

"Never let it be thought, however, that I have for one instant lost one iota of my implicit faith in the Sicily lemon as a lemon. It is the finest lemon in the world; the best keeper, by long odds, and by just as long odds, the possessor of all those attributes that go to make a lemon. But the men who ship it have never given it a fair show. I am firmly convinced that there is a good chance to reinstate the Sicily lemon business on its former basis of success and to restore it to the prestige that it once possessed. But to do this and to make this fighting chance effective, there is one course and one course only to be pursued. And that is to meet California's competition on the common ground of the square deal such as California is giving and has given the lemon buyer for years; abolish the so-called 'pony' boxes, and, no matter what the season of the year, pack the fruit, so graded as to be of uniform quality and size, in standard-size boxes; so that buyers instead of having to put their hands into a 'grab bag,' may, in the future buy Sicily lemons in full confidence that they are getting what they are after and that the fruit they buy will turn out as it is represented."

Markets and Market Notes

QUEBEC MARKETS

Pointers—

Fish—Revised.

Evaporated Apples—Easier.

Montreal, Thursday, March 28, 1907.

Since the temporary rush for the Easter requirements of grocers finished there has not been a great deal of activity in the trade. Business is of a hand to mouth character, retailers buying but for immediate requirements. The business transacted for Easter, however, was very satisfactory. Collections seem to be improving very much.

Sugar this week is strong, although the market is no higher than last week. An advance is expected shortly. Syrups are selling freely. Molasses is moving out slowly. Stocks of this line held locally are very light. Canned goods are in fair request. Considerable salmon is changing hands, the talk of an advance in next fall's pack having the effect of inducing purchases before what is now on the market advances. Teas are very firm and still advancing. Coffees and spices are rather quiet. In the latter the scarcity of many lines is having the effect of stiffening prices. Raisins on the coast are practically cleaned up and higher quotations are looked for. Peels are strong, spot stocks being light. An easier feeling is noticeable in evaporated apples this week.

SUGAR.—Although there has been no actual advance there is a very strong feeling in the sugar market and it is within the range of possibilities that prices will be advanced in the near future. Considerable buying is reported, which is another proof of the firm feeling. It is understood that quite a lot of Mexican sugars have been bought by refining companies recently at prices fully 20c. a hundred above what is asked for the sugar grown in British possessions. Naturally the refined article manufactured from this raw sugar cannot very well be sold at prices lower than cost, and consequently it would seem that quotations are bound to go up.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.— Corn syrups are selling well at figures quoted. Business in this line for the past two months has been unprecedented. Molasses is quiet. Island quotations remain about the same, 18c. Spot stocks are very light, practically nothing being obtainable.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—The surprising manner in which teas of every description are holding firm is common talk in the trade. Each day brings new developments in some line or other—generally news of higher prices and lower stocks. More or less trade is being transacted, but operations cannot help being hindered by the high ruling prices and scanty supplies of even the lowest grades.

Japans—Fine	0 25 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 35
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingauey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES.—In coffees the market is rather firm. Owing to the valorization scheme, by which the Brazilian Government is taking up all the good coffees in that country, it is likely that a firm feeling will be felt for a considerable time. Mochas are very strong locally.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and grouud 20 per cent. additional.

SPICES.—Ginger is advancing, being very scarce. Supplies of mace are not large either, while stocks of cloves might be greater. White pepper is reported one penny higher in primary markets.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

FOREIGN DRIED FRUITS.—According to reports from the California coast stocks of raisins are very nearly cleaned up and the market is consequently firm. A big advance is anticipated by some in the trade in that part of the country. Valencias are still scarce locally and the market for them is firm. There has been no change in the current situation since last report. Jobbers are gradually selling out at fair figures. Figs are cheaper and dates are also selling at better buying prices. Lower figures in the latter are probable. Nuts are unchanged.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 50
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters "	5 50
" " ½'s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seed. d, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" 4 crown	0 10

Prunes —	per lb.
30-40s	0 09½
40-50s	0 09
50-60s	0 08½
60-70s	0 08
70-80s	0 07½
80-90s	0 07
90 100s	0 06½
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 08½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 07½
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

PEELS.—Business in peels is limited. Prices continue firm, however.

Citron peel, per lb.	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 11 0 12

BEANS.—Beans are rather firmer this week, prices being higher.

Choice prime beans	1 45 1 50

MAPLE PRODUCTS.—Dealers are anxiously awaiting receipt of first new goods, in which they expect to do considerable business. Meanwhile quotations remain same as last week.

Pure maple syrup, bulk, per lb	0 08 0 09
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09
Pure Beauce County, per lb	0 09 0 10

EVAPORATED APPLES.—An easier feeling is noticeable in evaporated apples this week, but the market is not necessarily weak. Prices asked are around 11c. and 11½c., generally the former figure is accepted.

RICE AND TAPIOCA.—Rice, for which there is a good demand, is strong at figures quoted. Tapioca is very firm and higher prices would not be a surprise. Prices for forward shipment are higher than they have been for years.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07¼

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, March 28, 1907.

BUTTER—Feeling in market about steady. Prices have not changed materially.

CHEESE—Market quiet.

EGGS—Demand strong. Receipts continue large. Prices about the same.

PROVISIONS — No new developments in smoked meats or lard. Abattoir dressed hogs to-day quoted $10 to $10.25 per 100 lbs.

RAW FURS.—Prices remain :

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk		0 60

CANNED GOODS

MONTREAL—A fair trade in canned goods is reported by jobbers. Grocers have not yet exhausted their fall supply and are not ordering very heavily, their demands being of a hand-to-mouth character. There seems to be more activity in salmon than in any other line. Talk of an advance of 15 per cent. in the pack of next fall has had the effect of firming up the present market, and much buying is being done in fear of a sudden advance. Corn and peas are quiet. Tomatoes are selling fairly well. Since no great scarcity has been noticeable during the present month it is not thought that there will be any lack of stocks to carry the trade through until the next pack. No advance in prices is anticipated.

TORONTO—The tomato situation in this market has not yet developed, but at any rate there are no indications of weakness. Most wholesalers think they will not have more than enough and at least one is talking of buying. Consumption continues steadily. The high price does not seem to have been a deterrent at all. In fact, some retailers assert that tomatoes at two for a quarter go faster than at 10 cents, because when people buy two at a time they use more. It's a little early, however, to take the bull side of the market.

Salmon is the strongest feature of the market at present. Stocks of all grades in wholesalers' hands are very conisderably reduced. Practically nothing is held at the coast and preferred brands, such as Horse Shoe, are very nearly cleaned up here. One pound talls of this brand are specially scarce and probably a hundred cases would be the limit of the largest stock. As a result jobbers are more anxious to sell single cases than they are 5-case lots. The price has advanced to $1.90, though the advance as yet is not uniform. Other brands of Fraser River sockeye are very light, and with the season of heaviest consumption just ahead, salmon would appear to be a sure buy.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup		2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.		
Asparagus—		
2½'s, tips, California		3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole, " "		0 92½
3's, sliced, " "		1 25
3's, whole, " "		1 15
Beans—		
Fancy brands		
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's	0 80	0 83
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls		4 00
" 1-lb. flats		4 30
" ½-lb. flats		2 25
Mackerel		1 10
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "		1 95
½-lb. " "		1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz		1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s		0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ½'s	0 03	0 03½
" Mustard, ½ size, cases 50 tins, per 100		4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic		1 00
" " imported	1 35	1 60
Herrings in tomato sauce, domestic		1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 50
" 14s. "		17 50
	Per dozen tins.	
Chicken, 1's, boneless		3 00
Turkey, 1's, "		3 00
Duck, 1's, "		2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet		1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 40
" 1½'s "		2 50

HERRING AND SARDINES.

The United States packers of sardines have about made up their minds to take a chance on the label question and go ahead as heretofore with their pack under the name of "sardine" whica has for some time been a question of doubt. All efforts to persuade Dr. Wiley, administrator of the Pure Food Law, to state definitely whether the canning of the American herring under the name of "sardine"—the custom for many years past—is legal or not have been unavailing, the authorities having carefully refrained from settling the knotty problem.

According to American nomenclature, the little fish which is packed so extensively along the Maine coast and elsewhere is a "herring," but when he is prepared in oil and canned he sells as a

"sardine." As a matter of fact, however, it is a good question whether the fish is not in truth as much a sardine as any fish ever imported. According to Webster, a sardine is "any one of the several small species of herring which are commonly preserved in oil for food, especially the pilchard or European sardine." Back a few years the department is reported to have decided that a sardine was merely "a little fish." Historically, it is known that the only reason for the name "sardine" came from the fact that the little fish were first packed by the fishermen of Sardinia. In fact, the fish as it swims the sea is practically the same fish on both sides of the world, and it is contended that it is as proper for Americans to call their herring a sardine as it is for Frenchmen to do so.

ONTARIO MARKETS.

POINTERS '—

Sugar, very strong.
Rice, advancing.
Canned salmon, higher.
Oranges, higher; lemons, going.
Provisions, steady.
Fresh fish, arriving.

Toronto, March 28, 1907.

Trade is none too active, but a fair business is passing, considering the time of year, mostly in the way of sorting-up orders. Collections, however, are still complained of. Money seems to be scarce, and this is true of the city as well as of the country. Speculation is generally blamed, speculation by both consumers and retailers. Canned goods are going out steadily. Sugar is in a very strong position and an advance is looked for shortly, perhaps sooner. Rice is said to be advancing abroad. Figures are not at present available, but the number of new groceries in Toronto is something remarkable, and yet if a person wanted to buy one out he would have his troubles. Stocks of best grades of Fraser river salmon are getting into very small compass here and the price is advancing. Salmon of any kind that is fit is declared by some to be a good buy just now. Shelled Valencia almonds are strong in price. The activity in tea continues and is still a feature of present business.

TEA—Locally the trade continues active, with no hint of any backward price movement. Gow, Wilson & Stanton, London, in a mail advice, under date of March 15, say :

"Last year's increase of 44 million pounds in the world's use of Indian and Ceylon tea materially helped the position of the producing industry, especially as the chief expansion occurred in foreign and colonial markets. There seems strong ground for expecting continued expansion in these outlets, while in home consumption there appear to be prospects of further improvement."

Exports from British centres of production in 1906 totalled 403,517,000 lbs., the year before 381,918,000 lbs., in 1904, 371,332,245. Last year consumption exceeded production by 11,596,000 lbs. In 1905 production exceeded consumption by nearly the same amount, and in 1904 by four and a half million pounds.

COFFEE—The situation is unchanged locally. Receipts at the Brazil ports continue very large. Willett & Gray say :

"The state of San Paulo, Brazil, is the only place in the world where the coffee crops increase, as in all other coffee countries the production has been diminishing instead of increasing, and taking Java, for instance, coffee agriculture there has been gradually declining, with successively smaller crops until the production is no longer of any importance, such as was the case with Ceylon. In Mexico the low prices have caused such neglect of coffee culture that the yield is smaller from year to year. Since thirty years the state of San Paulo has been the only coffee-growing country where the production has been growing in proportion to the constant large and increasing consumption; but even so, the coffee crops of San Paulo are very irregular. In that state the record crop of 1901-1902 was followed by four smaller crops, the last three of which yielded much less than the quantity required for consumption. But the current crop turns out as large as the two previous Santos crops together, but looking ahead, it is already known that production there will again be much smaller, the same as was the case after the record crop of 1901-1902."

SUGAR—The sentiment here is very firm. Some wholesalers are advising their customers to buy, as an advance is looked for.

The raw market in New York and abroad continues to improve. Willett & Gray, reviewing the week ending March 21, say :

"Last week closed with centrifugals on the spot at 3.50c. per lb. duty paid and with beet sugar in Europe at 9s. 1½d., the parity of 3.91c. per lb. duty paid for centrifugals in New York. Present values are 3.51c. per lb. for centrifugals and 9s. 2¼d. for beets (parity 3.92c.)

"During the week under review spot values remained steady for centrifugals while April shipments from Cuba were, for several days, unsalable except at 1-16c. decline, but towards the close, a firmer feeling generally is noted.

"Beet sugars declined to 9s., recovering fully and advancing to 9s. 2¼d. for prompt and 9s. 4½d. for August beet at the close.

"The difference in parity of beets and cane is now 11c. per 100 lbs. The last advance in beet is no doubt owing to the reports now coming in from Cuba tending to correct the erroneous large crop estimates put forth by some parties.

"We find that well-informed merchants are now falling into line with our own estimate of 1,250,000 tons crop, which the reports of drought in Cuba tend to confirm. The recent dullness did not extend to any decline beyond 1-16c. per lb. in instances and the way now seems clear for a renewal of the upward progress in prices of centrifugals before long.

"The Cuba crop figures changed to the extent of 180 centrals now grinding, against 183 two weeks ago, and 179 at this time last year. Receipts at shipping ports were unchanged at 60,000 tons. Stocks in Cuba and the U.S. together are 609,501 tons, against 513,605 tons last week and 134,716 tons last year."

By Saturday beet had advanced ¼d. to 9s. 2½d., and Cuban centrifugals were quite a bit stronger. This week-end opened with a firm market all round and the position has continued to improve.

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Prices remain firm. Not much business is passing.

DRIED FRUITS—Trade is naturally pretty quiet. Prices are about unchanged. Currants are obtainable at a fraction less than 8c., but finer stock is selling at this quotation. Quotations on the primary market are somewhat easier.

Prunes Santa Clara—	Per lb		Per lb.
100-120s	0 04½		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 13 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07¾ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08¾		

Uncleaned, ½c less.

Raisins—			
Sultana	0 12½ 15		
" Fancy			
" Extra fancy			
Valencias, selected	0 09 0 09½		
Seeded, 1-lb packets, fancy	0 11 0 11½		
" 16 oz packets, choice	0 10½ 0 11		
" 12 oz. " "	0 09 0 09		
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04½	" choice	0 08½
Domestic evaporated apples			0 10 0 1

NUTS—Shelled Valencias are a bit firmer from the bottom. Otherwise prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices are firm. Peppers show a tendency to advance on the primary markets.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 2

RICE AND TAPIOCA—The market is firmer and in the primary markets there is a stronger tendency all round. Short crop conditions seem to prevail everywhere.

Estimates made by the Louisiana & Texas Rice Millers' Association, writes W. S. Miller, regarding the Texan crop, show that the total supply of rice in the hands of the mills and warehouses is 100,000 bags less than the same time last year, and the total amount of clean rice in the hands of the mills is more than 35 per cent. less than last year. Owing to the fact that a large percentage of screenings, which at this time last year were selling for 2½ to 3 cents, are now being used for brewers' rice,

the total supply of merchantable rice is certainly 200,000 bags less than last On account of improved trade conditions in Porto Rico that market is not buying screenings and in consequence these are being used for brewers' rice. A very large proportion of the rice in the hands of millers, about 65 per cent. of the total supply, is still in the rough and there will be no pressure on the part of the mills to sell to avoid weevil damage, as weevils do very little damage to rough rice. The demand for all qualities of good rice is active and at good figures and if the demand from now until August 1, beginning of the new season, is no better than last year it will mean that this entire crop will be consumed and we will go into the new crop with the market bare of rice.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

SEEDS—Fancy red clover has advanced 25c. to $8.75 to $9. The high prices have brought out the remaining supplies pretty well. The farmers are evidently not going to wait for the slump that over took the market in April last year. Trade in timothy and alsike is about over.

Alsike Clover—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 75	9 00
No. 1	7 40	7 80
No 2	6 35	6 25

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhul ed	2 35	2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES, WOOL AND RAW FURS — Business is very quiet. Prices are unchanged.

Hides, inspected, cows and steers, No. 1	....	0 10½
" " " " No. 2	....	0 09½
Country hides, flat, per lb., cured	....	0 09
" " " green	....	0 08
Calf skins, No. 1, city	....	0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 50	1 65
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 06
Pulled wools, super, per lb	....	0 25
" " extra	....	0 27

FURS.

	No. 1,	Prime
Raccoon	....	1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	1 00	3 00
" prairie	....	1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1	....	1 20
Marten	3 50	20 00
Muskrat, No. 1	0 28	0 30
" " 2	....	0 25
" " 3	....	0 18
" " 4 and kits	....	0 05

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, has left for New York to make arangements for the fall shipments of their special lines.

THE SUGAR INDUSTRY IN ISLAND OF TRINIDAD

Depending Upon Canada

(From the Mirror.)

A very significant circumstance took place last year in connection with the output of sugar from this colony. It was that not a single pound of that product went to the United States. Indeed, since 1898 when the States took £383,528 in value of sugar—the bulk of the output—the exports to that country have been diminishing until they reached the vanishing point in 1905-06. Canada, on the other hand, has been steadily increasing her imports of Trinidad sugar and last year took close on half the total quantity shipped abroad—in value £206,614—the other half having been despatched to Great Britain. The reasons for this are not far to seek.

Canada has given the West Indies preferential treatment and although it has been claimed on this side of the water that the islands have been despoiled by Canadian refiners of the full benefits accruing from the preference, nevertheless the certain effect has been that the Dominion has been attracting larger and larger supplies of cane sugar. Exports to the United States have fallen off on account of the increasing outputs from Puerto Rico and Cuba, which stand in the same relation to the States as regards preferential treatment as do the British West Indies to Canada. So that while the exports of our sugar to the States have reached the irriducible minimum, those to Canada show a remarkable and welcome tendency to increase. It must not be forgotten either that they grow their own canes in the Southern States and cane-growers' associations exist in Louisiana, Kansas, Texas and other provinces. This combination of circumstances, associated with the enormous industrial activity everywhere conspicuous in the United States of America, and the presence there of an unprecedented number of capitalists ready to devote their energies and wealth to the fullest development of scientific agriculture, could have but one result so far as British West Indian sugar is concerned. That result was achieved at least in Trinidad last year when no sugar of any kind was shipped to the States.

Owing to the action of the English confectioners who have had to pay a little more for their sugar because of the effect of the Brussels Convention, the Liberal Government is virtually pledged to the rescission of the convention. That previously unlooked for denouement is promised for the later months of the year and then beet sugars will again swamp out cane sugars in the British market and the hearts of jam makers in Breat Britain will be made glad. In some of the smaller islands, the sugar industry is doomed to extinction. They will be unable to compete with the beet growing countries of Europe, as was fully exemplified during the period between the beginning of the sugar crisis and the coming into operation of the Brussels Convention. Fortunately a rival industry has sprung up in St. Vincent, Antigua and St. Kitts-Nevis, where the output of raw cotton bids fair to grow to considerable proportions, and where the lands are admirably suited to the production of that indispensable commodity.

Whether Trinidad, Demerara and Barbadoes will be able to persevere with sugar will, we fear, depend entirely on the attitude of Canada, to which country wistful eyes must soon be turned by the sugar producers of those three colonies. Fortunately, emigration to the Dominion is increasing by leaps and bounds, thanks to the splendid encouragement given to it by the wide-awake Government at Ottawa and, further, we would point to the desire that has most consistently been shown on the part of both that Government and Canadian merchants to improve their commercial relations with the West Indies. It is proposed that shortly commercial delegates from Canada should visit these islands and so find out for themselves how trade can be fostered between the Dominion and these British Colonies. A great deal of good is anticipated as the outcome of the visit, and if it also results in giving a fillip to what seems to be a perishing industry, hope will be revived in the breast of many a sugar grower, not only in Trinidad, but also in those other colonies largely dependent on that branch of agriculture.

Of course it is no great secret that several growers here intend to put some portions of their sugar lands in fruit cultivation, and that whether or no the sugar industry survives is a question, the answer to which must be looked for from the cane-farmers principally. While we are most anxious to see the creation of a large fruit trade, believing as we do that it is a paying business, we should, however, witness with profound regret the passing away altogether from local activities of an industry which affords employment for so many thousands of our people. One issue stands out as a dead certainty. Whether cane-farming (which is to-day the generally accepted means of saving the sugar industry) spreads, as it is fondly hoped it will, or whether the industry perishes, either eventuality will mark the death of our costly East Indian immigration. Such a circumstance is to be viewed with calmness, if not with pleasure. It must have a buoyant effect on general revenue and ultimately remove some of those social and economic problems which exist to-day in our midst.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, March 28, 1907.)

With the opening of spring weather business is becoming very active again and the only drawback is the inability of the railways to make prompt deliveries. Complaints are general among the retail trade in the country and the wholesale trade in the city of delays in delivery of freight.

CANNED GOODS—Since the revision of price in a few items under the canned meats heading noted last week, there have been no other changes. There is a steady demand for all lines of canned goods. We quote:

FRUITS.

	Group No. 1	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91½
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR—The sugar market is firm with an upward tendency. Prices are quoted as follows, f.o.b., Winnipeg:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" in boxes	5 80
" in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" in small quantities	5 65
Lump, hard, in bbls	5 70
" in ½-bbls	5 70
" in 100-lb cases	5 70
Raw sugar	4 40

SYRUPS AND MOLASSES—A reduction in the price of "Crown" brand syrup will be noted in quotations below. Corn syrups continue to be in very active demand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	3 50
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bols, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bets., each	2 25

COFFEE—Quotations are as follows:

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" **Maracaibo**	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" 1-lb "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs, per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	

FOREIGN DRIED FRUITS—Muscatel raisins have been advanced sharply. Quotations now are:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 96
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	0 10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb	0 04½
90-100 "	0 05½
80-90 "	0 06½
70-80 "	0 06½
60-70 "	0 06½
50-60 "	0 07½
40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—In steady demand. The dried are quoted at 9¾c per lb. and the evaporated at 10¾c and 11c per lb.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

See a well-dressed window, and you will see people looking in it.

FOOD STUFF TRADE NEWS IN THE ATLANTIC PROVINCE

Halifax, N.S., March 26.

The grocery and provision markets are in a very healthy condition and the volume of business passing is most satisfactory, considering the successive storms during the present month. Fruit growers in the Annapolis Valley continue to send shipments to the British market. During the past week 15,000 barrels of apples were sent forward via Halifax for London, and further shipments will be made next week. The owners of this fruit held it until they thought that the markets on the other side were more favorable. The stock of apples on the home market is very limited and the quality is of the poorest, all the good fruit having been bought up. Pork has been reduced fifty cents per barrel. Beef is very firm, and lard is high.

A small shipment of Bermuda onions was placed on the market this week. With the passing of the winter season the stocks of vegetables are becoming very light, and there has been a general advance in prices all round.

* * *

FISH—The scarcity of fresh fish on the local market has sent the price up during the past week. Halibut has reached a record figure, being quoted at 20 cents per pound and scarce at that. There was less fresh halibut marketed this Lent than there has been for years. Fresh cod and haddock have also been advanced one cent per pound, and fresh lobsters are at a premium, it being impossible to get them at any price. The last shipment of Nova Scotia lobsters to Boston sold for $40 per crate, and in New York lobsters are selling at 40 cents per pound for large and 30 cents per pound for small. Nova Scotia smelts are selling in the American market for 20 cents per pound. The weather is so extremely bad that it is impossible for the fishermen to get out to the grounds and in consequence the shortage of fresh fish is greater than has been.

* * *

The Pickford and Black Liner Ocamo which arrived here from the West Indies last week, landed 2,342 bags, and 150 barrels of sugar to be transhipped to Montreal.

Michael Dwyer, of the wholesale grocery house of John Tobin & Co., has returned from a trip to England.

C. E. Choate is about again after a severe attack of la grippe.

* * *

William P. Crosby, a hustling grocer of Yarmouth, is getting into line, and his new store on Main St., opposite the foot of King St., is one of the most complete and attractive business stands in that town. The hardwood floor and counter tops, white shelving, the metallic ceiling, nicely tinted, give the shop an appearance of elegance and cleanliness that is very pleasing to the eye. There are three large counters and an abundance of bins, drawers and shelves, and barrel-swings which make it possible to handle goods with neatness and despatch. The shop is lighted by two large show windows. In the northwest corner is a snug office, and a meat room fitted with enamelled sink and other conveniences. In rear of the shop is a large store room. There is ample room for storage in the fine cellar and on the second floor of the building. A freight elevator will be installed to lift heavy goods to the main and upper floors. The new store which seems to be perfectly adapted to the grocery business was designed by Mr. Crosby, who has had about 15 years' experience and knows all the requirements of the trade. He will open the new stand for business with a full stock of groceries and a line of crockeryware on March 30th.

* * *

Robert T. Forristall, a prominent merchant of Birmingham St., died last week after a brief illness. Mr. Forristall conducted a large grocery business on Birmingham St. for the past quarter of a century, and had a wide acquaintance throughout the city. He was a native of the city and always took an active interest in the affairs of the community. The premises which he had for the grocery were the most modern in the district and his business career was very successful. He paid strict attention to the business and as a result he amassed a considerable fortune. He was 53 years of age and unmarried.

William Forristall, the Maritime representative of the Taylor Soap Works of Toronto, is a brother of the deceased.

* * *

The firm of G. M. Graham & Company, Ltd., of North Sydney, N.B., has been incorporated with letters patent to handle a big fishing fleet. It is stated that thirty French steam trawlers will come out from France this season and will fit out with the above company, which has associated with it a French capitalist. The firm will be the agents and fitters of this big fleet, with North Sydney as its headquarters. The largest shareholders are G. M. Graham, of North Sydney; John Carry, of Florence; John McGibbon, of Scotland, and Edward Lacroix, of St. Pierre.

The latter gentleman is now special representative of a large fish concern with headquarters in Paris, said to be the largest organization of fish dealers in the world. Previously they made St. Pierre the fitting-out station for their fleet, but realizing the many advantages to be gained by coming to North Sydney they decided to increase their fleet of trawlers and other fishing craft, and make this place their port of call.

This coming season, therefore, it is expected the big French Union of Fishing Concerns will send no less than twenty trawlers to prosecute the fishing in these waters, and the immense benefit to be derived by the merchants and others will mean much for North Sydney.

The object of the new company is described as that of ship chandlers and brokers, and they will carry on a general fishing and fish-curing business in conjunction with their brokerage business.

The company have also purchased several small fishing vessels and are now negotiating for the purchase of a clipper auxiliary schooner, which will be used in prosecuting the fisheries off the Cape Breton coast.

* * *

F. F. Morrow, dairy inspector for Prince Edward Island, has left for Sussex, N.B., to attend the dairy school there.

* * *

The retail grocery business situated at the corner of Spring Garden Road and Queen street, which has been conducted by the firm of Major & Son for the past twenty years, has been dissolved, both retiring from the grocery business, which is now offered for sale.

* * *

Mr. C. E. Choate, the well known Gottingen street grocer, is confined to his residence by a severe attack of la grippe.

* * *

W. H. Rennie, a prominent business man, of Truro, N.S., has just returned from a business trip to the British markets.

* * *

Messrs. Gillespie & McQuarrie, of Parrsboro, N.S., have greatly improved the appearance of their grocery by rearranging the interior and giving it two coats of paint. The spring goods are now arriving, and the shop presents a brighter and more attractive appearance.

* * *

Several parties in the Cornwallis Valley are pressing hay and shipping it to Halifax and Bermuda markets. These shipments threaten to create a scarcity in the county, where it is bringing from eleven and a half to eleven dollars and seventy-five cents per ton.

NEW CIGAR COMPANY.

The United Quebec Cigar Company is the name of a new concern which has been incorporated. Headquarters of the concern are in Quebec city, the incorporators being : N. Lechasseur, A. Lechasseur, F. Lavoie, O. Lacroix and C. J. Laberge. The company is capitalized at $20,000.

QUEBEC CLERKS ORGANIZE.

The grocery clerks of Quebec have formed an association and have a membership of about one hundred. The following officers were elected : President, Adj. Pouliot; vice-president, J. Rochette; secretary, W. Cantin; assistant secretary, A. Gagnon; treasurer, G. Gingras; assistant-treasurer, V. U. Fiset; committee, W. Lachance, J. Drolet, L. Fiset, G. Paquet, E. L. Jean, A. Rousseau, G. Dube, M. Talbot.

GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Mar. 25, 1907.

The local markets continue very quiet and there have been practically no changes during the past week. Business continues fairly good, considering that this is the lenten season. The fresh fish market is still bare of offerings. Finnan haddies are also scarce and the end of the fresh salmon season till the harbor salmon commence to run is in sight. In the produce line butter is still scarce and owing to the severe storm there are no stocks of eggs on hand. Case eggs are a cent higher than last week and the probability is that there will be no change until after Easter. Potatoes are selling retail at from $1.75 to $2 per barrel. All pork products remain high.

The apple exports through this port have shown a marked increase over last year. During the past week St. John exported 4,053 barrels as compared with 293 barrels for the same week one year ago. For the season St. John has forwarded 40,378 barrels to all ports as compared with 20,763 barrels for the same period last season. St. John sent 1,914 barrels to Liverpool, 193 barrels to London, 1,345 barrels to Glasgow, and 601 barrels to various ports last week. Liverpool imported last week 25,312 barrels of apples as compared wieh 8,343 barrels for the same week one year ago. For the season Liverpool has received 1,007,528 barrels as compared with 914,163 barrels for the same period one year ago.

To date eighty-four winter port steamers have filed papers at the customs house for their outward cargoes, showing a valuation as follows:

Canadian goods	$9,520,887
Foreign goods	4,791,343
A total of	$14,312,230

This statement still shows a falling off in value as compared with last year owing to the tie-up of freight by storms and car shortage in the West. The number of sailings is still in advance of last season.

Frank White, confectioner; A. O. Skinner, carpet dealer; J. Fraser Gregory, millowner; Herbert J. Smith, lawyer and David Connell, all of St. John, are seeking incorporation as the Frank White Catering Company, Limited, with a capital stock of $49,000, divided in 490 shares. The object of the company is to acquire and take over as a going concern the undertaking of Frank White as a general confectioner and caterer. One of the objects of the company will be to boom Rockwood Park as an attraction for visitors and tourists during the summer months and also to provide winter attractions. Mr. White will leave shortly for Atlantic City and a general tour of the southern resorts in order to get in touch with the most modern amusement schemes which he will apply as far as practicable to Rockwood Park.

Frank White has been asked by a large number of his friends to offer himself as a candidate for Sydney ward in the coming civic elections, but Mr. White, while appreciating the honor, feels that all his attention will be needed for his rapidly growing business.

Ald. John W. Vanwart has decided to offer again for representative of Duke's ward in the coming elections. He had some thought of retiring from the civic arena this year, on account of his business requiring his attention, but at the earnest solicitation of his friends he has consented to offer again.

The wholesale grocery of Charles A. Morgan on Water Street, was visited by fire last Wednesday night. The damage done was slight, being mainly from water. The loss was covered by insurance.

The Two Barkers, Limited, of this city, last week added a most important business to their already long string of enterprises, in a big departmental establishment at Amherst, N.S. An orchestra furnished music for the opening day. "The Barkers" have now branches in nearly all the larger towns of the Maritime Provinces.

The provincial dairy school at Sussex closed on Friday last. The attendance included four pupils for the butter course and nine for the cheese course. The registration would have been larger had it not been for the failure of the P.E.I. pupils to make connections. The demoralization of the service between the island and mainland prevented the intending pupils from reaching the classes in time.

Elmore & Mullin, wholesale grocers, 21 and 22 South Wharf, have bought the business and goodwill of H. S. Wallace, who was agent here for the International Stock Food Co., the Harry Webb Company chocolates and the Meadow Sweet Cheese Co. Mr. Wallace is going with the Canadian Bank Note Company of this city.

Mr. Wilson, representing S. H. & A. S. Ewing Company, Montreal, has been calling upon the trade in the interests of his firm. He reports business very good for this season of the year.

IS IT TIME FOR RETRENCHMENT?

In view of the present speculative tendency in Canada as elsewhere and the scarcity of money indicated by more or less difficulty in making collections some comment by American bankers upon the recent great decline in the value of stocks is suggestive and instructive.

Hamilton & Co., Baltimore, says:

"The railroads and municipalities of this country have been immense borrowers of money, as have also the industrial concerns and individuals. It is true that this demand for money has been based upon what may be called natural or legitimate causes; that is, there has been a demand upon the railroads, upon cities and towns, and upon the manufacturing industries for the enlargement of their activities. But is it not also true that the causes which have produced the demand for this immense employment of new capital may themselves be called somewhat unnatural or speculative.

Pause Must Come in Business.

"We have been steaming ahead in this country regardless of cost or of consequences; we have been spending hundreds of millions of dollars upon our transportation lines; our manufactories have been engaged in producing immense outputs, while, at the same time, they have been compelled to pay excessive prices for raw material; our merchants have been loading up with commodities purchased at a very high cost, and the people generally have been indulging in extravagances and in a largely increased cost of living; all predicated upon the period of great prosperity and business activity.

"The stock market may be taken as the barometer of trade. Those who imagine that what is known as Wall Street can be inflicted with the experience of the past ten days with the immense shrinkage in values—amounting to hundreds of millions of dollars—which has taken place, and the whole country not be affected, will find that they are very much mistaken. The money market and the stock market both being exceedingly sensitive to influences, either good or bad, are always the first to feel such effects.

"The railroads are the great consumers of materials and labor, and it goes without saying that under present conditions, the railroads not being able to borrow money except for their temporary imperative demands, must naturally begin to retrench and economize. This retrenchment will be felt first in such industries as suply the railroads with material. Later on this curtailment of expenditures must be felt by the manufacturers and the merchants, and, lastly, by labor and the people generally.

"As we view it, there is only one remedy for the present unfavorable conditions; that is a pause in the business world, in economizing and in the lessening of activities, and, possibly liquidation, and a period of digestion. However, our country is so great and our resources so immense that it will be necessary only to pass through a limited period of retrenchment to again place us upon a solid foundation."

A Critical Year.

Henry Clew, New York, says: "It is too early to calculate the effect upon general business of the stock market decline. Our railroads are already starting a policy of retrenchment which must react upon the iron trade and upon labor. Many of our rich men also who are accustomed to take the initiative will either through necessity or caution follow on the same lines. With a check to enterprise generally and a lessened demand for labor, it is inevitable that business will in time feel these movements. They may not show themselves immediately, for much of the work projected must be finished, but later on it need cause no surprise if there should be a moderate slackening in the headlong pace at which business has been going on for the past few years. If such reaction can be kept within

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10

FOR SALE.

THE stock of Broddy & Porter, Uxbridge, is for sale.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

WANTED—Wholesale tea traveller; must have good connection and understand teas thoroughly; best references required. Minto Bros., 55 Front St. E., Toronto.

SITUATION WANTED.

ENERGETIC, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

WANTED.

WANTED—Grocery business with annual turnover of at least fifteen thousand. Write giving full particulars to Box 140, CANADIAN GROCER.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

moderate bounds and the country brought back gradually from abnormal conditions to those which are more normal, the result would really be beneficial, inasmuch as our situation will be stronger and sounder. This is going to be a critical year. If we have another good harvest, serious reaction may be deferred. If the harvest should not be satisfactory, then we must look for further contraction in all departments of industry and finance."

Trade Conditions Too Strained.

Charles Head & Co., New York say: "Railroads are announcing the curtailment of contemplated expenditures for new construction, equipment and like betterments, the Erie cancelling improvements aggregating $20,000,000 because of inability to sell securities and on account of proposed legislation. Not only has the construction of 8,700 miles of contemplated new extensions been postponed by the railroads, according to competent authorities, but a part even of the 12,000 miles under way may be held up for a change in sentiment. Already several thousand men have been laid off and the army of unemployed

(Continued on page 47.)

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

EVEN THOUGH YOUR TRADE DOES NOT DEMAND THE BEST—YOU SHOULD SELL

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE"

BECAUSE IT WILL BRING NEW COFFEE CUSTOMERS TO YOUR STORE. TRY IT.

THE CODVILLE-GEORGESON CO., LTD.

Winnipeg.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb tins, with a very attractive label, and is giving perfect satisfaction

It is a well known fact that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

ENGLISH BREAKFAST BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

F. W. FEARMAN CO.,
HAMILTON LIMITED

EASTER

Send us your order early
and you will get carefully

SELECTED STOCK

CORONA Brand
HAMS, BACON, WINDSORS
BEEF, LAMB, MUTTON, PORK, Etc.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The People Look for the Ryan Brand

when it comes to buying provisions, because that brand is a surety of purity.

Mr. Grocer! It will pay you well to push the Ryan lines of provisions:

Cheese, Butter, Eggs, Ham and Bacon, Sausage, Bologna and Lard

because the demand for wholesome foods is increasing day by day. Then the **RYAN** brand of provisions assures a comfortable profit.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

All attention is now turned to the new make of cheese which is expected to be on the market within a week or ten days at latest. Next wek the majority of the factories will be open and in running order, so that the quantity of cheese being made will show a large increase over the present small turnout of the very few factories operating. Some makers opened earlier than the present date, but were obliged to shut down again until April 1, as it was not posible to obtain milk. The milk supply is not so good this season as it should be, the flow being not as large as it generally is at this time of year. A fortnight will remedy matters in this respect.

Fairly high prices are talked of for the opening markets, but no one can say what figures will rule until the opening actually takes place. It is unlikely that centres such as Montreal will receive large lots during the first week the factories are running, but after that period receipts should be satisfactory. A few fodders are on the market to-day selling at prices which generally please the seller and the buyer but these are of no account.

Dealers find local business brisk, the Easter season being accountable for a large volume of trade. Prices asked are on about the same level as those of last week.

Receipts of returned creamery are smaller each week. The English market is practically bare of Canadian creamery now, having been cleaned up of nearly all stray lots. During the week a few small consignments arrived, but these were shipments which should have arrived the previous week, but which were delayed through missing the boat. It is variously estimated that 18,000 packages of Canadian creamery were returned from England during the season. Some place the figure a little higher, 20,000 packages, and even more. This same returned creamery has saved the butter situation in Canada during the season just over. But for it, prices would have reached a level sufficiently high to relegate butter to the row of luxuries. Most of this amount has gone into consumption. What there is left is keeping the market fairly steady, although prices this week are higher than those which ruled at the time of last report.

There is some new butter on the market for which satisfactory prices are obtainable. Receipts will not begin to be felt before 10th or 15th April, since home districts will take up the first week's turn out of the creameries. Really good butter is very scarce to-day, and those holding choice stock are able to secure profitable figures. Consumption of butter is heavy, as it usually is at this time of year. This has had the effect of keeping up prices. After the holidays are over, which also finishes Lent, and when the new make begins to arrive, prices will no doubt show a decline.

Board of Trade reports receipts of cheese during last week 42 boxes, and of butter 1,168 packages, making total receipts of cheese for season 2,349,833 boxes, and total shipments of butter received 611,805 packages.

THE PROVISION SITUATION

From the dealer's point of view the situation has in no way improved this week. Killings last week were 20,000 to 21,000. Prices for live hogs are unchanged, in fact some packers are bidding up 10c., but it is promised that next week there will be a movement downward. A reduction of 25c. is hoped for. The price this week is $6.65 to $6.75 f.o.b. country. The large exporters assert that to enable them to break even on their export business, prices of live hogs would have to be down to $6 to $6.10. For a year now the Canadian export bacon business has been done at a loss amounting at times to 5s. or 6s. a cwt.

On the Old Country market the quantity of Danish bacon has again increased a little, if anything. Danish receipts of hogs last week were 35,000. The result is that the market is overdone. One of the largest exporters said yesterday, "We had hoped that Easter would be the beginning of a change to steady markets; but the market is on its back with no apparent chance of recovery." The extra quantity of Danish has been selling as low or a little lower than Canadian, a most unusual situation.

They can afford to do that. The Danish farmer is getting about the same for his live hogs as the Canadian. The Danish packer is paying about on the basis of $9.75 per cwt. for dressed hogs hung up in the packing house. But he gets more for all his by-products than the Canadian packer. Fertilizer, lard, and the edible parts of the animal, such as heart, liver, etc., all bring higher prices in Europe, largely because of the lower standard of living, which means free consumption of what can be disposed of here only at very low prices. They have lower freight rates and cheaper labor. The combined result is that they can put their product on the English market at a cost of 56s. per cwt., when it is costing the Canadian 60s. to 61s. While the Danish farmer is getting the same price for live hogs as the Canadian, his profit is not so great, because having to buy imported corn, the cost of finishing up his hogs is greater than the Canadian's.

The domestic market for hog products remains quiet, but prices are steady. There has been some business in the way of sorting-up orders for Easter but no large movement. The business Ontario packers were doing with the West has fallen off again because of the decline in prices in Chicago, which enables American packers to practically monopolize the market in Western Canada.

The price of hogs at Chicago has dropped $1 to $1.25. The New York Journal of Commerce, reviewing the situation for last week, says:

"The past week has witnessed more active option markets for hog products, at declining prices, under more liberal receipts of hogs and liquidation of longs led by the stockyard contingent, on anticipated continuance of larger receipts. The big packers encouraged the decline, or allowed it to shake out or enable them to buy the holdings of the smaller packers and outsiders at lower prices and also work down the prices of hogs, although they supported the market at the decline. But whenever they ran in the shorts on the rallies they sold it again, indicating little faith in higher prices for the future. Cash trade has been extremely dull, and buyers have held off, except for most immediate wants.

OLD BUT GOING STRONG.

The busy business man, in handling the commercial stationery of houses with whom he is in correspondence, is apt to pass over with indifference the foundation dates, which frequently find a place on letter-headings. One is inclined to attribute more vigorous methods and greater energy to the younger houses rather than to those having a business record of a century or more, but better evidence that vitality is compatible with age could scarcely be produced than the growing business of Purnell, Webb & Co., Limited, a concern that was founded no less than 157 years ago. That this firm not only keeps well in the running, but is advancing notably, is shown by its increasing exports and the numerous new lines that are being added from time to time.

This firm has enjoyed for more years than can be remembered a very high reputation for the purity of its malt vinegar, and the increase in its exports to Canada shows that it is very much to the taste of the Canadian palate. Considerable business is also done in mixed pickles, piccalilli, onions, walnuts, etc., preserved in malt vinegar. The "Imperial Sweet" pickle is an appetising combination of sweets and sours, and the principal sauces are "P. W.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

The March of Progress

Such a little world! Make something really worth while and you can't hide it. Shrewd Buyers everywhere will clamor for it. Consumers will insist upon having it.

This is the reason—

Clark's Sliced Smoked Beef

IS SO POPULAR

Imperial," "Devonshire," "Harvey," "Indian Grill," etc. The "B.V." (best value) sauce is compounded of Oriental fruits, spices and suitable proportion of vinegar, and its name cannot be said to be inappropriate.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS.—Hams and bacon continue to move out freely at quoted prices. Quite a lot of late Easter business has been transacted. Lard, both pure and compound, is going out freely, for the season. Pork is quiet for the time being, but the opening of navigation will bring with it an increase in demand.

Lard, pure tierces	0 11¼	0 12¼
" 56-lb. tubs	0 12¼	0 12¾
" 20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12¾	0 13
" " 5-lb. "	0 12¾	0 13¼
" " 3-lb. "	0 12¾	0 13¼
Lard, compound tierces, per lb.	0 09½	0 10
" tubs	0 10	0 10¼
" 20-lb. pails, wood	2 05	2 10
" 20-lb. pails, tin	1 95	2 00
" cases, 1-lb. tins, 60 lbs. in case	0 10½	0 10¾
" " 5-lb. "	0 10½	0 10¾
" " 3 lb. "	0 10½	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Hams, extra large		0 13
Extra plate beef, per bbl	12 50	13 00

BUTTER.—Factories are gradually opening up, and first lots of new butter have arrived. Sales of the fresh article are made at figures which hover around 28c. Large rolls are scarce, while supplies of dairy tub are not large. There are still a few lots of returned creamery on the market, which are going at prices ranging between 24½c. and 25c.

New creamery, choice, boxes		0 28
" " pound prints	0 28½	0 29
Medium creamery	0 24½	0 25
Western dairy	0 21	0 22
Large rolls	0 22½	0 24

CHEESE.—Except for some local trading, there is nothing going on in the cheese market. Prices range between 14 and 15c.

EGGS.—A strong Easter demand is reported. Prices are lower this week, owing to heavy receipts. Dealers ask anywhere from 21c. to 23c. Lower figures are expected after the passing of the holidays.

HONEY.—Honey is dragging along subject to slight demand. White extracted is in small supply, but there is quite a quantity of buckwheat obtainable. White clover comb, while quoted at 13c. to 13½c., would be sold by some under this figure if the offer were made.

White clover comb honey	0 13	0 13½
White clover, extracted tins	0 09	0 10
Buckwheat	0 08	0 09

TORONTO.

PROVISIONS — Demand continues light, but there is a little more business passing. After Easter some brisk trading is expected. Prices are unchanged. They are expected to hold steady. Packers, however, are pretty well stocked up and if there is a decline in the price of live hogs after the first of the month prices for products might recede somewhat. Packers are all talking firm, however, but they are agreed that an advance on the present high prices would tend to further restrict consumption.

Long clear bacon, per lb	0 11¼	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb		0 15½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	4 50	5 50
Mutton	0 08	0 10
Lamb	0 11½	0 13½
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER—The situation is not much changed though some commission men admit increased supplies. Demand, however, is good and as yet there is not more than enough choice to go round. Increased supplies are, however, looked for almost immediately.

	Per lb.	
Creamery prints	0 28	0 29
" solids	0 25	0 26
Dairy prints, choice	0 25	0 26
" " ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS—Supplies are increasing daily and the usual Easter flood is expected which invariably carries the market down several points. Prices have been up pretty well the past week, however. On Thursday morning 20 cents was quoted.

Eggs (strictly new laid)	0 22

CHEESE—New cheese was offered at the factory this week and 13 cents was asked. Prices for good September remain firm. Stocks held here are very limited and discriminating purchasers will require it up to next fall.

Cheese, large	0 14½	14½
" twins		14½

HONEY—Prices are firm.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY—Trade is very quiet. Something more is expected after Easter.

Live Weight.

Old fowl		0 10
Ducks		0 17
Young chickens		0 12

Dressed weight.

Old fowl		0 11
Ducks		0 14
Young chickens	0 13	0 15
Geese		0 10
Tom Turkeys		0 14
Hen "		0 18

WINNIPEG.

With a return to milder weather there is more activity in the Winnipeg produce markets. Produce houses are receiving increasingly large shipments of butter and eggs from the country merchants. Little or no Manitoba cheese has been received yet and stocks on hand are being depleted rapidly.

BUTTER—Fancy creamery prints are selling to the retail trade at 30 cents per lb. Produce houses are paying country dealers 20 cents to 21 cents per lb. for No. 1 dairy in tubs and prints; 17 cents per lb. for No. 2 dairy.

EGGS—Supplies are coming in more freely from country points, the produce houses paying 20 cents to 21 cents f.o.b., country stations.

CHEESE—No Manitoba cheese coming in yet. Ontario is selling at 15½ cents per lb. and the small Manitobas at 12 cents to 12½ cents.

FROM GROCER CORRESPONDENTS

TORONTO.

A phenomenal increase in the number of groceries is going on in the city. On the main streets there is scarcely a vacant store to be seen and the rapid filling-in of population in the outlying sections is encouraging the establishment of new stores at a rate that is remarkable. Like the houses going up the new stores are much more attractive-looking than those of former years. A grocery traveler said to The Grocer this week, "Yes, the stores are increasing very rapidly, much more rapid than the wholesalers appreciate. The new men are of nearly all trades and callings except grocers. Some of them will go on all right, but a good many when the bad times come will be weeded out." He was Scotch and perhaps a little inclined to pessemism.

Harry Hide has one of the new stores, one of the nice ones, and as he has already made a success in the grocery business nearer the centre of the city, he is not of the majority referred to by the Scotch traveler. His new store is at Broadview and Danforth avenues. It has a handsome grained and metal front with large plate glass windows on two streets and chipped glass panels above. The store is 20x25 feet, with dwelling attached. One side is fitted with Walker Bin wall cases and bins, and there is a handsome display counter of the same make. There is shelving on the opposite and rear walls, with bins for fruit below, and a very conveniently fitted biscuit department.

Mr. Hide opened his store on Saturday and is doing a satisfactory business from the start. But he hasn't abandoned his old trade about a mile away. He sent out a hundred orders to his old customers on Saturday. He was in a rented store at Oak and Sackville Sts. and made up his mind to have done with landlords, so bought his new place. Three years ago he left the piano business and started into the grocery trade. To-day he looks happy and is doing well.

IS IT TIME FOR RETRENCHMENT.

(Continued from page 43.)

promises to grow apace unless the situation changes.

"There is no longer any question but that the readjustment in Wall Street will be succeeded by a setback in trade, since conditions are too strained to continue, business being conducted in some cases six months ahead. Provided the reaction only reaches the point where production can catch up with consumption there will be little reason for anxiety, but there is no guarantee of our getting off easily. A falling away of railroad traffic in the face of increased cost of transportation and lower rates would not help earnings, and naturally makes for the possibility of dividends being reduced in the case of the weaker properties. More normal conditions of industry, however, should have one satisfactory result—the removal of monetary stringency which still handicaps the country, despite drastic liquidation in the stock market. And, in fact, the scarcity of money is worldwide, due to active trade and speculation."

F. W. Hutton, a leading grocer, of St. Marys, is in town this week. Mr. Hutton is an old friend and subscriber of The Canadian Grocer, and Busy Man's Magazine.

R. L. Rushton, of Carmose, was introduced on change in Montreal last week by H. J. Stevens.

J. & J. Lonsdale & Co., who are among Great Britain's largest butter and cheese firms, will erect a storage warehouse in Montreal in the Place Viger yards, next to the C.P.R. elevators. It will have a capacity of 300,000 boxes of cheese, 75,000 packages of butter, and will cost $400,000.

Don't Mortgage Your Profits

Some Grocers doing business in the Eastern Townships certainly do hammer five spots out of their margain of profit. Shrewd fellows too ; but they've never given the freight question five minutes serious thought in all their lives.

We're right here in Sherbrooke and we carry a **Full-Quality** line of **Staples** and **Fancy Groceries, Dried Fruits, Fish,** etc. We are direct importers of English and European Groceries. You'll be very favorably impressed with our prices. Why should you slaughter your profits?

We sell our goods at list prices, F.O.B. Sherbrooke. Send off that trial order now.

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

HOW TO FIGURE PROFITS.

Discussion of How it Should be Done—Some Examples.

By Fred C. Larivviere, Montreal

Technically, the profits must be based on cost and the percentage of profits fixed according to the class, quality and appearance of the goods, and this is the only proper course. In practice, however, the percentage of profit may be computed indifferently on the turnover, either on cost or selling values. Provided the expenses are figured on the same basis, the results in dollars and cents would be the same. This is only a transposition of figures with same results as to the amount involved, for nobody would for a moment doubt that dollars and cents are what is looked for in the final results, consequently it should have the precedence over percentage, which is only an accessory. It is a well known fact that bookkeeping must be made to suit the requirements of business, and not business to bookkeeping.

As far as I know it is customary to figure the results of a year's business on the total amount of goods sold at sell-

FRED. C. LARIVIERE.

ing prices ; but in using this method it is the business of the merchant, when pricing goods, to apply the following rule : If he wishes to realize a profit of 50 per cent. on selling value he must add 100 per cent. on cash value ; if he wishes to realize 40 per cent. he must add 66 2-3 ; if 33 1-3, he must add 50 ; add 25 ; if 16 2-3 he must add 20.

Provision must be made for a percentage of profit to sales and to capital. There is a wide difference in the two. I will explain by an example taken from actual results. A certain concern I know, started in business with $418.78, the turnover of the year at selling prices being $29,210.14 and the gross profits $6,822.28, or 23.35 per cent. ($22,387.86, cost) or equalling 30.47 per cent. on cost price. The expenses including interest and bad debts were $2,286.60 or 7.96 per cent. on sales at selling prices, or 10.21 per cent. on cost. Now let us see if the results are the same.

The profits on :

$29,210.14, selling value, at 23.35 per cent., equal $6,822.28.

$22,387.86, cost value, at 30.47 per cent., equal $6,822.28. $6,822.28.

The expenses on :

$29,210.14 at 7.96 per cent. equal $2,-$286.60.

$22,387.86 at 10.21 per cent., equal $2,-286.60. $2,286.60. Net profits, $4,535.68.

Therefore the results are the same, the net profits are $4,535,68. Now let us compare this to capital, which was $418.78 at the beginning of business. The result in percentage is 1,120.62, compared to 15.39 per cent. on selling price of sales or 20.26 per cent. on cost price of goods sold. Which is right ? Both are correct in any of the ways this problem is figured.

Capital the Only Investment.

The above statement is surely an evidence and an uncontestable proof that the purchase of a certain amount of goods by a merchant in general business is not an investment. The capital necessary for the general administration of a business is the investment, for capital not only provides for the purchase of goods, but also for carrying the book debts, the increase of stock, and meeting the general expenses of administration. If I invest $100 in a business and wait till this amount doubles itself, it is true I will have made 100 per cent. on my capital. This would be the investment, but it would not represent the result of several transactions of buying and selling and the accumulation of profits on each sale. Consequently a purchase cannot, properly speaking, be an investment. This 100 per cent. is not the percentage of profits on my sales either at cost or selling prices unless it would have been made in only one transaction, which is not the case generally in business.

To substantiate this I will submit the following examples :

A. buys $100 worth of goods. A. sells B. $50 worth for $75, making a profit of $25. A. purchases $50 worth of goods. A. sells C. $75 worth for $125, making a profit of $50. A. sells D. balance of stock, $25, for $50, making a profit of $25. Totals : Goods bought $150 ; cost price $150 ; selling price $250 ; profit $100.

A. therefore sold what cost him $150 for $250, realizing a profit of $100, or 100 per cent. on capital ; 66-23 per cent. on cost ; and 40 per cent. on selling prices ; and all these percentages are correct ; hence the different ways, with but one result of a clear profit of $100. It should be clearly evident that the act of buying goods is not what could be termed an investment. The capital placed in the business is the investment.

I hope some other interested parties will send you their views, so that this very important question can be thoroughly studied.

F. W. Rogers, of the firm of Adams & Rogers, grocers, Cardinal, on account of ill health, is retiring from the firm to pursue an occupation more suited to his health. Mr. Adams is continuing the business. The change takes place on the 30th inst.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Beaver Brand Special Hams. "The brand that's in demand.'

Nowadays people are reading advertising to find out what to buy and **why,** and, after all, that is the story that interests you the most. Each week we will tell you **why** the Ingersoll way of curing and preparing the many food products they offer to the public is the best way. Stock your store with brands of meat products that move because they have behind them the power of merit, the brand that bears the name of "Beaver," made by the Ingersoll Packing Co., at Ingersoll, Ont.

BEAVER BRAND HAMS AND BACON

Next week we will tell you in detail why Beaver Special Hams are in the best demand, and how to treat them for the table.

Ingersoll Packing Company, Ingersoll, Canada

Pork Packers and Cheese Exporters

TRURO QUALITY BRANDS

Unsweetened

TRURO QUALITY BRANDS

JERSEY Sterilized CREAM

is pure Mik condensed to the consistency of cream and thoroughy sterii zed.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

PACKERS' VIEW OF CANNED MEAT INSPECTION

(By The Canadian Grocer's Special Correspondent.)

In discussing the new act providing for the Government inspection of meat handled in packiog establishments, Mr. T. F. Matthews, manager of the Peterborough branch of the Geo. Matthews Co., said that he was anxiously awaiting the arrival of the inspectors. The pork packing establishment which he superintends is one of the largest in the province. Thousands of animals are slaughtered every year and hundreds of carloads of canned meats and bacon are shipped. Immense cargoes are sent to Great Britain nnd France in addition to the enormous trade for home consumption.

To handle the inspection here for the Government it will require at least two good men and they will be kept busy all the time. One man will have charge of the inspection of the animals as they are received and in the dressing department to prevent any diseased carcases passing into the smoking or cooking rooms.

The other inspector will have general supervision of the plant. His duties will be to see that the sanitary arrangements are in accord with the act; to have the operating rooms, machinery, and employes kept perfectly clean and to superintend and inspect the mode of preparation, so that no dirt or unclean thing will get into any of the products.

After these inspectors take charge, every can of goods and every package of meat which goes out of the factory will bear the Government stamp. This action is the direct result of the investigation into the pork packing establishments in Chicago by the United States Government, when such startling revelations were made.

Mr. Matthews, personally, is very strongly in favor of the inspection. The object of his firm has always been to make their goods appetizing, and they realized many years ago that one of the chief features was cleanliness. The new act and the presence of the Government inspectors will make practically no difference to this factory, either financially or in their system of manufacture. At the same time, they will have the benefit of the Government stamp on their goods, which will go a long way with the consuming public.

Mr. Matthews further stated that he did not think the inspection of Canadian meats by Government officials would be of any material assistance on the British market. In the past the Canadian meats have always been accepted without inspection and no complaint was ever made. However, it would do no harm.

Looking at the home consumption side of the question, Mr. Matthews said there was one very serious objection to the new law. The act provides for careful inspection of the larger factories, but it does not include the ordinary butcher shops in the country, villages, towns and cities. These places can buy any kind of cattle or swine they like and slaughter them in any place and in any way they like. The Government does not restrict them in any way. The ordinary butcher can make sausage and bologna and smoke and cook meats under any conditions and use any kind of meat and there is no inspection. Those meats are put on the home market and pushed by the home butchers. It makes serious competition and is very unfair to the manufacturer. Besides, the people do not know what they are getting.

HOLSTEINS THE BEST.

Prof. Dean, of the Ontario Agricultural College at Guelph, speaking before the Lambton Creamery Co., and its patrons at Wyoming, said that the records of experiments made at the O.A.C. for several years back showed that in point of results, Holsteins had proved to be the most profitable dairy breed of cattle. This, he thought, was chiefly due to the breeders of this stock, who set a very high standard, and stuck to it uncompromisingly.

In a sixty-day test a Holstein-Friesien cow, owned by W. J. Gillett, has broken the world's butter record by forty pounds. The official test shows 5365.7 pounds of milk and 260.5 pounds of butter. The cow gave birth to a calf Dec. 19, and the test was commenced on the fifth day of her period of lactation. The test was continued sixty-four days, during which period every milking was watched, the quantity of milk weighed and samples taken and tested.

The phenomenal yield was such that two separate tests were ordered—the first for twenty-four hours and the second forty-eight hours—during which time additional representatives were sent from the expert station. The cow was under constant supervision day and night. The best day in milk was 106 pounds. The best day in butter 5.74 pounds.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. aecompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

DEMAND AGAIN FOR CANNED MEATS.

I am informed, writes J. B. Jackson, Canadian commercial agent at Leeds, Eng., that trade in canned meats is daily improving, and that grocers are beginning to buy new supplies, it being reported that the public are now becoming tired of their vegetarian cheese and fish diet, and are again casting longing eyes towards the "flesh pots" discarded unceremoniously after the publication of the American meat scandals.

I am assured that there will be, in all probability, an excellent market for the best classes of canned meats in the near future, with a strong preference for Canadian goods.

PERSONALS

Thomas Ferris, grocer, Gananoque, is dead.

G. R. Hutton, of Richmond, grocer, is dead.

Amenee Daignault, grocer, of St. Paul, is dead.

W. H. Stone, grocer, of Winnipeg, is building a large new store on Main Street.

F. T. Higgins, 808 Queen Street East, Toronto, has recovered from a severe attack of bronchitis.

H. B. Hodgkins, of Aylmer, has changed his store to the site formerly occupied by the postoffice.

W. Mallion, of Oman & Mallion, Stratford, after a couple of months' siege of typhoid, is able to be about and is nearly himself again.

Harold Hill, of Hill & Co., Orangeville, started last week for the Northwest on a business trip. He will be away several months.

Geo. Beach, representing Bernard & Co., Japan, tea firms, just returned from a trip through Western Ontario, says he is assured of a largely increased trade this year.

Frank Menzie, superintendent of the sales department of the F. F. Dalley Co., Ltd., Hamilton, Ont., was a caller at the Toronto offices of The Grocer last week. Mr. Menzie's reports of 2 in 1 are glowing.

Ernest Scannell has joined the traveling staff of Lucas, Steele & Bristol, Hamilton, succeeding Mr. Forte. Mr. Scannell will cover the territory from Sudbury to Port Arthur and the lines of the C. N. Ry.

G. V. Hastings, vice-president and general manager of the Lake of the Woods Milling Company, Winnipeg, and G. H. Kelly, superintendent for the company, Keewatin, were in Montreal recently.

B. A. Fisher, of the Red Rose Tea traveling staff, has had his territory somewhat enlarged. Formerly his selling was confined principally to Quebec and the State of Maine, now he has a portion of Eastern Ontario to work over. In consequence His Cheerfulness will be seen often at the Toronto office.

H. Warwick, traveler for the O. H. Warwick Co., wholesale crockery merchants, St. John, N.B., represents his firm in Ontario and makes his headquarters in Toronto. Mr. Warwick has great faith in his home town. Speaking to a Grocer reporter of the winter port trade, he states that each of the big liners distribute $5,000 in wages and provisions each time they came to port.

A. E. Carson, lately with the Harry Webb Co., Ltd., in Eastern and Northern Ontario, has been appointed manager of the Canadian branch of Thos. J. Lipton, London, with warehouses and offices at 75 Front Street East, Toronto. Mr. Carson is one of the brightest the best workers on the Ontario ground and his long service with the Harry Webb Co. indicates the confidence of his late employers. A hard worker, he will undoubtedly capably and well represent Lipton's interests in Canada.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING · *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

"Les affaires sont les affaires"

GOOD BUSINESS

is found in Purnell Webb's Brands

Satisfaction to your customer
Profit to yourself

PURNELL WEBB & CO., Ltd., Bristol, Eng.

ESTABLISHED 1750

Malt Vinegar Brewers, Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG, MAN.
C.E. JARVIS, & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

BUSINESS MEN IN PUBLIC LIFE

No. 16

Ald. John W. Vanwart.

Alderman John W. Vanwart, chairman of the board of public safety in St. John, N.B., is a civic representative whose career, both at the council board and in business, has been eminently successful. In his position as chairman of the safety board he has done a great deal to improve the police force, the fire department and other matters coming under the management of his department. Though he has been only two years at the council board, he has proved himself thoroughly competent and enjoys the respect of the citizens generally.

As a buisness man he has risen rapidly from proprietor of a small grocery store, until at the present time he is head of one of St. John's largest retail grocery, meats and fish establishments. Alderman Vanwart was born in Kars, King's county, N.B., on the 8th of April, 1859. He is a son of the late David W. and Jemima Vanwart. His father was a successful farmer in King's county and until he was 23 years old, the present alderman was engaged in farming. He then came to St. John and went into business with his brother, the late Daniel N. Vanwart, under the firm name of Vanwart Bros., under which title the business is still conducted. D. W. Vanwart was at that time conducting a small grocery store and upon the partnership being formed meats and fish were added to the lines carried. This was the first store in St. John which merged these three departments under one head. The business was then carried on in a small one-storey building which was erected on the site of the present brick block, corner of Charlotte and Duke Sts., and was put up in about three days, after the big fire of '77. Some time after this they purchased the ground on which the building was located and in 1888 built the large brick block which is the present stand.

About five years later J. W. Vanwart built another large brick block on the opposite corner from the store, part of which he occupies as a residence. Both buildings were built from plans prepared by H. H. Mott, of St. John, and are very creditable structures.

The business was started on very small capital, but it was always a motto of the firm to pay cash for all goods purchased or go without. Vanwart Brothers did a very successful business together, until D. N. died in May, 1904, when J. W. bought out the estate and has since carried on the business himself.

He was first prevailed upon to try for civic honors in 1901 during the period that the late Alderman Tufts was representing Dukes ward, but was unsuccessful. In 1905, after the death of Alderman Tufts, he was elected alderman for Dukes ward over two opponents and again last year he was re-elected, his opponent on that occasion being S. S. de Forest, formerly in the wholesale grocery business.

He was chosen chairman of the board of public safety last year and has proved a faithful and pains-taking head of that department.

Alderman Vanwart was the promoter of the first "Grocers' picnic," which was held at the Isle of Pines on the St. John River, about twelve years ago, at which there was an attendance of about 10,000 people. This was without doubt the largest picnic ever held in the vicinity of St. John.

Ald. J. W. Vanwart, St. John.

As chairman of public safety, Alderman Vanwart controls the police department, fire department, city market, public buildings and street lighting.

SOAP WILL PROBABLY BE DEARER.

Late English advices state that an immediate rise in the price of soap may be looked for. It is understood that at a meeting of soap manufacturers held in London recently, an advance of £4 to £5 per ton was agreed upon. This means that the English public will have to pay an extra half penny per pound for their soap. The rise is attributed entirely to the advance in the cost of raw materials. The cost of these has been steadily increasing, with the result that some of the soap manufacturers have been selling at a loss. Within the last year or two tallow has gone up 50 per cent. and oils of certain kinds have advanced from 50 to 100 per cent. An English trade paper quotes the following figures showing the prices during February, 1907, as compared with the same month last year.

	1907	1906
Tallow, per cwt.	35 9	27 6
Cocoanut oil, per cwt. ...	45 0	34 0
Palm nut oil, per ton	38 0	27 10
Cotton oil, per ton	26 0	19 0

It may not be generally known that Lever Bros., the English manufacturers "Sunlight Soap," have bought out the "Comfort" soap people of Toronto, and are now making a big push for Canadian business. It is claimed by some of the trade that they are selling soap in Canada at a loss, and that to this condition is due the fact that all Canadian soaps have not advanced in price, as every Canadian manufacturer is agreed that soaps at present are selling at too low a figure. A few have had the backbone to put up prices, but others are afraid.

NOTES.

H. W. Ives, formerly of Colborne, has opened a grocery store in Oshawa.

A. A. McGregor, grocer, of Calgary, has sold his business to J. E. Avison.

Stockton & Millinson, of Calgary, will establish a wholesale fruit warehouse at Regina.

The United States now holds third rank among nations as an exporter of manufactures.

Walter Paul, of Montreal, has paid $13,500 for a property on University St. of that city, where he will establish a grocery business.

Sitler & Mayberry, general merchants at Palmerston and Elora, yesterday assigned to Osler Wade, with liabilities of about $14,000. The surplus will not exceed $1,000.

The Pearl Fishery of Ceylon, leased by the British Government, involved an expenditure of only $73,510 last year, with a net profit of $801,882.

R. Bothing, Charlemont, exchanged his general store business for J. Walker's fifty-acre farm. Mr. Bothing will try farming and Mr. Walker storekeeping.

Balfour, Smye & Co., Hamilton, report unprecedented business for Tartan Brand canned goods in the Northwest. Prospects for active spring business are very bright.

Notwithstanding the opposition of the Davies Brewery Co., the Queen City Vinegar Co., Toronto, have obtained a building permit for a factory on River St., near Queen.

The 13,000,000 pounds shortage in the tea crop and the consequent high prices prevailing have forced some of the English houses to actually import stock from Canadian dealers.

The partnership of Ham & Fairfield, grocers, of Belleville, has been dissolved and the business will henceforth be carried on by H. C. Fairfield. Mr. Ham has retired from the business in that section and may locate somewhere in the West.

AYLMER JAMS AND JELLIES

Have you seen our 16oz. **guaranteed absolutely pure** Marmalade and Fruit Preserves, all varieties, **Aylmer Brand?** These are positively the best and most attractive goods on the market at any price.

Send a Trial Order to your Wholesale House

CANADIAN CANNERS,
LIMITED

CEREALS AND CONFECTIONERY

Mills Have Difficulty in Getting Stocks From Elevators — Grocers and Con fectionery.

Grain markets remain firm in the face of enormous declines in the stock market, but the transportation situation is little improved. Smaller flour mills are closing down every day and the big mills are having their troubles getting their stocks in elevators this side the lakes to the mills. Still an occasional car of western wheat comes through. An official report to the Department of Trade and Commerce states that 36,739,000 bushels of last season's crop are still west of Fort William and that to get the wheat out the railways must move 200 cars a day from now till Aug. 31, which is twice as many as were moved last year during the same period. Cereal millers are not having any easier time and prices at present remain firm. Oats are going for export in considerable quantities.

Confectionery.

It is reasonable to assume that grocers are in business primarily to make maney, and that if they could make more money selling buzz saws, they would be selling them. On the same principle, if a grocer thought he could realize more profit selling confectionery than selling sugar, he will bend his energies to the distribution of sweet-meats. The profit on confectionery is at least four or five times the profit on sugar, So that if he could sell a quarter or a fifth as much confcctionery as sugar he would have just as much to the good. There would be a lot less work, too.

Here's a suggestion, it may be worth a lot of money. The grocer who is not now featuring confectionery should write to a manufacturer of high-grade goods and ask his advice. Some may say that a manufacturer could give but one kind of advice, which would be, "sell candies." But try it. State the particulars of the case and ask for advice. The writer is assured it would be worth while.

MONTREAL.

FLOUR—Business is reported very good at figures quoted. Export demand is slight.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household	....	4 00
Glenora	....	4 50
Manitoba spring wheat patents	....	4 50
" strong bakers	....	4 00
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS—There has been practically no change in the situation since last report.

Fine oatmeal, bags	....	2 45
Standard oatmeal, bags	....	2 45
Granulated " "	...	2 45
Gold dust cornmeal. 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 70	4 85

FEED—Feed continues very scarce while demand is strong as ever. Millers are refusing orders every day.

Ontario bran	22 50	23 50
Ontario shorts	23 00	24 00
Manitoba shorts	22 50	23 50
" bran	23 00	25 00
Mouillie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—The millers with stocks of western wheat, and they are the big ones, are very busy. Prices remain steady. The opening of navigation, some weeks hence, will likely bring a decline in wheat and a consequent easing off in flour.

CEREALS—Prices remain firm and conditions in regard to car shortage are little changed. Millers continue pretty busy.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 00

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

FLOUR SITUATION IN THE ORIENT.

The Department of Trade and Commerce, in their last weekly report, reviewing the present condition of exports of Canadian wheat and flour to Japan, state that the demand there is for a low-grade flour, and the question which naturally presents itself is: "How is Canada to compete successfully for her fair share in this rapidly growing market?" Canadian wheat, as a whole, is of far too excellent a quality to be unloaded on the eastern market at the low prices at present obtaining there, and yet we cannot afford to overlook the possibilities which are constantly developing as the vast commerce in this direction expands.

Canadian wheat yields only 30 to 40 per cent. of a quality suitable for export to the Orient, but prices even for those lower grades average higher than those asked for similar stock shipped from the American Pacific ports. This is the chief difficulty to be overcome, and, if looked at from one point of view may be taken as a compliment, the obvious deduction being that Canada has a more profitable market than has yet

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

BE CAREFUL!
Most grocers are because they feature our
ROLLED OATS
First in quality, and then there is a comfortable profit. Strict attention to all orders.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

developed in Japan. With regard to their flour export capacity, however, British Columbia and Alberta are probably as yet, only in their infancy, and this may be accounted for by the constant stream of emigration that continues to pour into their respective territories. The new settlers, as a matter of course, require a large percentage of the output for their own consumption, for they cannot be expected to be immediately self-supporting.

But a more serious obstacle than either the lack of marketable grades or what the Japanese buyers are prepared to regard as reasonable prices, is the lamentable deficiency of adequate transportation facilities. Vancouver is the only export point possible, and the Canadian Pacific steamships the only regular service available at that port. Shipments of grain must be in some approach to cargo quantities, and the vessels in commission at present, with the "Monteagle" temporarily suspended, are only two, the Empress boats giving too rapid a service to allow sufficient time for unloading grain cargoes at way ports. Thus Japanese importers who are looking into Canadian conditions cannot be blamed if they are, at the outset, unfavorably impressed with our ability to deliver the right article at the right price and lose no time in getting it across. If better facilities do not soon prevail it will be up to the Government to come to the help of the Canadian exporters in their fight for recognition in the Orient, by providing a subsidized line of freighters.

HANGER FOR A CARD.

The Goldie Milling Co. have issued a most attractive card-hanger, showing photographs of their three flour mills at Ayr, Galt and Highgate. The views are well-executed and clearly reproduced, and the card would be an ornament for any store. And grocer can secure one of these handsome hangers by dropping a post card to the Goldie Milling Co., Ayr.

NOTES.

John Bloor, baker, of Ailsa Craig, has sold out.

J. L. Reid, baker, of Lefroy, has assigned to J. J. Barry.

Wm. Burge, Winnipeg, baker and confectioner, has sold out.

Windover & Henderson, a new firm, are starting a bakery in Rockwood.

Geo. Knapman, of Hamilton, baker and confectioner, is advertising his business for sale.

J. W. Cooper has sold his bakery and confectionery business at Lacombe to Fullerton and Graham.

Saskatchewan last year produced 37,000,000 bushels of wheat, an average of 20.40 bushels to the acre and an increase of 11,000,000 bushels over the preceding year.

THINKS OF HOME.

A brilliantly-colored postcard, dated Tunis, reached the Canadian Grocer office this week from H. P. Eckardt, Toronto, who, with his family, has been touring Egypt, and evidently taking in some other burgs on the North African coast. He says by way of greeting: "Although a long way from home, I sometimes think of Front Street and all the boys."

WANT CANADIAN MAKER.

The American manufacturers of the Dodge Metallic Cap are desirous of making arrangemements for the manufacture of their goods in Canada. Their beer bottle closure is used in crown finish bottles and withstands pressure at 180 lbs. It is economical to manufacture and may be opened with the fingers.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

What We Have We Hold

No one, who knows anything about biscuit goodness, would ever dream of disputing the fact that

Perfection Cream Sodas

stand first in the estimation of all economic housewives of good taste. The reputation of

was won in the open market pitted against just as good biscuits as were ever sold. There is a difference between

Perfection Cream Sodas

and all other good quality biscuits—our biscuits retain all their surprising goodness.

Yes, we have reputation and we'll hold it.

(3-lb. Cards or Tins)

THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada

TASTY

CRISP McLAUCHLAN'S APPETIZING

Cream Soda Biscuits

Send for trial order

McLAUCHLAN & SONS CO. Limited, - OWEN SOUND, ONT.

1845-1906

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.

Saves time and trouble Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills, EDINBURGH

NOTES.

Operations on a canning factory for St. Thomas are to be commenced shortly.

W. Maley, lately in charge of the grocery department of Vickers' store in Orillia, has engaged as traveler for T. Long & Bro., Collingwood.

John T. Conway, who has been with G. E. Armstrong, Perth, for some time, is going into business for himself and will open a general store in that town in the premises lately occupied with R. E. Hicks.

The Pelham Fruit and Vegetable Canning Co. have concluded arrangements for the erection of a $15,000 factory at Ridgeville. An option has been obtained on six acres of land at the T. H. & B. siding, and the company are already testing for water.

The vegetable-growers in and about Guelph met in the city hall on Feb. 23 and organized a branch of the Provincial Association. F. F. Reeves, president of the Ontario Vegetable Growers' Association gave an interesting and instructive address on the best methods of combating insects, blight and other enemies with which gardeners have to contend. A. McMeans, O.A.C., was elected president.

W. J. Bradley, late of the traveling staff of H. P. Eckardt & Co., Toronto, has accepted a position with L. Chaput Fils & Cie., Montreal, to represent them in Ontario. He succeeds F. L. Smith. Mr. Bradley is one of the brightest and most energetic of the younger grocery travelers. There is no more popular man on the road than "Bill."

The Ontario Department of Agriculture has issued the following bulletins: "Insecticides and Fungicides," by R. Harcourt and H. L. Fulmer; "Principles of Tillage and Rotation," by Wm. H. Day; "Farm Forestry," by E. J. Zavitz, and "Remedies for the San Jose Scale," a statement of and commentary upon the San Jose Scale Act. Any or all of them may be had free by application to the Department of Agriculture.

The National Packers' Exposition, which is to be held in Chicago from May 1 to 11, and promises to be the most ambitious and extensive exhibition of its kind ever undertaken, has recently received additional encouragement and support by the action of the Chicago Retail Butchers' and Grocers' Association, who have formally endorsed the enterprise, and will lend its name, aid and patronage to assist in making the exposition a unique success.

To attain this end, all those connected with the various exhibits are untiring in their efforts, and a monthly paper, called "The Time-keeper of Progress," is being issued by the officers and executive staff. "The purpose of our exhibits being the allaying of the public's needless suspicions and giving people the chance to discriminate between the worthy and unworthy, the retail dealers felt a keen interest in its success," said an exposition official.

Jas. Norris is one of the most popular travelers associated with the grocery trade. He is about to sever his connection with T. H. Estabrooks. Mr. Estabrooks in a letter to the trade, says: "It is with much regret that I have to advise you that Mr. Jas. Norris is leaving my employ to accept an important agency which will not necessitate much traveling, something he has been anxious to be relieved of for some time past. So, while I am very sorry to lose him, I am glad he has found a position more to his advantage." Mr. Norris will be succeeded by B. A. Fisher who has been doing good work for Red Rose Tea further east.

WESTERN CENTRES LEAD.

The statement of Canadian clearings for February, according to Bradstreets, show that the western centres exhibit the largest gains over those of the same month last year. Vancouver clearings gained 75 per cent., and Winnipeg 40. Toronto showed an increase of 7 per cent.

CORRECTION.

In last week's Grocer a typographical error appeared in the article on McFarlane & Field, Hamilton. The word "tins" should have been "teas." Those who know Mr. McFarlane know that "teas" are his hobby.

There's **no secret** about the superior selling qualities of

"Cow Brand" Baking Soda

other than its ***absolute purity, great*** and ***uniform strength*** and its guarantee that it will pay you better than any other soda.

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents MONTREAL

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD.

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Flour from the "Wheat City"

Brandon is called the "Wheat City" because it is in the centre of the best hard wheat district in Manitoba. That's where we have built our up-to-date mill, and it stands to reason you can depend on the product.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

NICHOLSON'S DEPSIN MINCE MEAT

CAREFULLY PREPARED WITH THE BEST QUALITY OF PURE CHOICE GOODS ONLY

MAKES MOST DELICIOUS PIES FRUIT CAKES OR PUDDINGS

MANUFACTURED BY NICHOLSON & BROCK TORONTO, CAN.

Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLE'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST, MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kay-lay)

There will be only one verdict rendered by grocers after using

Cailler's Chocolate

the verdict of

"The Real Chocolate"

Compare it with any or all other brands.

FOR SALE BY ALL JOBBERS.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Start Right

BUY

Mott's

"Diamond" and "Elite" brands of

Chocolate

Stay Right

AND IT WILL

Pay Right

MOTT'S is yours for profit.

All jobbers sell them

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jas. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario

MacLaren Imperial Cheese Co.

TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

Aim at Workmanship, Not at Money Value

In California, in Washington, D.C., in New Jersey and in many other parts of America ther are men working to-day in a fashion to set the best of examples for the thousands of other men who are toiling in other parts. Burbank, the wizard of fruits, vegetables and flowers; Edison, the wizard of electricity; Wiley, the wizard of the food supply; and many more are preferring the job to wages. They are doing better work than any of their rivals who incline to the wages rather than to the work. They are setting an example not only in industry but in the best feeling to the hundreds of thousands of other workers who are continually under the temptation to work for the clock or for the boss or for any of the many side attractions that are not the job itself.

The real worker who gets ahead to-day, says Jean S. Jaeger, in the Chicago Tribune, is the worker who gives all his time, attention, and energy to the job, not because of what he expects to find in the pay envelope but because of what he hopes to bring out of the job.

There is no job, however lowly and seemingly thankless, that cannot be immeasurably improved if the improver gets at it in the right way. He cannot improve it a great deal by working at it with the idea only of getting pay in mind. He cannot improve either the job or himself by gauging the value of the job by the amount of attention he can attract by holding it.

If he is wise he will not let the job get better than he is, but he will grow up with it and make it grow with him, and he and the job will both improve so much that more money and better treatment will both come to him.

But he sometimes must be wise enough to sacrifice the immediate for the remote. Burbank not many years ago was offered a yearly salary commensurate with his needs, but the acceptance of that salary would have necessarily have debarred him from making many scientific experiments upon which he had set his heart. He sent back the offer. The spirit that animated him in doing this was the same that moved a famous scientist once to declare that he had no time in which to make money.

There are to be found many examples of workers who have cherished their ideals so faithfully that they have not permitted the lust for money or for power to interfere with them. Such a man is Bishop Spalding, of Peoria, to whom Abbe Klein paid such high tribute in his book, "The Land of the Strenuous Life." He declared that in the United States he had met President Roosevelt, Bishop Spalding, and other thinkers whose ideas are working in the mass of latter day thought and are luring men away from the sordid idea that the only thing worth striving for is money.

The visitors from France and many other travelers who have come to this country and have studied it intelligently, say the worker of to-day in America is the most fortunate worker in the world. He has to pay a great deal to live, but the means of living is easier to get, and as soon as he finds that he cannot live by bread alone he gets forward much faster. The ideal should be part of each worker's equipment. It should lead him away from the temptation to place the dollar above everything else. It is difficult to make men see this, unless they see at the same time concrete examples of the good that men have been able to achieve while ignoring the demand of the dollar to listen to the demand of good workmanship.

ONE IDEA MAKES A MAN RICH.

In the town of Abilene, Kas., is a man who has made a fortune in sixteen years selling medicines of his own make to the farmers of Kansas. Sixteen years ago this man paid his way through Ann Arbor college by peddling medicines from a satchel. After he had graduated he went to Abilene and began peddling his medicines there. He has yet an old memorandum book in which he kept his accounts in those days. On the first page is a record of that first day's work. The sales amounted to $3.20, of which he collected 80 cents in cash. Many days thereafter he did no better, and the first year was one of only moderate success.

Last month this man gave a housewarming in his new home in Abilene, said to be the finest dwelling house between Topeka and Denver. It cost $40,000. It is the show place of the town, and is equipped with ever modern convenience, says the Kansas City Star. It has a house system of telephones, a ballroom in the third story and a bowling alley in the basement. He owns a block of buildings, the largest brick business house in town, a large laboratory, and a theatre that cost him $12,000. He has planned to build a large hotel.

All of this fortune was made by appealing to one little weakness in human nature. Upon every little bottle of medicine sold by the doctor is a horizontal ridge blown in the glass one-fourth of the way down from the top of the bottle. Upon the side of the bottle is a notice that the medicine may be used as far down as the ridge without pay, and the user may return the bottle. But if the medicine is used below the ridge, the whole bottle must be paid for.

When Dr. Seelye hit upon that idea he discovered the secret of his fortune. It turned out that human nature was such that one-fourth of a bottle either lasts until there is improvement, or hopes are entertained that more may be beneficial, and it is seldom that a farmer returns a bottle that has been partly used.

Dr. Seelye has fifty two-horse wagons that drive all over Middle Kansas, Oklahoma and North Texas. The agents call at every farmhouse and attempt to leave a package of the medicines. It contains several bottles of different remedies for different ailments. Each bottle has the ridge blown in it. The package is left on credit, and the agent collects for what has been used when he drives that way three months, six months, or a year after. The agent tell the farmer:

"You can use down to this mark, and if it has done you no good, you may return the bottle when I come this way again and it will cost you nothing."

As a result of this plan the wagon vendors make sales that would be impossible under other circumstances. Some of these agents make $100 each month for their own profits and, of course, return a liberal profit to the maker of the medicine. Several medicine companies have tried to imitate Dr. Seelye, but have failed.

At the Buffalo Convention

The Dodge One-Piece Metallic Cap for the Hermetic Sealing of glass packages

WON IT'S GREATEST VICTORY

It received the enthusiastic endorsement of every packer present. Those who had used it were outspoken in it's praise. All who saw it's practical demonstration on the **Dodge new Self-Adjusting Capping Machine** were surprised at it's perfect seal and adaptability in meeting the requirements of the **Pure Food Law.**

As a closure to be used in processing it has no competitor. Its mechanical simplicity and being assembled and ready to place give it extraordinary economical advantages in both time and money to the packer.

Its handy and easy detachment without instruments or printed directions forces the public to prefer the package sealed by it, as damaged forks, twisted knife blades, broken glass, hard struggles and torn or cut fingers are entirely obviated by its use.

Its clean, neat and handsome appearance always remain, making dirty, rusty, sticky, leaky and consequently unsalable goods on grocers' shelves a thing of the past.

Besides the regular Dodge closure used extensively by the pickling and jam trade, other forms of value to the packer are, namely:

The Dodge Cork-lined Ketchup and Bottle Cap for crown finish bottles; will not blow off before, during or after the processing.

The Dodge Jelly Tumbler Cap with narrow rim, sealing neatly on a rounded rim of a tumbler.

The Dodge Replacable Mustard Cap with spoon accommodation.

The Dodge Process Cap for light syrup, fruits, requiring the bath; allows of venting the package while processing. A replacable seal on the lever principle that can be used over and over again.

The Dodge principle of closing receptacles of all kinds is undoubtedly the most perfect system ever invented, and of immense value to the Canning and Preserving industry.

Samples sent upon application.

The Dodge Metallic Cap Co.,
110 Label St.,
Montclair, N.J.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Our offerings in Oranges for next week comprise the following:

2 cars Extra Fancy Navels
1 car Extra Choice Navels
1 car Bahama Oranges
1 car Mexican Oranges
500 hf. boxes Ovals
200 hf. boxes Blood Oranges
1 car Jumbo Bananas

Have also car each of

St. Nicholas and Kicker Brand Lemons,
2 cars Cabbage,
Car Red and Yellow Onions,
also car Spanish Onions

all of which we offer at right prices. Don't forget that we have full supply of

Strawberries, Head Lettuce, California Asparagus, Beets, Carrots, New Cukes, etc.

CARE
CARE CARE
from the
Blossom
to the
Box
is the one thing as much as any other that makes
GOLDEN FLOWER
stand alone as the acme of perfection in navel oranges

Grown and packed by
REDLANDS GOLDEN ORANGE ASSN.
Redlands, California

FRUITS, VEGETABLES AND FISH

Bad Reports of California Crops—Trad e Brighter All Round—Southern Vegetables Advancing—Fish Making Their Last Struggle.

The California fruit crops, according to the latest advices from San Jose, cannot be expected to show up well, owing to the heavy and continuous rain. Stress is especially laid upon the damage done to apricots, and similar reports have been received from the Vacaville district.

Trade here and in Montreal is becoming brisker in all lines with the approach of Easter. Lemons will probably advance from now on until the Montreal sales in May. The farmers are running apples into the market at a great rate and prices are consequently on the decline. Good stock is none too abunnant and poor stuff is hard to move at any price.

Strawberries are hard to get and bring 60c. to 70c. a box in good condition.

New spinach, beets and lettuce, the latter especially, are all advancing on account of the great demand in American cities. The southern stuff is showing good quality. The high prices have brought domestic cabbage out of storage and this line is a little easier. Potatoes have not yet reached rock bottom, and will scarcely rise before the end of April. The supply is in excess of the demand. Prices on Valencia onions will be 15c. to 25c. easier for future shipments. Some odd cars of American onions have been received and sell for $2 a bag. Canadian stock is virtually out of the market.

The latest advices are that Montreal will have three steamers. The first, "Fremona," will load full at Messina, and is expected to sail about the end of the month. The second, the "Bellona," will load at Sorrento, Valencia and Palermo, and her cargo, with that of the "Fremona," will consist of Messina, Sorrento and Palermo oranges and lemons and Valencia oranges. The "Escalona," the third of the trio, will call at Tarragona, Cadiz and Leghorn. Her cargo, however, will consist principally of marble and wine, but she will call at Messina and pick up the fruit, some 5,000 boxes, left there by the "Fremona."

MONTREAL.

GREEN FRUITS—Fruits are in better demand now that Easter is almost here. Oranges have been selling very well; one line, Floridas, being higher this week. Bananas are higher, locally and in New York. The demand is reported exceedingly strong, in fact, supply is not nearly large enough to take care of it. Lemons are rather slow. Almeria grapes are almost out of sight, $10 being the lowest accepted. Apples are alow.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
" jumbos		2 25
Cocoanuts, per bag		3 50
Pineapples, crate		5 50
Tangerines, half box	3 00	3 25
Apples, bbl	3 00	5 00
Lemons	2 75	3 50
Mexican oranges, box		2 40
California oranges, new navels	3 00	3 25
Jamaica oranges, per bbl		4 75
Jamaica oranges, per box		2 65
Florida oranges, box		5 00
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box		6 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	up

VEGETABLES—Vegetable lines are also selling a little better with the approach of Easter. Few price changes are noticeable, but it will be seen there are new lines quoted, asparagus now being on the market at $10 a dozen bunches, and new cabbage at $4.50 a crate.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate		4 50
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl		1 75
Florida tomatoes, crate		5 50
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate		6 00
Asparagus, doz. bunches		10 00
Radishes, doz		0 75
Spinach, per bbl		4 50
Cucumbers, per doz		2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 90	1 00
New potatoes, lb		0 07
" bbl		9 50
Jersey sweet potatoes basket		2 50
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		4 00
" bag		1 75
Beets bag	1 00	1 25
Carrots, bag	0 90	1 00
Mushrooms, lb		0 60
Horseradish, lb		0 15
Rhubarb, doz. bunches		1 00
New Orleans shallots, doz		0 60

FISH—During the week excellent business was done in fish, owing to the extra fish days. Lent is nearly over and there is expected a consequent falling off in the demand for fish. Prices this week show several changes. There is but a fair supply of haddock, dealers being compelled to draw upon the American market. This fact has rendered necessary the advancing of prices on this line since there is a duty of 1c. a pound to contend with. Frozen halibut and salmon are out of the market. Bloaters and kippers are in good supply, and demand is reported good. Haddies are still scarce. Green cod in barrels and Labrador herring are in fair demand at prices which are somewhat lower. Oysters are selling freely.

Fresh and Frozen Fish.

Halibut, express, per lb		0 14
Grass pike, express "	0 06½	0 07
Mackerel, small, " "		0 08
Frozen cod, " "		0 08
Dore, " "	0 08	0 08½
Small sturgeon " "		0 09
B. C. salmon " "		0 10
Qual'a salmon, " "		0 09
Smelts " "	0 08	0 10
New tomcods, bbl		1 00
Haddock, fresh, lb	0 06½	0 07
Lake trout, lb		0 11
White fish, lb		0 07
Smoked and Salted—		
New haddies, boxes, per lb		0 10
Kippered herring, half boxes		1 10
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
New haddies, lb		0 09
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal		1 60
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No. 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		13 00
" " in ½ bbls		6 50
Large green cod, 200 lb. bbls		8 00

No. 1 green cod, in bbls. of 200 lbs		6 50
Small. " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 Haddock, bbls. 200 lbs		6 50
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT—Apples are a little duller this week, with Spies and Baldwins as the two best lines. Bananas and grape-fruit are firmer and a little higher. Oranges are advancing in price and are running in unusually good sizes. Small navels are in good demand, and command higher prices, but the supply is very scarce. Lemons remain, if anything, a little firmer, with a somewhat limited supply. There is likely to be a forward movement shortly.

Oranges, Tangerines, Floridas, half box	3 00	3 25
" Ordinary Valencias, 420's		4 00
" Large " 420's	4 75	5 00
" Fancy navels, 96's, 126's	3 00	3 25
" " " 150's, 176's, 200's, 216's	3 50	3 75
" Special 64's and 80's per box		2 75
" Palermo bloods, in ½-boxes, 80's, 100's		2 50
" " " in ½-boxes, 150's, 180's		2 50
Bronco Brand, Victorias, extra fancy, 96's, 150's 176's, 200's, 250's	3 25	3 50
" marmalade, 160's 200s, 240s, per box	2 25	2 50
Bahamas, 126's, 150's, 176's, 200's		2 75
Mexicans 150's, 176's 200's		2 50
Grape fruit, Floridas, 80's, 96's	4 00	5 00
" " 48's, 64's	4 50	4 75
" Bahamas, 54's, 64's		4 25
" " 80's, 96's		3 75
Lemons, Home Guard Brand, 300's, 360's		3 75
" Kicking Brand, 300's, 36 's	2 75	3 00
" St. Nicholas, 300's		3 00
Pineapples, Florida and Cuban, 30s and 24s	5 25	5 75
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties { No. 1's		3 00
{ No. 2's		2 50
Bananas, Jamaica firats, per bunch	1 40	2 50
Bananas, jumbo bunches	2 00	2 25
Cranberries, per barrel	7 50	9 00
" " crate		2 75
Strawberries, Floridas, per qt	0 60	0 65
" Louisiana, per pint		0 20

VEGETABLES—Potatoes this week are considerably easier, but the Ontario stock is so small as to be almost worthless in many cases, and prices have been cut to the bone in order to get rid of it at all. The supply is good, with a quiet demand. Onions are a little easier but the warm weather has curtailed the consumption. California celery is play-

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

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ESTABLISHED 1866

"LEMONS"

"HOME GUARD" Brand is the very top-notch in quality.

We have them on hand and arriving.

Lemon Market is ruling very strong, and with advancing tendency, and a purchase at present prices will prove a "good buy."

HAMILTON Phone 1115 — **White & Co., Limited** — TORONTO Phone Main 4106

The **B. L. O. E.** are

"St. Nicholas" *"Kicking"*
"Home Guard" *"Puck"*

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FLORIDA CELERY. Extra Fine, $3.25 per crate.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We want your consignments of fresh killed Poultry, Butter, Eggs, Apples, Etc.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

CELERY CELERY CELERY

Florida Celery surpasses all others because it is white, crisp, fine eating. Have 2 cars for Easter trade (Chase's packing) 4 to 6 doz. per crate, ***$3.50.*** Place orders now.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
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A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

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The people still insist on our

Pure Apple Juice

because our precautions are a surety of purity. All grocers who know, push our

Jams and Jellies

because they know the people prefer them enough to walk an extra block to get 'em.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

MID LENT FISH SALE

No. 1 Labrador Salmon
No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring

Quality the very best.
All prices are reduced.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.

Good Jams and **Jellies** are not nearly so plentiful as one would suppose. **Good** is a sadly misused word, but when **we** qualify our Jams and Jellies by that adjective we mean that

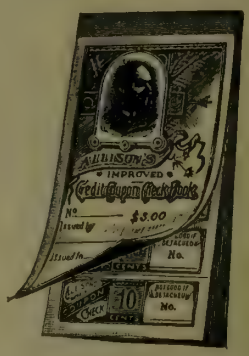
"E.D.S." BRAND Jams and Jellies

are much superior to any brand placed on the market by any or all of our competitors.

"E. D. S." Brand means Jams and Jellies so wholesome and pure that they are just as near perfection as human ingenuity, cleaniness and good fruit can make Jams and Jellies. Ask for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

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THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

SALT SALT

No trouble to give figures and information.

VERRET, STEWART & CO. Limited

MONTREAL

SALT SALT

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ed out of the market, and the Florida stuff is taking its place.

Potatoes, Delawares, per bag	0 95	1 05
" Ontario	0 75	0 85
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 00	3 50
Onions, Spanish, per largecase	3 25	3 50
" " small case		1 15
" Red Globe, per bag		1 75
" Yellow Danvers, per bag		2 00
" Green onions, per doz		0 15
Cabbage, new Canadian, per bbl	4 00	4 50
" old, per bbl	2 00	2 50
" per ton	30 00	35 00
Beets, new, per doz. bunches	0 85	1 50
Carrots, Canadian, per doz bunches	0 75	1 00
Lettuce, Canadian leaf, per doz. bunches	1 00	1 25
Radishes, Roseland, per doz	0 45	0 50
Cucumbers, hot house, per doz., fancy Boston	2 00	2 50
" Floridas, per doz		1 25
Beans, white, prime, bush	1 40	1 50
" " hand-picked, bush		1 50
" Lima, per lb		0 06
Tomatoes, Cuba, per crate		5 00
Tomatoes Florida, per crate	4 50	5 00

Parsley, per doz		0 25
Celery, California, per crate, 5½, 7, 8 doz		5 00
" Florida, 4 and 6 doz., per case	3 25	3 50
Asparagus, fancy California large, per bunch		0 90
" jumbo bunches	0 75	1 00
Fancy Baltimore spinach, per hamper	1 00	1 50
Rhubarb, per doz. bunches	1 00	1 25

FISH — All the dealers are making preparations on a large scale to meet the anticipated Good Friday demand. Shipments of fresh fish are coming to hand daily, and it looks now as if there will be a considerable percentage to mix with the frozen stock for the close of the Lenten season. Most lines are somewhat easier, winter-caught whitefish being noticeable in this respect.

Haddock, fresh caught, per lb	0 07	0 08
Whitefish, winter caught, per lb	0 07½	0 10
" ½-bbl		6 50
Trout, per lb		0 10
Oiscoes, per basket		1 30
Home cured bloaters, per box of 50	0 95	1 25
Finnan haddie, per lb.—fresh cured		0 10
Oysters, per gal		1 80
Labrador herring, per half bbl		3 00
" " bbl	4 90	5 00
Red salmon, per lb., sea		0 12
Smelts, No. 1, per lb	0 09	0 10
" extras, per lb		0 12½
Cod, fresh caught, per lb	0 08	0 09
Halibut		0 12
Mackeral		0 10
Yellow pickerel, winter caught, per lb		0 08
Kippered herrings, Ocean brand		1 25
Tubilees, per lb		0 07
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Flounders, per lb		0 05
Digby herrings, per lb., bbl	0 60	0 65

COLD STORAGE IN CALGARY.

In reply to an enquiry about cold storage in Calgary, a wholesale grocer of the Alberta trade centre, replied: "We regret to say that the cold storage here is all taken, Messrs. Griffin & Co., P. Burns & Co., and the Government being all filled up."

MORE FRESH SALMON WANTED.

A new York jobber just returned from the Pacific Coast, where he investigated the salmon situation, says salmon will be much higher this year.

"One important reason for this," he said, "will be found in the greater cost of raw fish. Heretofore the cold storage people have made 25 pounds the minimum weight of fish in making their purchases of raw stock, but this season, in order to get nearer to meeting the demands made upon them by the growing consumption, they have reduced the minimum weight for fish to 20 pounds, and the resulting competition between them and the packers means that the latter will have to pay more money for their raw material. The demand for Columbia River salmon during the past four years has exceeded the supply and there is no probability that the balance will be restored this year."

I offer for prompt shipment:
2,000 boxes (60 lbs.) **Sair Dates**
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

MAPLE SYRUP

Packed by
Canada Maple Exchange
SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS
SMALL'S CREMO FROSTING
should be in every shop.

WE ARE EXPORTERS
to your Dominion of
Fruit and Nuts
Oranges, Lemons, Almeria
Grapes, Figs, Dates,
Almonds, Walnuts,
Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point**, quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON
91 Place d'Youville, - Montreal

Agents for Maritime Provinces
W. S. CLAWSON & CO.
11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FRED^K. FISHER & SONS
St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

Pure Boneless Cod and Fish
New Skinless Codfish in 100 lb. cases.
Labrador Herrings and Salmon in barrels and half barrels.
Fresh Fish, all kinds in season.
Bulk Oysters—"Standards" and "Selects."
QUOTATIONS MAILED ON REQUEST.

Branches:
ST. JOHN, N.B.
GRAND RIVER
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LEONARD BROS.
Wholesale Fish Dealers
20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639
LONG DISTANC TELEPHONES

LARGEST PACKERS OF SEA FOODS ON NORTH ATLANTIC COAST

Packers of the Celebrated

"HALIFAX"
"ACADIA"
"ATLANTIC"
"BLUENOSE"

Brands
Prepared Boneless
Codfish

SOLD IN ORIGINAL PACKAGES ONLY, BY GROCERS, FROM ATLANTIC TO PACIFIC.

"THE TRADE MARK OF QUALITY"

SEND FOR PRICE LISTS

ATLANTIC FISH COMPANIES, LIMITED

Head Offices: Lunenburg, N.S., Canada

Works at
La Have, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. Brittain & Co. - Montreal
H. G. Connor - - Winnipeg
Chas. Milne - Vancouver, B.C.

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Halifax, N.S.
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The Best Salesman in Canada

The one that can reach both dealer and consumer at the same time and at a small cost, is

Western Canada's Big Pure Food Show

WINNIPEG, JULY 1st TO 13th, '07

where your product can be shown to and talked about by

Sixty Thousand Consumers and Two Thousand Dealers From Western Canada

Some forty odd live manufacturers have already secured space. If you are not one of them, hurry and get in.

Address ***W. A. COULSON, Secretary***
Retail Merchants' Association of Western Canada,
53 Scott Block, WINNIPEG, Man.

HALIFAX QUOTATION SHORE CODFISH

February 7th *Ex Store.* *$8.00 per 100 lb.* *Supply Limited*

SCOTIA BRAND

In 2-lb. boxes *$9.00 per 100 lb.*
In 1-lb. tablets *8.00 per 100 lb.*

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes *$2.50 per 100 lb.*
In 1-lb. tablets *3.50 per 100 lb.*

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers?

MONTREAL—A. A. Perry, 6 St. Sacrament St. TORONTO—Anderson Powis & Co.
HAMILTON—Alfred Powis. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grierson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited

Black's Harbour, N. B.

SARDINES

are sellers—the best sellers NOW are

"King Oscar" Sardines

WHY?

Easily told:

"King Oscar" Sardines are
Choicest Fish in
Purest Olive Oil.
Boneless and Scaleless.
Tins—Clean and Attractive.

For sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

PRODUCE MERCHANT'S SUGGESTION IMPROVEMENT OF CHEESE AND BUTTER

The Montreal Produce Merchants' Association has issued the following circular letter :

To Factorymen and Creamerymen :

Gentlemen,—The Montreal Produce Merchants Association fears that in many sections the dairy farmers and factorymen are not sufficiently "wide awake" and do not realize that there is need of a decided forward movement.

Canada has taken the foremost place in the world in manufacturing cheese of a uniformly fine quality, but there is much room for improvement in some essentials.

Appearance.

Little or no improvement has been made in the appearance of our cheese or boxes for some years. It has come to be the practice for the boxes to be made in many sections by the cheesemaker, who cannot put the material together in such a way as to make the boxes close-fitting, strong and handsome.

In many cases the cheese hoops in the factories are old and worn out, so that the cheese, when turned out from them, are lopsided, uneven in size, and lack that smooth finish and handsome appearance which helps so much in the sale. When uneven weights, poorly made and badly fitting boxes are added to this it injures the sale of Canadian cheese.

Buildings.

Many of the factory buildings are of a primitive character, erected without any idea of permanency, with poor drainage or none at all, and the whole cheaply put up in every way. The whey tank is not clean; the shelves in the curing room are old, and stain the cheese, and the surroundings are not inviting.

Small factories should join together and erect one large and commodious building.

In many sections of Ontario it is the custom for the manufacturer to draw the milk, the farmer paying for it—this does away with any excuse for small factories.

In the Province of Quebec and Eastern Ontario the farmer spends hours each day in drawing his own milk to the factory, rather than join with his neighbors at a cost of less than half the value of his time.

New Ways.

The crude ways in which cheese continue to be shipped from the factories should be done away with; it involves too much labor in coopering and inspecting.

The boxes should be trimmed down until the lid rests on the cheese, and the covers should be nailed. The cost of coopering cheese in Montreal runs from 2 to 3 cents per box, and this amount must come out of the factorymen in some way. Why should not the factorymen do the work ?

Every factory should brand the cheese made from each vat with a separate mark, commencing, say, with the first day branding the first vat "1," the second vat "2," the third vat "3," following on the next day with "4," "5," and "6," and so on until the day of shipment, then commencing anew for the next shipment. These figures could be put upon the cheese as they come from the press, the figure "1" being put upon each cheese of the first vat, the figure "2" on each cheese of the second vat, and these figures could be transferred to the boxes at the time of shipment. These figures should be put near the joint of the box, and the brand and weight on the opposite side.

Inspection.

It would then be quite easy for the receiver in Montreal to pick out one cheese from each vat, and thus obtain an absolute inspection of the whole lot; and if any poor cheese were found, the receiver would know how many there were. This would ensure fair dealing and would lessen the cost incurred by opening every box.

Brand and Weights.

The brands on the boxes used by the factories are in many cases much too large. In the opinion of the members of this association, the proper way to brand Canadian cheese is with the simple word "Canada," with a figure underneath indicating the number of the factory, and without any other brand name whatever. Let the word "Canada" be in half-inch letters, and the number of the factory directly beneath it. The weights should be put on with a stencil alongside this brand. It is a mistake to suppose that the British importer pays any attention to the brands in one lot in a hundred, and the figure underneath the word "Canada" would serve all purposes of identification.

The Way to Ruin.

The growing practice of shipping uncured cheese, if persisted in, will ruin the trade. Inspection becomes a farce, and the loss of weight is two or three times what it should be. Shame on the factory that allows such a method, and on the buyer who will take curd for cheese. Green headings in boxes and shipping cheese in uncovered wagons, open to rain and sun, often damage cheese one cent per pound.

Are the farmers aware that in many instances during the past season, the maker has shipped the cheese without any scaleboards, while the best factories, during all the warm weather, say for three or four months, use four scaleboards, two on top and two on the bottom ?

BUTTER.

Nothing Hurts Like Carelessness.

The descriptions of cheese factory buildings, conditions, small factories, etc., apply equally to creameries. Now is the time when the inside of every creamery should be lime-washed or painted, and when the owners make sure that all dampness is removed from the walls or from the cooling room where butter is kept, otherwise the danger of mould on butter will increase. Nothing hurts our Canadian butter so much as the carelessness of some of our butter makers and their indifference to conditions that cause mould. The cool room in which butter is kept should be absolutely dry.

Makers Should be Licensed.

The question of licensing the makers and of having regulations as to the kind of buildings that should be used, either for cheese or butter making, is a live issue at the present time, and so is the appointment of an official referee, and this association will be pleased to have the views of factorymen on these questions.

Refrigerators.

Use strips of wood to place your boxes on in the cooler; it will help to keep them clean and dry.

Every refrigerator should have a thermometer in it, and records of the temperature should be kept.

With such a seasonable winter, all factories or creameries should lay in a large supply of ice. It does not pay to be out of ice at the latter part of the season.

Packing and Branding.

Butter should be packed solidly, so that when turned out of the box it will not show up full of holes.

Brand the boxes neatly on the side—not on the cover. Do not use a pencil—stencils cost but very little, and when used properly, improve the appearance of the package. When making the "56-lbs." on a box, stencil it in the right-hand corner on the same side as the factory brand. Do not scrawl "56" in pencil all over the box.

Get good boxes and have them made so that the butter will not be more than a ¼ in. below the top of the box; the closer to the top of the box the better the butter keeps.

The covers should be made of not more than two pieces of wood, with four hooks. The boxes with the two hooks and the hardwood strips cannot be recommended; they break too easily.

Give a good smooth finish to the butter and use double parchment paper. Australian butters come forward this way and they are pleasing to the British markets; 26-lb. parchment will do when used double, but nothing less than 45-lbs. when used singly.

Poor parchment and poor boxes depreciate the value of Canadian creamery on the British market.

Use of Salt.

The tendency is toward very mild salted or saltless butter. There is scarcely any demand now for export butter salted over 2 per cent.

The addition of not less than ½-lb. more than ½-lb. preservative per 100 pounds of butter is recommended.

General Suggestions.

Boxes must be absolutely clean, neither spot nor stain allowed. Have bags to cover the boxes, and insist upon perfectly clean cars. All refrigerator cars must be clean and dry.

Do not put the parchment on soaking wet; if you do, the boxes will leak and become stained.

Make the butter as pale as possible.

The British buyer will not pay for over 56-lbs. in a box.

Ship weekly. Use a very small neat brand or a letter for a shipping mark.

Gathered cream should be churned separately and not mixed in with that separated at the creamery.

Mark each churning. Use figures making each churning the same as directed for cheese. This will often prevent the rejection of the whole lot, and facilitate inspection and make it absolutely correct.

Unless each churning is numbered, the inspector may look at 5 or 10 boxes of the only poor churning in the lot (which will be unfair to the maker!; or he may look at the best churning and think he has a fancy lot, when, perhaps, the British receiver will find some poor butter and advise the shipper never to buy any more of that creamery.

THE DAIRY INDUSTRY IN NEW BRUNSWICK

According to the provincial report on agriculture of the butter and cheese production in New Brunswick factories, last year was a most successful one. The chesse output was not so large last year as in 1905, but the output of butter was larger, and both brought higher prices. With the exception of 1903, last year was the best in the history of provincial dairying, so far as money values are concerned. A midsummer drought somewhat affected the milk supply, or the output would have been larger than it was. The report notes what it regards as a justifiable tendency among farmers to turn more to the manufacture of butter than of cheese. Regarding the outlook, the report says :

A Phophecy.

"The situation to-day in the world's market is that never in the history of the dairy producing countries has the supply of dairy products been so short, and it is a safe prediction that next season's prices for both butter and cheese will at least equal those received this year, if they do not go considerably higher."

The report adds that New Brunswick dairymen need have no fears for a market, even if they should double or treble their output; because, while the demand is constantly increasing in Great Britain, it is also increasing in Canada.

The Meaning in Dollars.

The value of the butter and cheese produced by the factories last year was $373,963.71, an increase of $29,937.46 over that of 1905. There were 42 cheese factories in operation last year, making 1,320,858 pounds of cheese, valued at $156,321.05; and 41 creameries and skimming stations, producing 967,203 pounds of butter, valued at $217,642.66.

While these statements are very gratifying and show a wonderful progress since the year 1896, when the output of butter and cheese factories combined was only worth $76,151.46, yet the development in the past five years has not been what it should have been in a province so well adapted to the successful prosecution of this industry. Some sections, such as that around Sussex, in King's County, have reaped enormous advantage by the development of dairying.

Room for Growth.

Many others might do as much were similar enterprise displayed. The output of butter at Sussex was 256,673 pounds, and at the neighboring places of Waterford, Roachville, Millstream, Springfield, Norton, Bellisle Creek, Collina, etc., 287,805 pounds. Thus this section of King's County produced considerably more than half of all the butter made in New Brunswick factories last year.

The average price received for butter and cheese manufactured in the province during the past five years was as follows :

	1906	1905	1904	1903	1902
	c.	c.	c.	c.	c.
Cheese	11.07	10.61	8.64	10.10	9.92
Butter	22.50	21.84	19.70	20.38	20.37

There is room for further great expansion of the industry, with other counties following the splendid example of King's.

Two Winners.

The resignation of Harvey Mitchell as dairy superintendent has been handed to the Provincial Government to take effect at once. The reason for the step is his appointment to the staff of the Maritime Dairy Company. Mr. Mitchell will exercise a general supervision over the manufacturing end of the company. By securing the services of Mr. Mitchell, tne company has brought to bear on its management the experience of one of the best inlormed dairy experts in Eastern Canada. Mr. Mitchell, during his term of office under the Government, made a connection that will be invaluable to him in his present position. He knows the butter and cheese business from end to end, and the quality of stock put up by the company will not suffer from his supervision. Another addition to the staff of the company is L. S. Crawford, who severs his connection with the Sussex Cheese and Butter Company to take a position with the Maritime Company as butter maker. Mr. Crawford is one of the best butter makers in the province and is withal a deservingly popular young man of whom more will be heard. He won all the butter prizes offered last year at the leading exhibitions, and had no trouble in capturing the premier honors against the Dominion at Halifax.

GOVERNMENT STANDARD SEEDS.

Term Coined by Vendors—Some Seed Sold as Milling or Feeding Grain.

By G. H. Clark, Government Seed Analyst.

Purchasers of red clover, alsike and timothy seeds who want a good clean article should see to it that the seeds they buy are clearly represented by a reliable person, or firm, to be of first quality by being marked "No. 1," "Prime," "Fancy," "XXX," or such other designation for which a special standard of purity is fixed in section 4 of the Seed Control Act.

"Government Standard" is a term coined by seed vendors, and may be misleading unless clearly understood. Section 4 of the Act fixes a standard of quality in respect to weed seeds, below which timothy, alsike and red clover seeds are not allowed to be sold for seeding, either by farmers or seed merchants. This standard allows of the weed seeds named in the Act about 90 in one ounce of red clover, 200 in one ounce of alsike, or 400 in one ounce of timothy seed. It is to seeds that will pass this lower standard, but are not sufficiently clean to grade "No. 1," that the term "Government Standard" was attached last season.

Some seed vendors have advertised seeds under "Government Seal." No Government seal is used on any seeds offered for sale in the trade. Some reliable seed houses sell grass and clover seeds sealed by them and for which they alone are held responsible so long as the seal remains intact, but not after it is broken.

To avoid the provisions of section 3 of the Act, which applies mainly to seed grain, some seed vendors represent to farmers that, on account of the Seed Control Act, they are offering their grain for sale for milling or feeding purposes.

BACON TRADE IN ENGLAND.

Staple Breakfast Food — The Wiltshire Cut—An American View.

A United States special agent, writing of the bacon trade in Great Britain, says :

For years Great Britain has consumed enormous quantities of bacon. It may with truth be called the staple breakfast meat. Although the home production is very large, the country imported last year, approximately, 300,000 tons of bacon, valued at $65,000,000. About one-fourth of this quantity came from Denmark. This latter is excellent meat, and its quality is due to the fact that some years ago the Danish Government purchased large numbers of the best breeds of hogs from England. Canada is also supplying Britain with bacon in steadily increasing volume.

To arrive at what will best suit the British demand a scrutiny of the breeds, weights and cuts most common in England must be taken. My investigations show that the three principal breeds of hogs in England are the white Yorkshires, the black Berkshires and the red Tamworths. The most popular weight ranged from 140 to 196 pounds. The best selling "cut" is what is known as the "Wiltshire."

By the largest retailer in Boulton, one of the important cotton manufacturing centres in Lancashire, I was informed that there is an enormous demand for this style of "cut," and that it not only commands a ready sale, but also brings the highest prices. The Danish and Canadian products are "cut" in this way, and bring prices, landed in England, within a fraction of those paid for the best English-fed and cured meat. The nice-looking lean meat selections are the most desirable, and a "side" should weigh, when cured, between 60 and 65 pounds.

My informant said further that no matter how good the quality of the meat might be or how suitable the curing, if presented in the old style of "cuts," it would never even be offered in the best stores, where obviously the highest prices are obtainable, for the reason that the retail purchaser has been brought to believe that in the "Wiltshire cut" he gets the best article. This has developed into a strong prejudice, and for this reason no fair comparison in values between the usual American "cut" and the British, as well as the Canadian and Danish article imported into England, is possible.

The advantages of the "Wiltshire cut" may be briefly summarized as follows : First, it commands the best price and the readiest sale ; second, from the curer's and packer's standpoint it is desirable, as it can be sold without dissecting shoulders and middles or "Cumberland cut" and hams. This point was emphasized by the statement that what was known in England as "New York shoulders" are generally a drag in this market.

There may come a time when it will be utter nonsense for a Grocer to stock cigars. But—it is absolutely necessary for a Grocer to pay attention—strict attention—to his cigar trade to-day. Since competition compels you to stock cigars should'nt you stock the best your customers can afford to buy? You make no mistake when you carry

PHARAOH and PEBBLE

because they are the best cigars ever sold at the price. That fact would make little difference to you if the smokers of Canada were not aware of it. But they know that fifteen cents would fail to buy a cigar as good as ***Pharaoh*** and they buy it for ten; while they know and acknowledge my five-cent ***Pebble*** to be peerless and easily superior to most ten.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer! There's profit in a brand of tobacco half as popular as ***T. & B.*** and of course it does pay to stock Canada's first favorite amongst all pipe tobaccos.

T. & B.

is something more than the best pipe tobacco to you. It will build up a paying trade just as sure as fate, because the man who pays for groceries just about decides where these groceries shall be bought.

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HERE AND THERE WITH THE TRADE

Gaythorn Taylor, of Montreal, grocer, has registered.

J. A. Brown, Collingwood, is building a fine new store.

McKibbon & Heney, of Eardley, general store, have assigned.

J. B. Gough, general store, Napier, has suffered loss by fire.

The assets of the Wee McGreegor Co., Ottawa, have been sold.

Joseph Wilkinson, grocer, Toronto, has sold to Thos. Oliver.

J. L. Schneider, of Moorefield, miller, was burnt out last week.

A. Sleep, grocer, Goodlands, has sold out to W. H. Campbell.

Alex. McKenzie, cheese manufacturer, of Donegal, has sold out.

A. E. Lake, baker and confectioner, North Bay, has assigned.

J. A. Vipond, grocer, of Killarney, has sold to W. M. Roller.

Williamson Bros., grocers, Winnipeg, have sold to Lowrie Bros.

F. Libersant, grocer, of Montreal, has been succeeded by P. Charest.

Geo. Wooding, Brockville, has opened a branch store in Algonquin.

Eliza McGill, Hamilton, grocer, has been succeeded by Ella Gray.

J. P. Guilbault, grocer, of Montreal, has assigned to F. X. Bilodeau.

George Loveless, grocer, of London, has sold to George W. Knight.

Lagasse, Desparois & Co. have registered as bakers in Point Claire.

J. W. Gagnon & Co., grocers, of Louiseville, Que., have dissolved.

Stewart & Smiley, the Port Arthur grocers, have sold to A. Ferguson.

The assets of J. Pierre Guilbault, grocer, etc., Montreal, have been sold.

J. O. Juneau, Montreal, has been succeeded by Alphonse Desroches, grocer.

D. McLeod, Hammond, general store, has compromised at 60c. on the dollar.

Wm. Greaves, College St., Toronto, is building three stores beside his own store.

Jacques & McPherson, grocers, of Ingersoll, have sustained a partial loss by fire.

The stock of the estate of Barteaux & Co., grocers, of Winnipeg, has been sold.

J. Row, Avon, has sold his business to Wm. Callon. Mr. Row will return to farming.

Bowman & Cole, and Dearborn & Co., both of St. John, N.B., have suffered loss by fire.

Fred. Barton, who runs a general store in Staples, is advertising his business for sale.

Crawford & McCullough, of Brampton, grocers, etc., have sold to T. H. Shields & Co.

J. A. Law has just opened a general store at Greenwood. He was formerly in Port Perry.

W. H. Kennedy, fish merchant, of Owen Sound, has assigned to J. C. Kennedy, of the same town.

White & Co. are to-day unloading another car "Bronco Brand" California navel oranges.

Mendel Lecker, general store, New Carlisle, has been burnt out. He carried a partial insurance.

W. E. Watson, traveler for a London house, has purchased the business of J. H. Birch, Dorchester.

E. H. Wilson & Co., Markham, have been conducting their semi-annual sale with marked success.

Last week 19 permits were granted for the erection of stores in the residential sections of the city.

The Goldie Milling Co. have issued an attractive calendar. Grocers may obtain one free on application.

T. Stevens, Carleton Place, is now comfortably settled in his new store, and it looks very fine indeed.

F. E. Walker, of Mount Forest, has purchased the general store business of W. & A. Snyder, St. Jacobs.

E. & S. Atkinson, Cobalt, are now comfortably installed in their fine new store, and are doing a fine business.

The Commercial Travelers' Larder Lake Gold Mining Company, Ltd., of New Liskeard, have obtained a charter.

Laporte, Martin & Co., Ltd., Montreal, are making some good offers in teas, olive oil, canned goods and dried fruits.

T. Dexter, Cornwall, has remodelled the front of his store, and has put in four plate glass windows. The front is 40 feet wide.

P. Gorman, of Gorman & McFarlane, Douglas, has purchased a site in the village of Egansville and will erect a general store.

Owen Sound is to have a model cold storage plant at a cost of about $40,000. W. D. Telford, M.P., is said to be interested.

Mr. McLeod, who has been manager of the Ingersoll branch of Kelly & Co., Stratford, in partnership with another

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery
Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

clerk, has purchased the business of I. Kingswood, Ingersoll.

H. C. Smith, confectioner and fruiterer, of Rossland, B.C., has gone out of business.

A joint stock company is to be formed in Saskatoon, with a capital of $100,000, for a local beef and pork cold storage plant.

E. N. Stoddart, of Stoddart Bros., Forest, has retired from the firm, and will start on April 1st for Edmonton, where he will shortly open a grocery store.

A. C. Taylor, of Sunderland, general merchant, has purchased the corner store he has occupied for some years, and purposes making very considerable improvements. A house at the side is to be added to the store and a new front is to be put in.

Jas. Rutherford, of Rutherford & Son, Bolton, has gone into New Ontario with the object of buying a store to serve as a distributing point for farm produce, of which the firm are large buyers at Bolton. Mr. Rutherford, Sr., handles that end of the business.

Archie A. Sears, of Sears & Smith, manufacturers agents, Ottawa, was in Montreal recently and called at the offices of The Canadian Grocer. Mr. Sears was looking for agencies and took back a few good ones with him.

Chas. Denne, groceries and crockery, Newmarket, has sold his store business to W. C. Howard. W. Denne will continue his wholesale produce business. Mr. Howard has engaged Mr. Hardy, who was formerly in business in Newmarket, to assist him.

B. L. Nowell, Canadian representative, Lamont, Corliss & Co., proprietors of "Peter's" and "Nestle's" chocolates, report an exceedingly large demand for these popular brands. They are making preparations for an even larger business during this season. Last year showed a material increase, notwithstanding the large number of milk chocolates now in the market.

T. H. Estabrooks, of St. John, commenting on the advance in the price of tea, states that London, Eng., firms are buying in Canada all the tea they can get. He, however, holds that his customers have first claim on his large stock, and he is not selling to London. Cheap teas are going very fast, however, and he urges his customers to act immediately to secure their requirements.

Wm. Burnet, grocer, Cobourg, has disposed of his store property to the Standard Bank, and has taken an adjoining store and is remodelling it throughout. An idea of the size of the new store can be had from the fact that the Walker Bin wall cases and shelving ordered for one side are to be 54 feet long and 36 feet of this will be fitted with Walker bins.

H. J. Wilcox, Picton, is making improvements to his store that will give him one of the finest places of business between Toronto and Montreal. One side of his store is given over to crockery. That he is not changing. The grocery side he will refit entirely with Walker Bin fixtures. These will include wall fixtures with Walker bins, display counters, and three very handsome plate glass silent salesmen.

Crawford & McCullough, Brampton, have sold their business to T. H. Shields & Co. For the past five years Crawford & McCullough have conducted success. Their stock runs about $60,000. Mr. McCullough will leave shortly for a new field of labor in Calgary, where he will re-enter business. His partner, Mr. Crawford, will follow him in the course of a few months. T. H. Shields & Co. have been for many years a leading business house in Brampton and have confined their attention to dry goods. In taking over the "Mammoth" which has a fine grocery department, they will enter the grocery trade and intend to stay with it.

THOMAS A. RANKINE.

The death of Mr. Thomas A. Rankine, head of the firm of T. Rankine & Sons, biscuit manufacturers, St. John, N.B., on Feb. 15th last, removed one of St. John's most venerated citizens, and one who was held in the highest esteem by all who knew him.

The Late Thomas A. Rankine, St. John, N.B.

The late Mr. Rankine was a good and worthy citizen, who in his quiet way, filled a very important place in the community and did much good.

Despite the fact that he had passed the four score mark in years—for he was born in 1825—he retained a keen interest in the business of which he was head until death came suddenly to claim him. He was at his desk in the big Mill St. establishment the day before he died, and it was this close application to business that brought the industry to its present state of perfection and characterized his whole life.

From the time he entered the establishment as a young man—to learn the business from his father—until he was admitted into partnership in 1871 with his brother, Alexander, he applied himself with energy to his work, always looking toward the improvement and betterment of the plant and building as well as the output.

That he was successful, that is, so far as success is measured by wealth, is evidenced by the fact that he left a personal estate of about $150,000, and a manufacturing plant that is thoroughly modern in every way.

A brief outline of the business, which was organized in 1824—nearly a century ago—by Mr. Rankine's father, Thomas Rankine, will give the readers of The Grocer some idea of the trials through which they passed before the establishment reached its present state of efficiency. Mr. Rankine, sr., came from Kincardine, Scotland, in 1822, and was employed at Edmund Kirk's bakery on Church St., until 1824, when he and Mr. Berryman purchased the Kirk establishment, which they conducted under the name of Rankine and Berryman for about two years. He then purchased a bakery on Union St., which he occupied until taking possession of the new quarters being fitted up by him on Mill St., the site of the present building. This building, which was a modern structure, was destroyed in the conflagration of 1849. A brick building erected on the same site was destroyed by the big fire of 1877, and from its ashes arose the present substantial block. About 1890, on the retirement of Alexander Rankine from the firm, Thomas, jr.,—the subject of this sketch—admitted his sons, H. C. and Frank Rankine and the business was conducted under the same name of T. Rankine & Sons.

Thomas A. Rankine, though giving close and careful attention to the affairs of the business, found time, however to devote to philanthropic and other matters. He occupied the position of president of the Protestant Orphans' Home and took a keen interest in the work. He was a generous giver to the institution, the homeless little ones finding in him a good friend. He was also a past president of the St. Andrew's Society and the old Mechanics' Institute, and was an active member of St. Andrew's Presbyterian Church. As a member of the Horticultural Society, he took a deep interest in the work of beautifying Rockwood Park and gave most liberally to this cause.

On only one occasion did he venture to try for political honors, when in 1891 he was an unsuccessful candidate for Ottawa, running on the Liberal ticket with the late P. W. Weldon and Hon. J. V. Ellis. The whole ticket was beaten. He was always active in politics, however, and was a warm supporter of Liberal principles. He was the type of citizen who by honesty and integrity, coupled with earnest, hard work, builds up an industrial monument that stands for his success.

PACIFIC COAST VIEW OF THE TEA SITUATION.

(By The Canadian Grocer's Special Correspondent.)

Vancouver, B.C., Feb. 21, 1907.

The position of the tea market at the present time is worthy of special note as probably the largest advance in price of this commodity for the past five years has occurred on the marketing of this season's crop. The reason for that advance is statistical. Ceylon has marketed a smaller crop than the previous year; India's production has remained practically stationary; consumption has been steadily increasing. As compared with stocks London delivered heavier than for years past, and the London market conditions very strongly affect the whole trade.

There has been a greater percentage of advance on low and medium grades, and this is largely accounted for by the reduction in the English duty on teas. The reduction in duty does not help the sale of high grade teas, but it does help the sale of the lower grades, as a penny or two off the duty per pound means a large comparative reduction, to the consumers of these cheaper priced teas.

The smallness of the Ceylon crop produced is due to some extent to the fact that the tea planters have not been getting profitable prices for their teas as a whole. Many of the Ceylon tea gardens, owned by joint stock companies whose capital is furnished from London, have not paid any dividends at all.

Fortunately this line is one which shows the retailer a fair margin of profit. But from this time forward he must make up his mind to pay more for his tea. The advance will represent from 2 to 4c. per pound on all lines. However keen competition may be, the wholesale dealers must of necessity regulate their prices to the trade by following the original market. The position now is that the bulk of the purchases made by the wholesale trade this year have paid the advance.

The grower in India is the man who will benefit from the situation; and he certainly has not earned too much for his teas of late years.

The advance is continuing, and orders accepted provisionally have been cancelled, the exporters advising that they can only be accepted at present ruling prices. The course of the market for the whole season has been upward from the beginning, though the market opened last June with no indication that there was to be such a steady upward tendency.

As the Calcutta market is now closed for the season, that means that there is no more of the crop of the past season to come forward from the hands of the growers. With the stock all in hand and its bulk, as shown, materially reduced in comparison with previous seasons, the new season will surely open with reduced stocks on all hands. The outlook cannot therefore be said to be for any lower prices than at present prevailing, at least until the middle of next season's market.

W. T. Heddle, in charge of the tea branch of the W. H. Malkin Co., of Vancouver, to whom The Grocer is indebted for valuable information on which the above conclusions are based, speaks very conservatively, yet with great conviction, that dealers must expect to continue to pay a very considerable increase over former prices for tea. Vancouver, from her position in close touch with the Oriental tea trade, gives dealers here every opportunity to become well acquainted with the situation and many of them are able to claim fully as reliable inside information as the experts of the older tea markets of the world. Practically all the tea used in Canada is landed at Vancouver from the trans-Pacific steamers, and indeed much of that going to the United States and other countries comes this way.

A MAN OF QUALITY.

"Perhaps one of the most notable examples of what quality will do is furnished by the success of J. R. Brown, of Owen Sound," said a grocery traveler to The Canadian Grocer this week. "Mr. Brown is a very firm believer in quality. Price is with him a secondary consideration if an article has merit. He has the reputation of being one of the best posted and most successful grocers in Ontario and he never advertises special prices. He is constantly drumming on quality. Many lines of fancy groceries which are usually bought in half dozens, Mr. Brown buys in five-case lots at least. Another of his successes is in window dressing. He makes a specialty of it all the time and his usual plan is to display a single line at a time."

"UNISYSTEMS"

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

UNIVERSAL SYSTEMS, LIMITED

8-10 ADELAIDE STREET WEST
TORONTO

14 BANK OF OTTAWA BLDG.
MONTREAL

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the "ENTERPRISE" SMOKED BEEF SHAVER, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

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Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

The Arctic Refrigerator, made for all lines of business. We have *just what the grocer needs.* The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

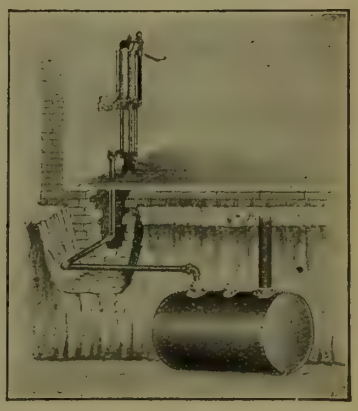
No Evaporation Means No Danger

Gasolene will not explode while in liquid form. It will remain in its liquid form until exposed to the air, when it will evaporate and form a dangerous vapor. A system of gasolene storage that prevents evaporation is a safe system.

With the Bowser, gasolene is not exposed to the air from the time it first enters the storage tank until it is used by your customer.

If you want to know how this is done, send for our catalog B. It explains the system.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO

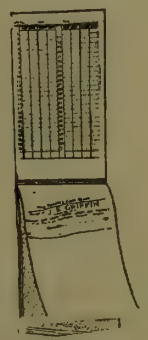


Cut No. 42
Long Distance Outfit

CONSERVE YOUR PROFITS

You can do that easily—if you do what scores are doing every week, viz., instal our

Duplex Counter Check Book



The shrewdest men in the grocery business in Canada conserve their profits that way. You see the point?

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Beauce Brand Maple Syrup

Advance samples just received indicate that the quality is the finest in years.

Grocers who have sold this brand exclusively for years past, believing that it was impossible to improve on the quality, may be skeptical in regard to this statement. Nevertheless, the stock which is being delivered this week will prove the truth of this assertion.

Remember, that the first run sap is the best. Order now. The quantity is necessarily limited because Beauce brand, unlike any other, is produced from Maples grown in a very limited area, and we positively will not mix it with inferior grades grown elsewhere.

Our own evaporating process, which is exclusively used for the manufacture of Beauce Brand Maple Syrup, not only makes it the brightest and cleanest syrup on the market but retains and enhances the natural flavor of the maple.

If you have never handled Beauce Brand Maple Syrup we would like to get your trial order for five cases, freight prepaid to your station, this week. Prices are right, showing a handsome profit to you on value which is simply astonishing.

Packed in hermetically sealed tins, all sizes.

MacLaren Imperial Cheese Co., Ltd.

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 29, 1907.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's....$2 85

Canada Flakes "Household" 24/25's 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 39
Pure, unsweetened, ½'s, 5-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 34

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb	tins,	4½	doz. to case	per doz.,	$ .90
1 "	"	4	" "	"	2.40
½ "	"	2	" "	"	4.75
¼ "	"	1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

CanadianBranch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, ½-lb, tins. .38c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. .38c.	
8-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	.26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	.32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	.32c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	.28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb tins.	.26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	.26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	.26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

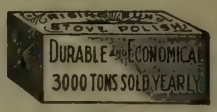
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers an Coupon number
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES



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SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Customs Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Connecting line for profitable trade

BORDEN'S BRANDS

"Eagle Brand"
Condensed Milk

"Peerless Brand"
Evaporated Cream

Every jobber sells them.
All you have to do is to demand them.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (18-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11⅛
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ¼-lb. tins "	1 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
½-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BOROX SOAP

	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

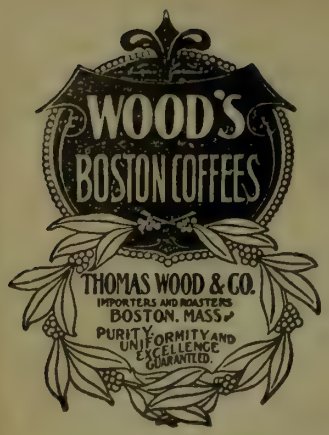
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



HIGHWAY OR BYWAY?

A newspaper cynic says that "the only way some people know is their way."
It may be added that such oftener proves a byway, not a turnpike.
Those who are guided by the sign

WOOD'S COFFEES

find easy travelling on the "Highway of Success."

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 80 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½

OCEAN MILLS.

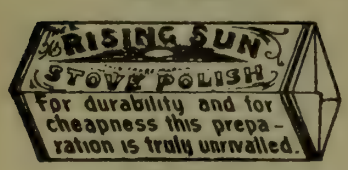
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	8½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

'CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—			
Cases, 24—2's	2 60	Bbls, per lb.	0 02½
" 12—5's	2 45	½-bbl. "	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 3-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

ST. LAWRENCE STARCH CO., LIMITED.

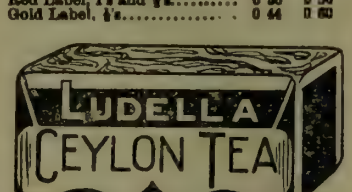
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.	1 1u each
3 " " 38½ lbs	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGANA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

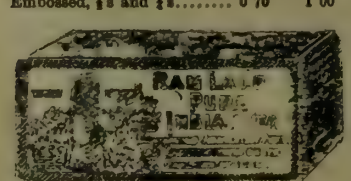
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 20 1-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb "	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.,	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 30-lb. "	
" XXX 80-lb. "	
" XXX 30-lb. "	
" XX 80-lb. "	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and ⅛s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and ⅛s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and ⅛s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and ⅛s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 36
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 3s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 33
Condor, pure distilled	0 27½
Old Crow	0 33½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

1. **Whole Fruit**
2. **Delicious Flavor**
3. **Attractive Glass Jar**

"Batger's"

Strawberry Jam has all these, and other points, also, that have made if so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz.

Strawberry Jam

Agents :
ROSE & LAFLAMME
Montreal and Toronto

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL

Get out of the rut!

You've no doubt had trouble time and again with your match trade—

Don't have any more

Order

Our Matches

from your jobber. If he don't carry them in stock write us, we will tell you who does—

The Improved Match Co., *Limited*

Head Office :
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA

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Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.

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St. Lawrence StarchCo., Port Credit.

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Tippet, A. P., & Co., Montreal.

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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toron and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

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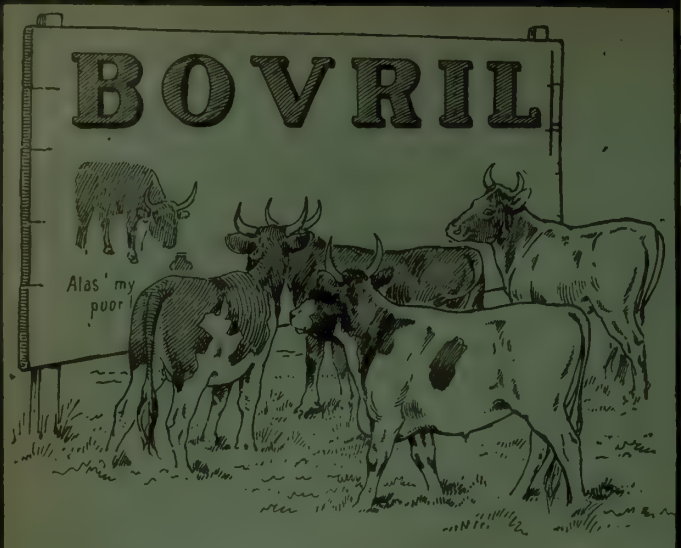

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(In Cartons)

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Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, APRIL 5, 1907. NO. 14.

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"Earn More"
"Earn More"
and
"Earn More"
"Earn More"

Earn More

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contains 67 per cent. ***pure*** oil, over 10 per cent. more than ordinary brands.

ALWAYS THE BEST

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contains 67 per cent. ***pure*** oil, over 10 per cent. more than ordinary brands.

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LOW PRICES
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(Continued on page 4.)

Just a Few Seasonable Lines—— to help brighten up trade

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These sell well with high-class trade—There's money in them—

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—GOLD MEDAL—

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All flavors—fine quality
5-lb. tins, 7 and 30-lb. wood pails
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3 Important Items

to be remembered in connection with the grocery business.

1. The **quality** of your goods.
2. The **price** you pay for them.
3. The **profit** they show you.

In Blue Ribbon Teas you have all these 3 items combined.

The **quality** is undoubtedly the best.
The **cost** low, considering their excellence.
The **profit good,** besides being continuous.

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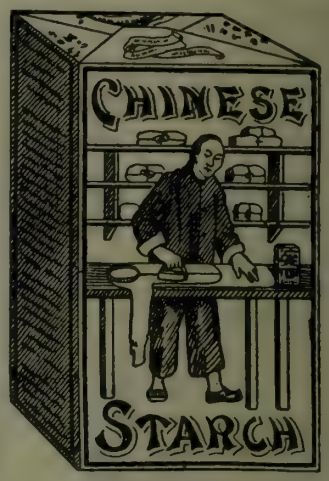
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.



More Profit and Better Satisfaction for your customers than any other starch.

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OCEAN MILLS, MONTREAL

WE WRITE ADS
Retail Merchants,
We can DOUBLE YOUR TRADE
by a series of Strong Advertisements in your local paper.
Full information on request.
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LIMITED

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OLD HOMESTEAD BRAND

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The Old Homestead Canning Co.

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THE PEDDLER IS A NUISANCE

He is destroying your tea trade. Put him out of business by pushing

"SALADA"

The only tea that will do it, as it gives absolute satisfaction to all your customers.

Annual Sale Exceeds 16,000,000 Packets

Wholesale Prices and Terms from "SALADA" Toronto or Montreal

A Good Storekeeper

studies his stock, sells only that which he knows will please his customers.

Magic Baking Powder is the kind that pleases the people.

Do YOU Sell It?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Not even the opening Spring more to be relished than a bottle of

"Sterling" Brand Pickles

Your best customers will tell you so. Always keep well stocked.

Made in Canada by

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

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SCUDDER
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STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

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Begin the New Year Wisely

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BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

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Halifax, - Nova Scotia

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Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected.
Fine Off-Stalk

They will please you.

Packed by

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Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

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Perpetual Advertising assures success. Of course, the quality of your goods must be above suspicion. The ordinary way of advertising comes high. That's why shrewd grocers push

CEYLON TEAS

A good **Ceylon Tea Trade** affords the best possible advertising and it costs you nothing. Stock **Ceylon Teas** and scores of women will sing the praises of your values every week.

RAW SUGAR

300-lb. Sacks. Write for sample and price.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

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Messrs. F. L. Benedict & Co., Montreal.

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ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

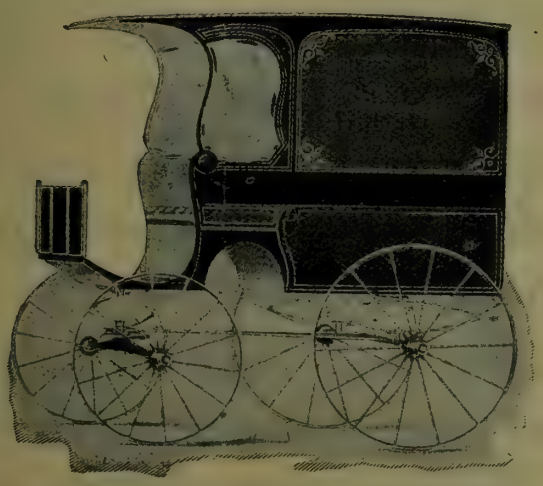
Open the door to Success

Did it ever occur to you to think how much money you could make in the course of the year, and how much more successful you could be just by pushing the sale of some of the smaller items of your stock? Take Jelly Powders and Flavoring Extracts for instance. They never aggregate much money in your stock, but pay a handsome profit in the selling. Try it, and see how many packages you can sell in a day, just by suggesting it to the customers in your store. The ease with which these can be sold will astonish you, particularly so if you are pushing high-grade lines like Greig's White Swan brand Jellies and Flavors. Their quality is such that your patrons want more. Your profit, too, is especially attractive.

Start to-day in opening the door to success—by handling

GREIG'S White Swan BRAND

The Waggon Tells It's Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

A Money Saver

Mr. Grocer, if you can sell an article at a reasonable profit which will save money for your customers, why don't you do so? Wise grocers recommend and sell

2 in 1

because it does save money for their customers. It's the only shoe polish universally approved. Get in a supply now.

Mention The Canadian Grocer when ordering.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada, Buffalo, U.S.

E. NICHOLSON

D H BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & B...

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg,

NO. 3

Canadian, United States, Foreign Manufacturers and Shippers

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On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

LOVERS

of Pure, Wholesome, Delicious Food

Eat

FARMER BRAND

Canned Fruits and Vegetables

These are grown in **OUR OWN** fields, delivered by **OUR OWN** employees, packed by **OUR OWN** skilled help, sold under **OUR OWN** brand to hosts of

Shrewd Dealers

who appreciate our original plan of doing business. You'll make money by recommending

Farmer Brand

and clinch a lasting reputation at the same time.

Send off a trial order. **Or write for particulars.**

FARMERS' CANNING CO.

Limited

BLOOMFIELD, ONT.

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

Camp Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp" COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

There's just one brand of Pork and Beans good enough for the people who know the flavor of

ESSEX
PORK AND BEANS

We couldn't corner Pork and Beans so we cornered the **Flavor.** Everybody says they are delicious.

It certainly does pay the grocer to recommend **Essex Pork and Beans.** Now's the time to send off that trial order.

The Essex Canning and Preserving Co.
LIMITED

8 Wellington St. E. - TORONTO

CALENDAR ADVERTISING
PAYS
LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO.
Limited
Box 580, London, Ont.

DIEU · ET · MON · DROIT

Pure Food is Essential to Good Health
Grocers Buy
Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited
PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld, Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

—PICKLES—

Your 1907 business in **Pickles** and **Olives** will be large and profitable if it's

ROWAT'S

you sell—

Prices: Right.
Quality: Satisfactory.
Profit: Good.

ORDER FROM YOUR JOBBER

French Cable Co.

To insure prompt delivery of your cables to Europe, call C. P. R. Telegraph and see that each copy of cable is marked via French Cable.

Shortest, quickest, safest route.

C. A. CHOUILLOU & CO.
Agents
14 Place Royale **MONTREAL**

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Tartan BRAND

SIGN OF PURITY

Tartan Fruits

If you have not handled **TARTAN** Fruits send us a sample order or phone for quotations. Once tried you will never be without them. There are others but they have not the flavor of **TARTAN** Brand which are just as good as home-made, packed in all sized tins, 2s, 2½s, 3s and gallons. We have Peaches, Pears, Plums, Strawberries, Raspberries, Lawtonberries, Cherries and Blueberries. We do not charge more for these goods than other well-known brands and they are the finest. Ring us up on No. 596. Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

"Pride of Canada"

"Pride of Quebec"

When you sell a customer Maple Syrup or Maple Sugar branded "Pride of Canada" or "Pride of Quebec" you are making that party a regular consumer of this article.

These two brands of Maple Syrup and Maple Sugar cannot be excelled for purity. They are superior to all other makes in every respect.

Therefore, you satisfy the purchaser, who comes to your store again and yet again.

"Pride of Canada" and "Pride of Quebec" Maple Syrup and Maple Sugar build up trade—make this part of your business a decided success. Why? QUALITY!

We're always ready to send particulars.

The Maple Tree Producers' Association

WATERLOO, QUE.

Our Salesman

—in print, goes into tens of thousands of homes in Canada and sells Mathieu's Syrup to those who are troubled with coughs and colds.

Mathieu's Syrup

of Tar and Cod Liver Oil

There is a constant demand in this season for Mathieu's Syrup. It is the only tonic cure made. It carries a good profit—it sells largely and quickly. The demand is constant and large. See to it that you are able to supply this demand. Send your order along for another supply. It will be filled and shipped promptly.

Mathieu's Nervine Powders—the best little cure for big headaches and nerve pains. Makes money for you.

J. L. MATHIEU CO.,

Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores.

RED FEATHER SPICES

AND

IMPERIAL VINEGAR

The Two Best Lines of Their Kind in Canada To-day.

WE SELL THEM BOTH.

W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

There will be a heavier demand this year for

Japan Teas

than has prevailed for many years, and live grocers are buying freely. It is after all the old story of the "rude awakening" of imitations—Japan teas cannot be imitated—they stand alone as the

Purest, cleanest and healthiest teas grown.

SOFTENS WATER

WASHES QUICKER

TAYLOR'S BEST BORAX SOAP

WE GUARANTEE

A Good Profit to you and satisfaction to all your customers.

Not in any **Soap Combine** or **Trust.**

John Taylor & Company
Toronto
Canada's Largest Soap Makers

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

People Want Royal Crown Witch-Hazel Toilet Soap

—they have read our advertising.

—and they've found our Soap all it is claimed to be — healing, beautifying, cleansing.

—Once they buy it they want it always.

It pays dealers to order early and largely.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal,
Agents for Quebec and Lower Provinces.

22

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - Montreal

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams

Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—**DIAMOND BRAND.**

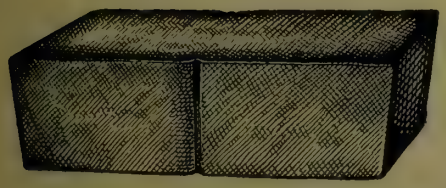
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s,** and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Sold by jobbers everywhere

Montreal

Complete Range. Best Packs.

PRUNES

Prices Right.

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

St. George's

The Best Advertised Baking Powder in Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And, once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's—*compare* it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.

Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

National Drug and Chemical Co. of Canada, Limited
Montreal

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

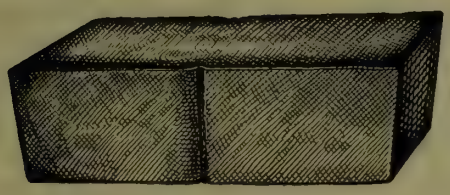
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at World's Fair St. Louis, Mo., 1904. Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Our Twin Block Pure Maple Sugar



PURITY

This Sugar has stood the test of Government analysis for years.

PRODUCTION

The enormous sale and high reputation this Sugar has attained has led others to imitate it.

THE LAW

We have taken legal proceedings against our competitors for infringing our registered trade mark "**Twin,**" and have obtained an **injunction** restraining them from using or in any way offering for sale Maple Sugar under the name of "**Twin Block.**"

WARNING

We caution the trade not to be imposed upon by unscrupulous imitators who offer you inferior goods represented to be our famous **Twin Block.**

Sugars Limited - - Montreal

Wines Liquors Alimentary Products

L. FONTANEL

General Agent and Importer

REPRESENTING:

Pernot's Biscuits — Marge Vermicelli and Macaroni
Guigoni's Olive Oils — Poulain's Cocoa
Jacquemin French Mustard

Will be pleased to quote lowest prices on all Alimentary Products from France, Spain and Italy

207 St. James St. - Montreal

Branches: Winnipeg, Vancouver, Victoria

"The only out and out Canadian Manufacturer of Cocoanut."

Established 1894

WHITE MOSS COCOANUT

STANDARD GOODS

"Liberal Terms and Treatment."

CANADIAN COCOANUT CO., MONTREAL

J. ALBERT McLEAN, PROP.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

TENTS

Made from the celebrated "Gourock Tent Duck," cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins
California Loose
" Seeded, 16 oz.
" " 12 oz.

under to-day's cash importations.

Write for our prices.

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

NOTICE OF REMOVAL

William Galbraith & Son, now at No. 68 McGill Street, beg to announce their removal in a few days to No's 80 and 82 St. Peter Street, Montreal.

Our friends and patrons will always find the latch string out at this address and we hope to continue to receive a fair share of your custom, if honest values, quality of goods, and square dealing merit it.

WM. GALBRAITH & SON,

80 and 82 ST. PETER STREET, MONTREAL

We control "Canada's Pride" canned goods for Montreal. These goods are unrivalled in the Dominion.

OUR COFFEE TRADE

is daily increasing.

Yours will if you will handle our leaders,

MECCA, DAMASCUS, CAIRO and SIRDAR

Samples and prices for the asking

James Turner & Co., Limited, Hamilton, Ont.

ANY BOY CAN OPEN A BANK ACCOUNT

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies. Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

A Watch and Boxing Gloves and other prizes, in addition to money, for good work.

BOY DEPARTMENT

The MacLean Pub. Company

10 Front St. E., TORONTO

Some soaps are pure and yet harmful. You will not disappoint your customers by recommending our

Castile Soap

Why should you place your orders in Europe when you can obtain a purer and better soap at home? Write for particulars.

The Canadian Castile Soap Co.

LIMITED

Berlin, - Ontario

Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any size and style.

If you want more Business from Western Canada;

¶ If you want to establish agencies;

¶ If you want to get your goods better known to consumers;

¶ If you're introducing a new article and want to get it in the home and the store **quick**;

¶ Take a space in

Western Canada's Pure Food Show

Winnipeg, July 1-13-07

¶ If you want 60,000 consumers to know your product;

¶ If you want housewives from all over the West to try your product;

¶ If you're looking for an increase in your trade;

¶ Send in your application.

"It's the Only Way"

ADDRESS

W. A. COULSON, Sec'y,

Retail Merchants' Assn. of Western Canada,
53 Scott Block, Winnipeg, Man.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

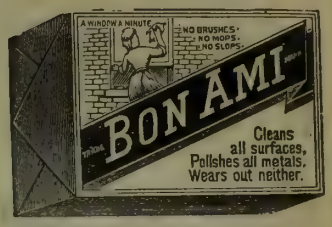
Agents in Canada

HUDON, HEBERT & CO.

LIMITED

Montreal.

The most liberally managed firm in Canada.



GLASS and PORCELAIN

- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS

- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

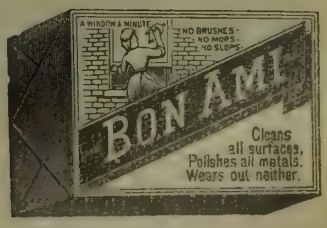
CELLULOID

MARBLE WORK

WOOD WORK

OILCLOTH

PAINTED SURFACES



Third Pure Food Show in Toronto

A Retrospect—Another Big Success for the Retail Merchants' Association — Large Number of Interesting Exhibits —Record-Breaking Attendance — Some of the Booths.

The Third Annual Pure Food Show, held in Toronto at Massey Hall, under the auspices of the Grocers' Section of the Retail Merchants' Association of Canada, came to an end on the evening of March 29. The show, as a whole, may be pronounced an unqualified success, but looking back over it in a general way, there are some features which seem to stand out above the rest, and, for this reason, to invite especial notice. The various entertainments provided for the enjoyment of visitors were on a scale commensurate with the other departments, and, in the opinion of the majority, surpassed anything

Halifax Fish Company's Display of Codfish.

hitherto attempted by the committee. Space does not permit of any detailed mention, but Paris Chambers, the cornetist and Harold Jarvis, tenor, were perhaps the most popular contributors to the programme.

The attendance throughout the fortnight was absolutely unprecedented, the hall being packed so full every evening that it would have done the heart of R. J. Fleming good to have seen it. Every booth on the floor was patronized impartially and the demonstrators had their hands full to attend to the crowd. All the exhibitors seemed to have spared no trouble in endeavoring to make their booth the most attractive in the building, and the result, both as to arrangement, brightness and general effect, was such as may be imagined.

The officers and committee were as follows: M. Moyer, chairman; J. H. Walker, 1st vice-chairman; A. Snuggs, 2nd vice-chairman; J. Bond, treasurer; F. C. Higgins, secretary. The committee were: George Good, chairman; F. C. Higgins, J. H. Walker, J. Bond, W. M. Miller, F. Giles, A. Coulter, F. Hall, A. Snuggs, T. W. Squire, A. B. Griffin, J. Medland, H. Yeates, Frank C. Bruce, A. W. Johnson, C. Simpson, J. W. Nettleton, T. M. Charlton, John Doyle, S. H. Gibbons, H. B. Somers, J. A. Hopkins, J. Gregor, W. A. Gardiner, R. W. Hollinger, F. Spooner, A. F. Albright, H. G. Doyle; M. Moyer, treasurer, and E. M. Trowern, general secretary. The object of the exhibition, as officially announced by the committee, was as follows: "The object of the Pure Food Show is to impress on the public mind the necessity for the use of higher food products, and the Grocers' Section of the Retail Merchants' Association of Canada have taken this means of educating public sentiment, and have therefore introduced exhibits of the best manufacturers, and combined with them a high class of entertainment, which the public greatly appreciate."

Where all are of such a high standard of excellence, it is a difficult, and, indeed, a thankless task, to particularize, but we give below photographs of and comments upon some of the more striking of the exhibits, and to those of our readers who were unable to be present these may serve to suggest a general impression of the character of the whole.

The Halifax Fish Co.

On the east side of the hall, the booth of the Halifax Fish Co. attracted a good deal of attention from the ladies. This is a comparatively young concern, and only made its bow to the trade of Ontario and Quebec, early last fall. The managing director is Gilbert S. Troop, formerly of the firm of Black Bros. & Co., Ltd., the original exploiters of the absolutely boneless codfish, specially prepared for high class trade. Mr. Troop spent several years at La Have, N.S., studying and personally superintending the preparing and packing of the brands originally put on the market by his old firm. Early last year the Halifax Fish Co. was formed and a new factory built at Woodside, Dartmouth, N.S., the fish being taken direct from the vessels alongside the wharf into the packing house, where the most diligent care is exercised in its preparation.

The leading brands of this company are: "H. F. Co.," "Scotia," "Chebucto," and "Woodside," the first two being of the purest Atlantic codfish and absolutely boneless.

"H. F. Co." brand is packed in 1-lb. and 3-lb. boxes and "Scotia" in 2-lb. and 1-lb. paper-wrapped tablets.

The accompanying cut will show the attractive manner in which these goods were displayed, and H. T. Graham, special traveling representative of the company, was assiduous in his attention to callers and, with his assistant, furnished much interesting information.

In addition to the packing house at Dartmouth, N.S., the company has two fishing stations at Mutton Bay and Macattina Island, Labrador.

Once the consumer understands the best way of cooking salt codfish there is no more delightful or attractive form in which the goods can be purchased, than in the small boxes as specially prepared and packed by the Halifax Fish Co., for best grocery trade. By this method of packing and distribution the fish is subjected to a minimum of handling and reaches the consumer in a clean and inviting form. The healthfulness of a fish diet is universally conceded, and in these days of special foods, pre-digested and otherwise, it is a pleasure to revert to nature's great brain food, the product of our own North Atlantic.

Anderson, Powis & Co., 15 Wellington St. E., are the Toronto agents for the company.

"Red Rose" Receives.

A very cosy booth with illuminated ruby lights, giving it a decidedly eastern effect, bright young ladies to serve you, every attention from those in charge, and a delicious cup of tea, made the Red Rose Tea room a centre of attraction and popularity.

"Red Rose" Tea Party

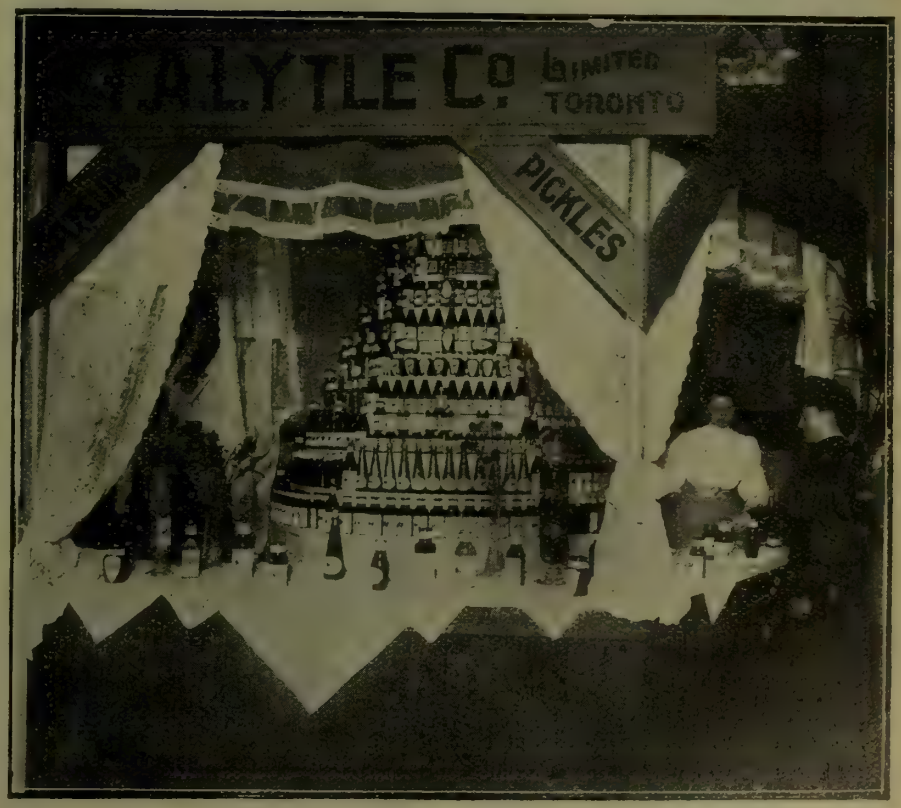
"Thoroughness" is the motto of T. H. Estabrooks' business, and it was very apparent in this case, no pains or expense being spared to make their exhibit a decided success, a success whose achievement was thoroughly demonstrated by the large numbers seated at the little tables enjoying this now famous tea.

A large, framed picture of the head office of Red Rose Tea at St. John, N.B., occupied a prominent position, and one could easily believe, after seeing it, that the phrase, "the largest tea warehouse in Canada" was surely merited.

A Sterling Exhibit.

The Lytle pickles, Sterling Brand, are a household word in many thousand homes throughout the world, but Mr. Lytle, being a man who believes that no matter how widely known an article may be, a little extra publicity never comes amiss, the company's booth was arranged and fitted up in a manner worthy of the reputation of its products. A continual demonstration, chiefly of sweet pickles, chili sauce, Canadian relish, and marmalades, was in progress every afternoon and evening, and from the standpoint of popular favor and public interest the exhibit was a marked success. This company has made somewhat of a specialty of tomato catsup and sweet pickles, lines which were very much in evidence at their booth, and in these, as well as in jams, jellies and marmalades, they are virtually at the top of the list. Their present factory at 128 Richmond Street is crowded to the bursting point, and the firm will soon occupy the more commodious quarters now being built for them on Sterling Road. The new premises will be approximately five times as large as the old ones.

Established over a quarter of a century ago, the T. A. Lytle Co. were the first to put a high grade pickle on the market, in competition with the English products, and have created a demand for their goods which is practically international and unapproached by any similar institution in the Dominion. In fact, it may be said that they are among the very few who made an initial success of the pickle business in Canada twenty-five years ago, and who have at the same time maintained the high standard of excellence which characterized them at the outset.



T. A. Lytle Company's Pickles, Catsup and Sauces.

More Baking Powder.

The booth devoted to St. George's baking powder was another which received considerable attention during the show. This powder has only been on the market a little over two months, but it is already a thriving and popular infant, having fifteen branches from Halifax to Vancouver devoted to its interests, one special representative in the Lower Provinces, another in the west, and an up-to-date and aggressive manager in Montreal. This, for a child not yet three months of age, is a promising start in life. Its parents are the National Drug and Chemical Co., of which D. W. Bole, M.P., is president.

St. George's baking powder do not make any extravagant claims for themselves, but they have one watchword, which they thunder forth with unceasing vigor, resting neither by day nor night from driving it home into the heart of every housewife in the Dominion, "Purity." Nothing more, but nothing less. It is no slight thing to undertake the fulfilling of every obligation which the word implies, but the St. George's people have confidence backed by brains, and brains by honesty—a winning combination.

In the fortnight during which the Pure Food Show was in progress, this booth distributed something over 10,000 free samples, and with every sample presented an unusually interesting and useful booklet, crammed from cover to cover with valuable receipts and suggestions. Mr. Brewer was in charge, and if one may judge from the energy, enthusiasm and capacity for hustle which he displayed, the success of the venture is as good as assured.

Among many others who exhibited may

St. George's Baking Powder.

be mentioned; Christie, Brown & Co., biscuits; John Taylor & Co., soaps and perfumery articles; the Majestic Polishes, Kerr's Butter Scotch, the Simplex Polishes, Holbrook's Sauce, McLaughlin' Lime Juice, the Nugget Polishes, Tobler's Milk Chocolate, Jennings' Flowers, (a most beautiful exhibit), Armour & Co.'s Extracts, Queen Candy, and the Atlantic Soap Company.

The International Food Co.

Another demonstration which obtained its full share of patronage was that which took olace inside the booth of the International Food Co. Reliance Baking Powder, Reliance Breakfast Food and Reliance Extracts all underwent a cooking test in full view of the spectators, in order to convince them by actual sight and taste of the superior and appetizing quality of these goods.

The appreciative and complimentary remarks expressed by the thousands who availed themselves of this opportunity speaks well for the hold which these lines have obtained upon the public. Reliance Breakfast Food, which was only recently placed upon the market, has achieved an initial popularity which must be exceedingly gratifying to its promoters. It came in for marked attention at the booth, and was the subject of especially favorable comment. It makes a most healthful and delicious wheat porridge, and, being thoroughly sterilized, reaches the consumer free from all germs and in a pure, fresh condition.

The "Purple Packages," in which all the Reliance health food lines are put up, are as well known as the quality of the goods inside them, and that's saying a lot. Judging from appearances the future of the International Health Food Co. has a roseate hue that makes the Aurora Borealis look like the Black Hole of Calcutta on a dark night.

The Jam of Quality.

E. D. Smith's exhibit was in charge of F. J. Blackburn, of the firm of W. J. Patrick & Co., the Toronto agents. They report a rapidly expanding trade, and the past season to have been a record-breaker all round. This firm is putting up a tomato catsup which is pronounced by the epicurean to be about the best ever. It is being used by most of the leading hotels and buffets in the country.

A bulletin issued in June, 1906, by the Department of Inland Revenue, Ottawa, furnishes about as convincing a proof of the absolute purity of the jams and preserves put up by E. D. S. as could well be obtained. Out of 182 samples collected by the department, only 29 were (like Caesar's wife) absolutely above suspicion, and of this number no less than ten were made by E. D. Smith, of Winona. The next largest number to be credit of any one person or company was three, and not one single pure sample was made in Canada (outside E.D.S.) by any of the leading establishments manufacturing a general line of jams, jellies and preserves, and catering to the trade of the whole Dominion.

PICKLES FOR THE KING.

Something About Gillard & Co., Condiment makers to His Majesty.

Among the foremost manufacturers of condiments of the highest quality are Gillard & Co., of London, Eng. Their products have been on the Canadian market for some years but, because of lack of publicity, they have not received the recognition they deserve and in England have achieved. There Gillard's pickles are used daily in all the royal palaces.

Gillard & Co. have a reputation in England second to none as makers of the very best condiments, and this fact is corroborated by their having receiv-

"Reliance" Health Foods.

ed warrants of appointment as manufacturers of sauces and pickles, both to His Majesty the King, and H. R. H. the Prince of Wales, thus having the unusual honor of holding double royal warrants.

Gillard's pickle was almost the first English fancy pickle that was brought out and during the past thirty years it has had many imitators. People who eat this pickle as a rule do not want to return to the ordinary kinds of pickles.

Gillard's sauce has also been on the market for many years and is one of the very few good sauces made. It is also, considering its high quality, extremely cheap in price and leaves plenty of scope for profit to the retailer.

Gillard & Co. have representatives in Toronto, Montreal, Halifax, St. John and Vancouver, and their goods can be obtained from any of the large wholesale grocery houses.

E. D. Smith's Preserves and Jams.

OPPOSED TO SEEDED PRUNES.

Some Packers Are — Inventor Elliott Has a Peach-peeler Next.

T. H. Elliott, of Selma, Cal., inventor of the seeded prune process, has devised a peeled-peach machine which, it is claimed, will turn out peeled peaches at the rate of ten tons a day. Experiments have demonstrated the success of the machine. The machine-peeled peaches can be sold at a good profit for 4c. a pound below the usual price for hand-peeled peaches.

In noticing the new prune-seeding process recently the Canadian Grocer stated that Guggenheim & Co. had secured the rights for the machine. Mr. Elliott has written to say that that is incorrect.

There seems to be a wide difference of opinion as to the practical value of pitted prunes as an addition to the food supply, but experiments have been hampered by conditions due to the imperfect state of the art of preparing the goods for the market, says the New York Journal of Commerce. It is pointed out that when seeded raisins were first put on the market they had not only to overcome the prejudice in favor of the seed-bearing fruit, but had the additional handicap of imperfect methods of production. Still, to-day the bulk of the California raisin crop is marketed in the shape of seeded fruit, and enthusiasts believe that the time will come when prunes relieved of their pits will be the only kind to be found in retail stores. Some of the big coast pockers who have been looking into the question of substituting pitted prunes for the kind that is now popular do not agree with this view.

One of the biggest of them, in a communication addressed to their eastern representatives, says:

"We have made no arrangements to pit prunes this season, and at present we have no intention of doing so. Our reason is that we believe the whole proposition will blow up in smoke after this season, and we are not going to a heavy expense for the purpose of having same prove absolutely worthless should the pitted prune business not turn out as expected by some of the pitted prune boomers. It is the opinion of several of the leading packers who have had long years of experience in handling prunes that the flavor of the prune in cooking is largely derived from the pit, and that pitted prunes when cooked will not please the consumer; that is to say, the flavor will be dull and insipid. Our experiments lead us to this belief. Furthermore, samples of Santa Clara prunes which have been sent to Fresno to be pitted show that only sizes 60-70s and smaller can be pitted at all, as the larger sizes become badly disfigured in the process. It is a well-known fact that the Santa Clara prune, containing much more sugar than the San Joaquin prune (on which the principal experiments have thus far been made) clings much closer to the pit and is, therefore, much more difficult to handle in this way. As a result, the larger sizes (Santa Claras) cannot be pitted to make a presentable article. We have made a number of cookings, and found the pitted article quite tasteless. Anything new in our line naturally appeals to the retailer, but in our opinion he will soon tire of handling this article when he finds that the consumer does not discover the real prune flavor in the pitted article. What to our minds is even more important than the question of flavor is the opinion expressed by many here to the effect that pitted prunes will not keep."

PERSONAL ITEMS.

E. C. Whitman, Canso, passed through Montreal on his way to Boston.

Theo. Labatt, vice-president St. Lawrence Sugar Refining Co., has returned from a pleasure trip to Pasadena, Cal.

A surprise party was in store for two of the MacLaren Imperial Cheese Co.'s representatives on Saturday. E. Hustwith and J. M. Wright received handsome stick tie pins for extra good work during the past month.

AN EXAMPLE TO FOLLOW.

The employes of E. W. Gillett Co., Ltd., had an extra day's holiday last week, the company closing up for the Saturday between Good Friday and Easter Monday. This gave the large office and factory staff an opportunity of visiting their homes and friends in the country. Manufacturers and large employers of labor will find this a good enough example to follow. "Go thou and do likewise."

A. H. Brittain, of A. H. Brittain & Co., Montreal, is getting into print on menu cards. At one of the local restaurants every now and then business men read under "Fish" "Halifax Fish Cakes, Brittain Sauce." Mr. Brittain himself, while admitting the fish cakes, does not know where the sauce comes from, but it is safe to say that "Brittain Sauce" is becoming quite popular down town.

FROM GROCER CORRESPONDENTS

INGERSOLL.

Following in the footseps of several other places in the province, Ingersoll will soon have a dual telephone service. Over a year and a half ago, when the matter of renewing the contract with the Bell Telephone Co. was before the council, local men conceived the idea of forming an independent company. Action along this line was immediately taken; several of the more enterprising and monied citizens became interested, and the result has been that in a very few days this new company will have their system in operation. At the time when the new company was being promoted there was a strong sentiment in favor of opposition to the Bell, a fact that is borne out by the large number of subscribers secured by the new company. After securing a franchise from the council, the new company went on the warpath for subscribers, both the town and rural districts being canvassed very systematically. When the system is in operation the company will have over three hundred subscribers and there is every probability of the number being considerably augmented. Of course, there are many arguments against a dual telephone system, but as the situation is at present, both lines have simply got to be used if the ground is to be covered, and all up-to-date merchants are fully aware of the importance of the telephone.

Jacques & McPherson, grocers, whose stock was damaged by fire two weeks ago, have decided to discontinue business, a fact that will occasion no little regret with many customers and other friends in social and business circles. They enjoyed a large patronage, and their store was always neat and attractive. Mr. McPherson has decided to return to his "first love," the newspaper office, where he will do duty on a linotype, while Mr. Jacques will in all probability take up his abode in Uncle Sam's domain. Scores of friends here will wish them abundant success.

Judging from the attractive Easter windows, Ingersoll grocers are rapidly becoming educated to the importance of window displays. Never before was so much attention given to window dressing by local grocers as was the case last week. It has been truthfully said that the window is a fair index to the store and this was well exemplified in more than one instance last week. Not only did the windows contain many artistic features, in which Easter lilies played a prominent part, but seasonable articles were brought to the front in such a manner that the passer-by was almost sure to pause, and on second thought to enter and purchase. It is gratifying to note the progress that the grocers are making in dressing their windows and it is to be hoped that ere long some of them will enter The Canadian Grocer's competition.

As was predicted by your correspondent a week ago, maple syrup was a scarcity here on Saturday. Not a pint of the delicious fluid was offered for sale and the season is believed to be about at a close. The supply has been very limited and but a small proportion of the citizens have laid in their supply. Eggs were plentiful and the price dropped to fifteen cents per dozen.

KINGSTON.

"Easter trade very good this year" was the verdict of nearly every merchant I met. The market was a large one and well attended. Eggs were plentiful and brought 20c. a dozen, a few lots selling at 18c. Chickens and fowl were up on the roof, and you had to put up the shot to $1.50 a pair to bring them down.

The display of Easter lilies and other early hot-house flowers was interesting. A reporter was around with his camera taking snap shots at them, and said he couldn't afford to buy any, but would be satisfied with a picture of them to look at; not to smell.

William M. Cammon has again been appointed market clerk and now the crooked farmers have to be straight around the square.

James Crawford got the contract for supplying the penitentiary with grocery staples and R. J. Carson, sundries. The prices were cut down to blood, the lowest being about $500 lower than some of the tenders sent in. Tendering is a lottery; if prices go up, O.K., if they go down, N.G.

Herb Dunlop, late with Jas. Redden & Co., has secured the position of manager of the Calvin Co.'s store, Garden Island.

Alex. Sharp, the popular clerk for many years in the House of Commons, has returned, and may resume his duties as head clerk for Crawford & Co., grocers.

Andrew Shaw, formerly of the firm of Shaw Bros., grocers, Cornwall, and lately manager of the Charleston 5, 10 and 15 cent store, Ottawa, is going to open up on his own account in the 5 and 10 cent business in Hull. He is an old Kingston boy and we hope his venture will pan out nuggets of golden hue.

A company of wealthy Hebrews, of Montreal, have leased the Frontenac hotel, and will fit it up in style suitable for summer tourist trade. It is a much-needed luxury here. A New York man will be appointed manager. The hotel is situated close to the railway stations and steamboat offices, so tourists need not take a cab unless they want to take a drive around the block and come back where they started and pay 50c. for the trip.

Joseph Hiscock, agent for the Canadian Fruit Growers' Association, is opening up a branch in his old premises on the market square, where he first started in the grocery business twenty-seven years ago. Previous to that he was first engineer on one of the mail boats. He is now in the fruit and fancy goods trade.

James Redden & Co. have the contract again for supplying tea to the penitentiary.

Jim, the grocer, several years ago said that the Italian banana peddlers ripened the bananas in their beds. This report went around like wildfire and no banana peddlars have since troubled Kingston. Hamilton correspondent, please note this fact.

LONDON.

For a number of years there has been an organization of some sort amongst the retail grocers of London, but not until March of last year has it assumed an aggressive character. Prior to that time the Retail Grocers' Association seemed to exist solely for the purpose of holding an annual picnic, and it must be said that the picnic was invariably a success. But a little over a year ago the trade began to realize that the association, as it existed, did not fill the bill; that what was needed was an organization that would do things. The matter was taken hold of by some of the more enterprising grocers, and the result was the old association went out of business and a new one came in. The aims and objects of the latter are the advancement and protection of mutual interests and the maintaining of living prices, which means the doing away with the bargain counter. The first matter taken up was the institution of a weekly half-holiday (Wednesday afternoons) during the summer months, which was found to work so satisfactorily last season that it has been decided to continue it during the coming months. The telephone question is another important matter in which they have taken an active interest, the members having circulated a petition and several hundreds of signatures obtained asking the city council to insist on lower rates before granting a franchise. In addition to this is the movement previously referred to in The Canadian Grocer, looking to the appointment of a permanent secretary to look after the interests of the trade. Its objects being purely local, the association is independent of any other organization, and not one member approached by The Canadian Grocer on the subject could see any advantage to be gained by affiliation with the Retail Merchants' Association. Indeed, none could be found who appeared to have given such a proposition consideration, so that it is quite evident affiliation is not a live issue with the Retail Grocers' Association of London.

The retail grocers are worked up—at least some of them are—over the announcement of one of the most prominent Dundas street merchants of his determination to abolish credit and adopt the cash system. In his advertisements he quotes slightly reduced prices for various lines of goods, and it is this fact that is causing others in the trade anxiety. The Retail Grocers' Association is to meet this week to discuss the situation, and it is not unlikely that other grocers will consider it necessary to meet the cut prices. If so, citizens generally will be the last to complain. When interviewed by your correspondent the grocer in question said he was tired of the credit system and was determined to get out of it if possible. So far as price-cutting was concerned, he contended he was doing no more than other members of the association were doing, and that, too, without being called to account.

Local store clerks are making a move to secure early closing during the months of July and August. A number of them got together a few nights ago and discussed various plans. Finally, it was

decided to ask the employers to close the stores at five o'clock every evening during the months named, instead of having Wednesday afternoons off, as last year. Some of the employers spoken to were inclined to regard the proposal favorably, and the clerks are hoping that if a majority adopt the suggestion the others will fall into line. Another meeting is to be held shortly.

John Lawson, the Dundas street grocer, who accompanied the delegates from the Canadian Boards of Trade who visited the West Indies to examine into trade conditions, has returned home. He declares that with proper care in shipment a great trade can be worked up between Canada and the islands. Mr. Lawson has made large contracts for the shipment of West India fruits to Canada.

MONTREAL.

W. Gray, who has been with Scroggie's grocery department for the past year, has left to accept a position with D. D. Munro & Co., further west on St. Catherine street. Mr. Gray will be missed at the big departmental store, where he had charge of the provision counter. He is a good man on bacon and smoked meats generally.

T. K. T. Stone has returned from a short trip to Peterboro and Toronto. Mrs. Stone accompanied him.

There is a feeling among the grocers in Point St. Charles that the next progressive move by sellers of foodstuffs in that district will be something in the way of a weekly holiday. It is thought that Wednesday or Thursday would be a good day to close, allowing the clerks opportunity to get around and enjoy themselves. If the movement was general it would be a success and Point grocers are very seriously considering the matter. What's the matter with grocers in every part of the city taking the idea up. Why not close for half a day a week anyway? It would be easy to educate the people to buy previous to the closing or immediately after reopening.

Z. St. Onge, who for a long time worked with J. Stetson, Hibernia Road, has left Mr. Stetson, and with Mr. Gilbert, who formerly kept a store on Conway street, has purchased the business of Arthur McCrory, 525 St. Antoine street. The firm will carry on business under the name of St. Onge & Gilbert.

Boisvert Freres, Hibernia Road, have a fine store and everybody in it is kept hustling all day long. It is one of the largest places of business in the Point in the grocery line, and the fixtures are modern, making it possible to arrange the stock in a very economical and convenient manner.

Canada Maple Exchange has erected a booth in the grocery department of Scroggie's, and will demonstrate their specialties in that store.

NEW BRUNSWICK.

The Maritime Railway and Power Co. are installing a large and powerful plant at Maccan. These extensive works are being built for the purpose of supplying Amherst with electrical power and lighting. The slack coal from the coal mines, much of which now goes to waste, is to be used by these works in driving the 150 horse power engine which is being installed. All the extensive machinery for conveying coal, ashes, etc., is being installed by the Truro Foundry and Machine Company.

* * *

A wood-working establishment will shortly be started on the eastern side of La Have River, Lunenburg county, under the name of Tefler Bros., Ltd. Besides the Tefler Bros., several parties in Bridgewater are interested. The new company will go extensively into the manufacture of all kinds of house, office, store and church furnishings. The plant will be equipped with the most modern machinery.

T. H. Dupont, civil engineer, of Montreal, is in Summerside, P.E.I., taking a survey preparatory to revising the plans made some years ago for the waterworks and sewer system.

* * *

Emerson Biglow, an employe of the N. W. Eaton Co., Canning, and Joseph Biglow, one of the best known building contractors in Kings County, are preparing to leave for the northwest. Cornwallis is losing many of its estimable inhabitants this year, most of whom are consumed with desires for the Greater West.

* * *

James W. Day, a prominent business man of Parrsboro, N.S., has left for Edmonton, Alberta, where he intends to reside. He has been prominently identified with the affairs of the town for years, and on more than one occasion he has filled the office of chief magistrate of the town.

PETERBOROUGH.

A big business deal was put through in this city which was a general surprise, although of interest to everyone. On Thursday last E. F. Mason, of E. F. Mason & Co., purchased the stock, business and real estate of Jas. Edgcumbe, one of the leading grocers. The store is situated in the north end of the city, and Mr. Edgcumbe has worked up a very large trade of the best class. He has been in business for the past 19 years, and every year has seen an increase in trade. He has always carried a heavy stock of the best class of groceries, and he has enjoyed a turnover of over $20,000 a year for several years. His only reason for selling out is failing health, and, of course, he got his price.

By the transfer Mr. Mason becomes the proprietor of three large grocery stores, one in the north end and two in the centre of the city, and all three are doing a big business.

The real estate in the transaction consists of the grocery store, a butcher shop, two dwellings and a good stable, all brick and well built. When the Coats Co., of Scotland, locate in the north end Mr. Mason will be already settled there, and the new premises are so built that the grocery store can be easily and advantageously enlarged. The price paid for the whole thing was $12,000.

Mr. Mason is one of the most progressive merchants in the city. His father established the main store some 27 years ago, and he took over the business after his father's death, about 14 years ago, and has conducted it since. In 1903 he established what is known as the south store, and it has proved very successful. This big grocer is a young man yet, but has proven himself capable and strictly up-to-date. He has been very successful.

The stores of E. F. Mason & Co. will be in charge of Mr. Mason, as general manager; Jas. Fanning is superintendent of the main store as before; D. H. Kernaghan, a very popular grocer, was taken from the south store and put in charge of the new one, and W. H. Dayman has been advanced to management of the south store.

* * *

Easter in Peterborough this year broke all records for this season. Never before were such crowds in the city on the Saturday following Good Friday. The stores were crowded from early morning until ten o'clock at night, and many customers were turned away. The grocers got their full share of the Easter shopping. They were kept so busy that it was impossible to sweep out and the delivery rigs were on the go until Sunday morning. The people simply flocked into the city from all the surrounding towns and villages, while the country roads were lined with farmers driving in. The stores were very attractively decorated for the holidays and it was a treat to just see the windows. The butcher shops report more than double the trade for Easter that they had at Christmas.

* * *

A number of the city merchants were up in the police court this week for blocking the sidewalk contrary to the by-law. They were all fined, and before long the other merchants will take a tumble and keep their boxes and bags off the street.

* * *

The flour and cereal mills here are greatly handicapped by the very slow movement of grain. There is very little coming from the west and practically none from local farmers. The roads in the country have not been very good lately and the farmers will not haul to the city. Last week some of the largest mills were closed down on account of having no wheat. They started again Monday but they cannot begin to cope with the great demand for their goods. The cereal mills could run twenty-four hours a day if the raw material could be secured. The supply has been short, however, ever since the heavy snowstorm in the west blocked the railroads.

* * *

The Quaker Oats Co. are now installing a new plant in their mammoth mills here for the manufacture of another cereal. This new food stuff will be known as Quaker Wheat Berries. It

(Continued on page 41.)

PRIZE PROVISION DISPLAY

Window Dressing Which Won the Prize in The Canadian Grocer Competition—Done by H. Jones, for J. B. Kemp, of Pembroke.

Entries in the window dressing competition during February did not justify an award; neither did those received in March. We have bulked them, and the judges in their wisdom have distributed honors as follows:

1st prize, J. B. Kemp, Pembroke, dressed by H. Jones.

2nd prize, Gibbons Bros., Toronto, dressed by J. M. Thom.

3rd prize, A. Hagmeier & Co., Hespeler, dressed by Gordon Hagmeier.

The window of J. B. Kemp, Pembroke, winner of the first prize, is reproduced herewith, and it is especially interesting in that it is a provision display. This is a department to which many grocers give too little attention, and it seems a fairly grounded hope that Mr. Kemp's evident success, as shown in this illustration, will stimulate interest and some activity in this direction.

Mr. Jones, who dressed the window, describes it in detail as follows:

Front centre: One side of green bacon, with two Windsor backs lying pointed toward centre; flanked right and left with one each Matthews' "Rose Brand" cooked hams. Right corner: One pile of "Corona" creamery butter, one-lb. blocks, and one slab or side of Fearman's breakfast bacon. Left corner: One pile of butter as above and one side of Fowler's bacon.

Middle centre: One side of Davies' Wiltshire smoked bacon, cut as per English style, with extra fore-hock and gammon showing; flanked right and left with pails of lard, one pyramid of teas. Right: With tomato catsup, one pyramid of corn. Left: With catsup, two artificial palms and wrapped Windsor backs.

Back centre: Cheese cases showing creamery brand, with one Canadian Stilton, one and one-half Roquefort, and one cheese lying on side (which unfortunately does not show), cheese cases surmounted with can tomatoes and catsup. Right and left: Pyramid of "Clover Leaf" salmon and "Sockeye" salmon, with olives on left and heavy tomato catsup on right.

Space left at back, both sides, to allow of easy access to goods.

PRIZE PROVISION WINDOW.

SIMPLE AND EFFECTIVE.

A display in the window of Michie & Co., Toronto, impressed the writer as combining in a marked degree the qualities of simplicity and effectiveness. The background was honey, large jars placed on top of bulk packages. In front of that and occupying most of the win-

(Continued on page 47.)

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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Farmers' Canning Co., Bloomfield, Ont.
National Drug Co., Montreal.

ORGANIZATION.

Our advocacy of a national association of retail grocers based upon provincial and local organization is not a passing fancy. We propose to keep at it until something is done. While urging the independent organization of the grocery trade we have insisted just as strongly that there should be an organized co-operation of all retail interests by some such scheme as an amalgamated board, to deal with matters, particularly legislation relating to the retail trade generally. It is interesting to know that a movement in this direction is now taking form in the United States. In the weekly Bulletin of the National Association of Retail Grocers, Secretary John A. Green, says:

There is at the present time a growing tendency toward a federation of the retail interests of the United States.

An invitation from Virginia asks that the grocers' association take part in a conference in regard to railroads and raidroad rates, saying that invitations had been sent to, and naming representatives of almost every body of retail merchants in the country.

A letter received within the last day or two from the National Arbitration and Peace Conference asks that representatives of our organization attend a meeting in New York April 14.

Many of the trade papers are taking up and advocating this proposition, and it may be but a short time before such a thing as a national meeting can be arranged or a conference of representatives from the retailers' associations all over the country.

This does not mean the wiping out of the individual retail associations by any means, but it does mean a concentration of strength, a union or unity of purpose, seeking to utilize our own resources for the advantage and benefit of all concerned.

The interest aroused by the National Hardware Dealers' Association, the National Jewelers' Association, our own association, as well as several others, in regard to opposition to the parcels post bill is but an instance which goes to prove that our interests in that matter are one.

The abuse of the garnishment law interests all members of these different associations alike.

The effect of the work and energies put forth from an individual standpoint is apparent, but did we work with a perfect understanding through a federation, our position would be impregnable.

Hence, it would be to the advantage of all, if before another congress was elected that a combination or federation of these interests could be brought about. It would be one of the greatest achievements of modern times in association work.

A WARNING.

There are several men who appear to be systematically going about the country soliciting subscriptions for the MacLean Trade Newspapers and Magazines and are pocketing the proceeds where they are able to land a subscriber. Several people have been victimized in this way. Some of these men are not confining their efforts to the MacLean papers, but, from enquiries we have received from one or two of our contemporaries in the United States, are practising the same methods in regard to their publications.

Business men and others are cautioned to look out for these fraudulent canvassers, and we would take it as a great favor if they would notify us by wire, at our expense, should they meet any of these men, as it is our intention to prosecute them if we once get the hands of the law upon them.

No one is authorized to solicit subscriptions for us unless he has our regular subscription forms and a letter signed by us giving him the right to receive moneys on our behalf. Our friends, the travelers, frequently send us subscriptions, and, of course, where a merchant knows a traveler to be representative of a reputable house he may be sure that the subscription he may take will reach its proper destination.

We trust that our friends throughout the country will lend us their assistance in endeavoring to land these fraudulent solicitors. The names of the men and the localities in which they were last heard of are: C. H. Raymond, Berlin, Ont.; J. C. Murray, Farnham, Que.; McDonald, St. Hyacinthe, Que. There is another, operating in Galt, whose name we have not yet ascertained.

TOMATOES.

The tomato situation is not solved. Different opinions are held about it. Some say it is sick, others that it is strong, and still others, steady. Probably the most pertinent question is "Do high prices check consumption?" Some say that at two tins for a quarter consumption is greater than at 10c., because a can in the house is used more quickly than another would be bought. Others scout the idea as ridiculous. We would like to have some retailers answer this question.

The somewhat curious situation in Toronto, outlined in the Toronto correspondence, leads one to ask what portion of the trade elsewhere is stocked, or partly stocked, with tomatoes of '05 pack. They are as good or better than last year's pack.

One thing the high prices have done. There has not been any speculation by retailers in 1906 tomatoes. And if indications are to be relied upon prices will be higher this season. A firm of Maryland brokers, Strasbaugh, Silver & Co., in their latest weekly circular, say:

"Only a few packers have been able to contract for anything like a half proportion of their usual acreage, and growers evidently have concluded that it is better not to contract at $9 per ton when they remember the bid price during the last two packing seasons reached $15, $25, and even $30, per ton. Prior to the last two years in question, the price for raw stock ranged at $5 and $6, sometimes $7 and $8 per ton. These figures, however, were not in "Harriman" days, and the farmer is as usual alert and in line with the spirit of the present age. Cans then used to sell at $1.35 per hundred, now it is $19 per thousand. Gasoline (used for fire) then cost 8 cents per gallon; this year it will be 18 cents, or possibly more, and the Standard Oil Company will not make contracts or promises to any. Solder then cost 12 cents per pound, now 20, 22, and may be more.

Markets and Market Notes

QUEBEC MARKETS

Pointers—
Fish—Revised.
Teas—High and scarce.
Maple Syrup—New goods offering.

Montreal, April 4, 1907.

For the season of the year business being transacted must be considered very satisfactory. With the passing of Easter and the few holidays which went with it, there was noticeable a slight falling off in trade in some lines, but on the whole demand is very well maintained for all kinds of staple groceries. Payments recently have been satisfactory to nearly all parties.

Sugar continues stiff, but no advance in price has yet occurred. In canned goods fair trade is being done, but there is no special demand for a certain line. Corn syrups are still selling. Molasses is almost cleaned up locally. In the Islands there has been a decline in prices asked. Continued advances in all grades of teas make this market an interesting one. Stocks are slowly being cleaned up. Dried fruits are selling better than they usually do at this season, but the high prices prevailing are affecting the demand. Coffees and spices are moving out satisfactorily. Beans are unchanged, while there is nothing new to report in evaporated apples. Some new maple syrup is offered.

SUGAR.—Locally sugars are very firm, although up to the time of writing there has been no change in quotations. Business is reported as satisfactory.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Locally there is not much activity in molasses, stocks being practically nil. Reports from the Island state that there has been a drop in prices, the ruling figures now being 17c. and 17½c. Corn syrups are in demand, but orders are not so large as they were during Lent.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA.—With stocks dwindling, prices are climbing, and each week brings with it higher figures in one line or another. Ceylon greens are selling at advanced figures this week. There has been an advance also in all siftings and fannings. A good inquiry is reported for China Young Hysons, prices for which are up. Most all lines of tea are more or less in demand. Japans are pretty well cleaned up in first hands; as a matter of fact, this line is nearly sold out. Demand for Japans has been particularly strong lately. All stocks of tea are getting lower under the continued demand, and while quite a few houses have import orders on the way, spot stocks are by no means as large as they might be.

Japans—Fine	0 25	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Prok n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—Jobbers report a fair amount of business in coffees. The market is unchanged since last report.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

SPICES.—In peppers, spot demand is not so strong, but there is considerable trading in futures. White pepper is very firm. Cloves are in short supply and demand is very heavy. More business is being done in ginger this week. Mace is scarce, while nutmegs are reported steady.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS.—Currants are strong abroad, the market in Greece being reported firm, with no sign of a decline. Stocks everywhere are light. Seeded raisins are unchanged but an advance is expected as there is very little to offer. The fact that there has not been an advance before this is mainly due to the fact that many cheap lines which ordinarily are received in November and early December, were this season not unloaded here until January and February. This stock is now holding the market down. Sultanas are firm, but the high prices asked are keeping sales from being large. A few lots of Valencias are offering at good prices. Figs are lower this week, prices now being on such a low level as has not been reached for a long time. To-day three-crown figs are obtainable in the neighborhood of 6c. to 6½c.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04½ 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 10
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" ¼s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

PEELS.—Peels are still high in price, but demand is not large, and the turnover of business is limited.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb	0 11 0 12

EVAPORATED APPLES.—Little business is being done in evaporated apples. Stock is offered by some houses for 10c., while other jobbers will not take less than 11c. Holdings are light.

BEANS.—A fairly good consumptive demand for beans is reported by the jobbing trade. Quotations have not changed since last week.

Choice prime beans	1 45 1 50

MAPLE PRODUCTS.—A few small lots of new maple syrup have been received and sales have been made at 6½c. to 7c. No new sugar has yet arrived.

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09
Pure Beauce County, per lb	0 09 0 10

RICE AND TAPIOCA.—Rice mills have been somewhat short, but are now better supplied and various grades of rice are obtainable as usual, without difficulty, although in some instances slightly higher prices rule. Tapioca continues very firm. Prices for import are high and likely to remain so for some time to come, according to latest advices. Very little business is being done. Locally the same figures are asked as were quoted last week.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS.—Lynx and skunk prices are higher this week, while a new line, spring rat, is quoted. Other prices remain unchanged.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Spring rat	0 20	0 35
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	6 50
Weasels	0 10	0 50
Skunk	0 40	1 00

CANNED GOODS

MONTREAL—Canned goods are moving out fairly well. Demand on the part of retailers is of a consumptive nature. Salmon is still selling. Corn and peas are in demand in some quarters, while they are not asked for in other sections. Tomatoes are slow.

TORONTO—Canned goods business is fairly active. Opening prices continue to rule and these are those who describe the situation as easy; but several wholesalers have been making enquiry for tomatoes to buy and we are just entering the four months of heaviest consumption. So far only one Toronto jobber has been found with tomatoes to sell.

On account of the high opening prices there has been little buying of 1906 goods by retailers for anything *beyond immediate requirements. In the city, however, quite a number of the trade have on hand still considerable quantities of 1905 pack of tomatoes bought at 90c. These were bought in a speculative way, but instead of being disposed of at the present level of values, a great many dealers are keeping the price down to 10c. and 11c. The result is rather unsatisfactory. Those who are confined to 1906 goods find it hard to make a profit under these conditions. Some retailers seem to think the new pure food law may affect the situation, but that is not possible this year. There is some enquiry for tomatoes from the west.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H.S	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ½'s	0 12	0
" ¼s	....	0 25
" Portuguese ½'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50

Per dozen tins.

Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

Pointers—
Sugar continues firm.
Canned goods in demand.
Tallow dearer.
Lemons higher.

Toronto, April 4, 1907.

Trade continues to improve, but is not yet brisk. There has been a good movement of both sugars and canned goods. Collections are improving somewhat. Deliveries of sugar for March were not as heavy as a year ago though some of the refiners' representatives indicate they were heavier. The canned goods situation has not yet developed but some of the jobbers are quietly looking round for tomatoes while only one is known to hold more than his requirements. Dried fruits are not active but prices remain firm. Fancy pound packets of seeded raisins are selling at 11c. and 11½c. and they could not be laid down here for less than 13c. from the coast. Some Canadian wholesalers who read the market signs aright and backed their views have been selling carload lots in New York. New Brazil nuts are of fine quality and are going at 13½c. to 14c. They may be a little lower later.

TEA.—A mild reaction in prices of common grades in the Old Country is due to the season and the approach of a possible revision of the duty. The increase last year in the world's consumption of Indian and Ceylon tea was 44 million pounds. An estimate by J. R. Montgomery & Co., New York, of the importations of China and Japan teas into Canada and the United States shows a decline for three seasons, as follows: 1904-5, 92,427,300 lbs.; 1905-6, 78,177,100 lbs.; 1906-7, 70,450,000 lbs.

COFFEE.—The situation is little changed.

SUGAR.—The market here is regarded as steady, but there is a decidedly strong tone to it, and the advice is all against letting stocks get low.

At the close of last week the New York Journal of Commerce, commenting on the sugar situation, said:

"With the market for raws strengthening daily and due to continue in upward tendency and with the active consuming season for refined approaching,

it is but natural that values should advance. Brokers, in anticipation of such a move, are counselling their customers to contract for full supplies.

"Regarding the market for raw sugars there appears to be no feature but increasing strength. Conditions in Cuba have up to now been generally favorable to the crop. Of late, however, there have been reports that the dry weather is affecting the old cane and has retarded the growth of the last spring planting so that only a comparatively small quantity of it will be fit to cut this season. At the same time these things were foreseen and there seems to be no reason to change the previous crop estimate of 1,250,000 tons, as against 1,178,748 tons last year. It cannot be long now before the production begins to show a decrease and by the middle of the month a material lessening in the number of centrals grinding may be expected. Consumption is increasing in the United States and the meltings by refiners since January 1 have amounted to 393,000 tons, as against 388,000 tons last year. At this rate there will not be sufficient raw sugar available in Cuba, Porto Rico, San Domingo and this country to supply the demand and therefore speculators are coming into the market freely, and they, as well as importers, are storing sugars against a practically assured advance. There are predictions that the market for raws will go to 4c. if not higher. The highest point reached last year was 4.13c. in September."

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS.—Business is not active here. Advices from Barbadoes report a strong market for molasses.

Syrups—	
Dark	
Medium	0 33 0 36
Bright	0 38 0 24
Corn syrup, bbl., per lb.	0 02½
" -bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 40
" 2 gal. " "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 25
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75

DRIED FRUITS.—The feature of the market here at present is the selling in car lots by jobbers of seeded California raisins to New York and Chicago houses. The retail price here remains at 11 to 11½c. for fancy pound packets and they could not be laid down from the coast for less than 13c. Currants are purchaseable at 7½c. Evaporated apples are selling for 9½c., but the wholesalers are trying to get more and the heavy demand is just approaching. Reports from California indicate that the crop has been badly damaged but the market for the present stocks is a little heavy.

	Per lb			Per lb.	
Prunes Santa Clara—					
100-120s		0 04½			
90-100s, 50-lb boxes	0 05½	0 05½	60-70s, 50-lb boxes	0 07	
80-90s "	0 06	0 06½	50-60s "	0 07½	
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—	
Lemon	0 11 0 11½
Orange	0 11 0 12
Citron	0 21 0 22
Apricots, per lb.	0 25 0 26
Peaches, "	0 18 0 20
Figs—	
Elemes, per lb.	0 13 0 15
Tapnets, "	0 03½ 0 04
Bag Figs	0 04½ 0 05
Currants—	
Fine Filiatras	0 07½ 0 08
Patras	0 08½ 0 08½
Vostizzas	0 09½ 0 10

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz. packets, choice	0 10½ 0 11
" 12 oz. " "	0 09 0 09
Dates—	
Hallowees	0 05
Sairs	0 04½
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 09½ 0 10

NUTS.—New crop Brazils are of fine quality. Large are selling at 14c. and smaller at 13½c. Brokers report a good demand for almonds.

Almonds, Tarragona, per lb.	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb.	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 4, 1907.

BUTTER—Receipts coming in better. Prices about the same, 27c. to 29c. for finest and 23c. to 24c. for low grades.

CHEESE—No change in situation.

EGGS—Market continues easy. Prices 17c. to 18c. dozen for finest.

PROVISIONS — For abattoir dressed hogs now asking $10.00 to $10.25 per 100 lbs. Smoked meats and lard featureless.

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES.—All markets are firm.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Markets continue firm. Prices here are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

SEEDS.—The business is pretty well cleaned up so far as the movement from farmers is concerned. Red clover prices are very firm.

Alsike Clover—

Fancy lots, per bush	6 75 7 00
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	8 75 9 00
No. 1	7 40 7 80
No. 2	6 35 6 25

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65 1 85
Flail threshed, bright unhulled	2 35 2 50

Lots containing seeds bring from 1½c to 2¼c a lb.

HIDES, WOOL AND RAW FURS.—Prices for country hides are lower. Sheep skins and tallow are dearer. The advance in tallow is said to be due to the small soap manufacturers going in to the country to buy for themselves instead of from dealers.

Hides, inspected, cows and steers, No. 1	0 10½
" " " " No. 2	0 09½
Country hides, flat, per lb., cured	0 08½
" " green	0 07½
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 60 1 75
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 06½
Pulled wools, super, per lb.	0 25
" " extra	0 27

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 15
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 20
Marten	3 50	20 00
Muskrat, No. 1	0 28	0 30
" " 2		0 25
" " 3		0 18
" " 4 and kits		0 05

BIG DEAL IN SUGAR.

The Ontario Sugar Refining Co. have within a few days disposed of the entire balance of this season's product, amounting to about five million pounds, to a single buyer. The amount involved is over $200,000. The purchaser has gone into the deal in the expectation that sugar will advance in price. He is not a grocer.

NOTES.

J. A. Ruddick, Dairy Commissioner of the Dominion, was in Montreal during the week.

The tea and coffee room of the E. D. Marceau Company, Montreal, is being enlarged to suit the growing requirements of the trade. With seven travelers covering the country the firm is kept busy. When the room is renovated there will be a portion devoted to teas and the remaining section will be given up to coffees.

Robert Watson, manufacturing confectioner, Toronto, is this week removing his factory and warerooms to his fine new factory in the northwest section of the city. Part of the warehouse at 73 and 75 Front St. east has been leased to Lipton, Limited, and the rest to Medland Bros., grocers, King St., who will take possession July 1. The Medlands may open out there in a wholesale way; their minds are not yet made up. They have built up a very large trade at their King St. store and need much larger storage room anyway.

Canned Goods

of all kinds are moving out well. Look over these prices and if you can use any, send us an order:

Leggie's Blueberries, 2s	1 00	Frankford Corn	75
Meaford Preserved Blueberries, 2s	1 10	Quaker Sugar Peas	85
Meaford Red Pitted Cherries, 2s	1 90	Meaford Peas	75
Meaford Egg Plums, 2s	1 10	Frankford Squash, 3s	90
Jumbo Brand Strawberries, 1s	1 20	Oak Bay Clams	1 00
Quaker Refugee Beans	90	Royal Club Haddie	90
Quaker Corn	92½	Leard's Lobsters, ½s	2 00
Quaker Fancy Sugar and Cream Corn	95	Cascade Salmon	1 00

and Pumpkin—remember that apples are away up and there is a big business doing in Pumpkin.

Quaker, 3s	92½	Ice Castle, 2s	40
Peacock, 3s	75	Peacock, gallons	2 50
Ice Castle, 3s	75		

Sardines

Now is the time to replenish your stock of this line. For the finest trade we offer the Yacht Club Brand. They are exceptionally nice. Put up in the best Olive oil, 16 to 18 fish in a tin.

Yacht Club, ¼s	12½	Opera Club, ¼s	9½
Paradis, ½s	11½	Gabriel, ¼s	8

Pulled Figs

Just a few of this line left. Now is the time to sort up. Once your customers get using the pulled they will not want any more pressed figs.

Locoum, pulled, 5-lb. boxes	10	Locoum, pulled, 25-lb. boxes	9
7-crown Imperial, pulled, 60-lb. boxes	8	5-crown Choice, pulled, 60-lb. boxes	7

Remember the 57 Varieties

Heinz food products will help any business along. You have a guarantee with every package that if your customers don't like the taste they get their money back.

Rice

All kinds of rice are advancing. We have extra value in a Japan at 5c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 4, 1907.)

Business is very active, wholesale houses reporting a much larger business this spring than in any previous year. The only difficulty is to get the goods to supply the demand and to distribute them among the western trade. The railways are working hard, but seem to be unable to give the satisfactory service which the trade demand. Values are steady.

CANNED GOODS.—No changes in price this week. We quote :

	Group No. 1	Group No. 2 & 3
FRUITS.		
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91½
Peaches—		
2's yellow flats "	2 06½	2 04
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93
MEATS.		
Pork and beans 1's, per doz		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " tomato sauce, per case		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " Chili "		2 25
" 2 " " "		1 90
" 3 " " "		2 25
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunchtongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Corned beef 1-lb. tins, per doz		1 55
" 2-lb. " "		2 75
FISH.		
Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" River's Inlet, " "		6 85
" Red Spring, " "		6 30
" humpback, "		4 00
" cohoes, "		5 75
Lobsters (new), ½-lb. flats, per case		16 50
" " ½-lb. talls, per case		10 50
" " 1-lb. talls, per case		15 00
" " " flats per case		15 50

SUGAR.—Further advances are expected by the wholesale trade. Prices are quoted as follows :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 40

SYRUPS AND MOLASSES.—Since the revision in prices noted in last issue quotations are as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES.—Local brands are quoted as follows since the recent advance :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" " " "	2 75

FOREIGN DRIED FRUIT.—Quoted as follows :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	0 10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 10½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 06½
" 90-100 "	0 06½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 10½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED AP- There is a brisk demand for evaporated fruit and the trade are expecting a further advance in the near future. Evaporated apples are selling now at 10½c. to 11c. per lb., and the dried fruit commands a price of 9½c. to 10c. per lb.

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 13½
Citron "	0 14

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	3 40
" " 10-lb. " ½ doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 05
Rangoon rice, per lb	0 04
Patna "	0 04½
Tapioca, per cwt	7 50
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 23
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15
Shelled walnuts, January delivery	0 95
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " " "	0 93
" 20 " " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	1 85
Cornmeal "	1 60

EGG CASES.—In good demand at following prices :

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" " " white, "	1 85

EGGS.—In fair supply from country points. Produce houses are paying 20c. per dozen f.o.b. country stations.

FROM GROCER CORRESPONDENTS.

(Continued from page 33.)

is the whole wheat with the bran all left in. It is thoroughly cooked and is said to be very appetizing.

The new cereal is prepared by a special patented process owned and controlled by the Quaker Oats Co., and as yet has not been put on any market in the world.

The plant here, which has been manufactured especially for Quaker Wheat Berries, is nearing completion, and it is expected that the new cereal will be on the market by the 15th of April. It will be put up in the usual sized packages. The Peterborough mills will produce the goods not only for the Canadian trade, but for export to Great Britain, Europe, Japan, and in fact the company anticipates a demand for it from every wheat-eating country in the world.

CHATHAM.

Trustee John McCorvie is in Toronto this week, attending the Ontario Educational Association. At a special meeting of the civic Board of Education on March 28, Mr. McCorvie was delegated to represent that body at the O. E. A. Mr. McCorvie is also secretary-treasurer of the fund being raised to establish a memorial to the late James Brackin, for many years principal of McKeough School.

At the annual meeting on March 26, Hugh Malcolmson was re-elected chairman of the Public Hospital Board for 1907. Mr. Malcolmson has been a faithful worker for this institution since its establishment, and a great measure of its success is due to him. J. W. Dyer, the St. Clair Street grocer, is also a member of the Hospital Board.

The Wallaceburg sugar factory has resumed operations.

C. E. Lister, of the Maple City Creamery, was in Detroit last week, looking into the matter of sanitary, up-to-date appliances for the handling and bottling of milk.

TORONTO.

A fact that cannot fail to have struck anyone who pretends to keep in touch with "the passing show" is the extraordinary amount of emigration that is constantly going on from the central to the outlying parts of the city. New factories and new railways are crowding out the residents, and the grocers have no choice but to follow them if they wish to retain their trade. Scores of new stores have sprung up in the west end within the last few months, and most of them seem already to be doing a thriving trade. Houses vacated by the old residents in the centre of the city are being largely bought up by the Jews, but the English-speaking retailer does not consider their trade valuable enough to recompense him for the loss sustained by the departure of his old customers.

If the bill now before Parliament with regard to the dating and stamping of canned goods goes through before the present session is over, it will leave the grocer who has a heavy stock of these lines on hand in a somewhat ticklish position! One retailer, speaking to The Grocer, on the subject, took this view of the situation:

"I bought largely of canned tomatoes last season," said he, "at 90c. a dozen. Now, if this bill goes through, I shall have difficulty in convincing my customers that last year's stock is as good as this, though, from the standpoint of accuracy, the probabilities are that it is, if anything, better. I could, of course, sell back to the wholesalers at the present price of $1.17½, but I have not been in business in this part of the city long enough to disregard the exceptional opportunity which is offered to me for making new customers by running a special sale of these goods at once, at last year's prices, thus giving my patrons the benefit of a 30c. reduction on the best price they could obtain elsewhere. This is the line I intend to take, so that the passage of the bill will not affect me particularly one way or the other."

Everyone reports a first-class Easter trade, but Easter brings disadvantages along with the compensations. Collections are always a little slow for a few weeks afterwards. People seem to take things easy for a little while, and money disappears.

A. Snyder has bought out H. W. Eaton, 262 Dundas street, and will move in next week. Mr. Snyder has been located on the corner of Maitland and Church for four years, and feels that he needs a change.

Mrs. MacMillan, who has been in the employ of F. G. Martin, King street, for several months, has left that position, and associated herself with the staff of F. Simpson & Sons, Yonge street, where she will assist Miss Gilkes in the office work. As her name indicates, Mrs. MacMillan hails frae bonnie Scotland, and losh! mon! but yon's a braw country! Where ilka laddie has his lassie, and the moonlicht nichts are bricht! Eh, well, and it's sair homesick a puir body may be for sic a land!

R. Higgins had a runaway the other day. The horse took fright and dashed down Crescent road and along Bloor, fortunately avoiding the cars. It finally made a bolt for the stable, where the delivery cart was found to be damaged and the harness wrecked.

In a certain district of the city an enterprising grocer, who had newly opened a store in competition with another member of the trade, whom he evidently expected to squelch right away, wrote on his window with chalk the following couplet:

"We lead,
Others follow."

A practical joker in the neighborhood, who sympathized with the other man, rubbed out the word "others" and substituted "asses," the couplet reading:

"We lead,
Asses follow."

Needless to say the chalk literature was speedily erased.

STRATFORD.

The grocers of the Classic City experienced a big demand for green fruits during the Easter season, in fact the demand has not decreased to any great extent. Bananas and oranges have been selling very well and in many cases the demand has exceeded the supply.

In the vegetable line the demand has been equally as great, and this year's produce, although high in price, has been retailed in large quantities by the grocers.

Lent is over, but the demand for fresh fish is still great. During Lent the various dealers in fish report an excellent demand. They were able to keep in large orders and had little trouble in disposing of their supply.

Many of the farmers in the surrounding country have already commenced to gather in the maple syrup, and the flow was reported to be good, but the cold snap of this week has somewhat checked the operations along this line.

Stratford is blessed with having a live retail merchants' association, which has done much to improve matters among the various merchants in the city. At present they have under consideration the advisability of establishing a delivery system, by which goods would be delivered to the residents four or five times a day with one extra trip on Saturday evenings. This will mean much less expense to the merchants, who would thus do away with their delivery rigs. It is purposed having special auto cars built for delivering the goods. The association is also discussing the enforcement of the early-closing by-law and will bring the matter before the city council at a future meeting. They strongly condemn the action of one or two merchants keeping their places of business open after certain hours, while the others are closed for the day.

Stratford's market is on Saturday, and every Saturday, rain or shine, finds farmers by the hundreds gathered on the market square ready for business. The market is a large one and one of the best in Western Ontario or even in Ontario. During the past two weeks eggs have greatly decreased in price. Two weeks ago they sold at 30c per dozen, now they are selling at 18c and 20c per dozen. Other prices are reasonable. Butter is very scarce and consequently the price remains about the same. For weeks past the fowl market has been limited, and although the demand is good, there is a great scarcity in all lines of fowl.

There is some talk of the price of meat advancing and housekeepers are somewhat anxious. It is reported that owing to the advanced prices quoted in a recently issued circular letter that the Toronto wholesalers have advanced the price of meat in almost all lines. One butcher remarked to your correspondent that the advance in the Toronto markets would certainly mean an advance in the local markets, owing to the fact that the farmers in the surrounding country would demand a higher price for their cattle.

Mr. Thos. Ballantyne, jr., left last week on a trip to the Old Country in the interests of the firm's cheese business He will be absent about five weeks.

GUELPH.

The butchers in Guelph are greatly worked up about a proposal to take the building now used for their shops in the market and remodel it as a large office building. They claim if this is done that it will ruin the market, as they are the mainstay of it. Naturally,

as the market is essential to a grocer's business, the grocers are watching the outcome with interest.

At Tuesday night's council meeting it was decided that the butchers would have to vacate the premises and in future this building will be used for offices. The grocers are wondering if the butchers' prophecy will prove to be right.

There is a lot of store remodelling going on in Guelph just now. The Kandy Kitchen confectionery and ice cream parlor are moving from their old premises across the road to a large, new, up-to-date building. When completed they will have one of the finest places in Ontario.

There was a good Easter and Saturday market, chickens selling from $1 to $1.50 per pair, butter from 22 cents to 23 cents, and eggs 17 cents to 18 cents. Shoppers of Guelph are finding out that they can buy their produce from the grocers just as cheaply as on the market, as the grocer usually buys for trade and, therefore, can sell at the same price as paid.

NOT ON A POLAR EXPEDITION—JUST TRAVELERS

This photograph was taken at Sudbury on March 1, and shows three travelers of renown in the north country as they arrived after circumnavigating the grocery trade of Manitoulin Island.

On the left is Lou Chapman, of Davidson & Hay, Toronto, who has been more than holding his own on the road for 25 years; on the right is Thos. Scott, of Comfort Soap, and between them, but quite above them, as you will notice, is C. W. Soper, of the Ogilvie Milling Co. They drove across the ice from Massie and hit the Island at Little Current. They went around the Island to Gore Bay and escaped via Spanish River.

Those nice looking beaver coats invited weather, and they got it—stormy and 28 to 30 degrees below zero. Evidently the mercury heard them coming and ducked for the cyclone cellar.

But they did business as usual, found it good and warmed up to the oil excitement at Manitowaning, where machinery, brought in over the ice, is being installed for development work. Boring is now going on at Gore Bay and other places.

RETAIL MERCHANTS' PRESIDENT AGAIN DISCUSSES ORGANIZATION.

To the Editor of The Canadian Grocer:

With your permission I desire to reply to "Believer in Organization" and your Peterboro correspondent re their remarks in connection with the proposed grocers' organization. Both articles show an interest in association work, but lack in knowledge as to the great drawbacks in connection with such work. There is no doubt that the grocers should be a stronger section of the Retail Merchants' Association than what they are, but because they are part and parcel of that body is not the reason that they are not stronger. To my mind because the grocers themselves take very little active interest in the efforts made by our officers when matters concerning them are being dealt with, is one reason of complaint. I say active, because we always found they were in sympathy with the work and never objected paying their fees, but as long as someone else did the work they were satisfied to have our head office plan and work without their section taking upon themselves the initiation or responsibility of anything. However, this should not continue, and thanks to The Grocer's agitation, I believe we may yet get this particular line of trade awakened up to the great benefits of meeting together and discussing the many problems relative to their own line of business. In our association we have the grocers' section, which is composed of grocers' sections in the different cities and towns of the province. They are governed by a Provincial Board of Grocers, at whose call they meet in convention once a year. All matters concerning grocers alone are discussed at this convention and are referred, as the case may be, to the Dominion Board of the R.M.A., if a Dominion matter, that requires the assistance of all branches of trade; to the Provincial Board of the R.M.A. if a provincial matter that requires the assistance of all branches of the trade, or to its own Provincial Board, if purely a foodstuff question, which only requires the backing of themselves.

Now, it's all right to stand outside and say: "As grocers we have so many things affecting ourselves that we should be alone and must be alone," but the fact of the matter is, if you give the question any thought, there are very few things but affect all classes of retailers alike. Take for instance, the premium evil, transient traders and peddlers, insurance, freight rates at both ends, legislation regarding co-operative stores, criminal code, unfair means of advertising, corporations who are not amenable to the law the same as individuals, etc. All these things affect the grocers, and they also affect the dry goods, the hardware, the druggist, and all the others; why, Mr. Editor, this proposed single trade organization would be asking the assistance of the Retail Merchants in almost every question it would bring up. It would have very little weight with such large questions as I have mentioned above if they were only presented by one line of trade. But, on the other hand, I do admit, when a purely foodstuff question comes up, it is useless expecting a drygoodsman to deal with it; hence the provision made in our constitution al-

lowing each section the privilege of dealing with their own matters.

I now come to the weak point mentioned by "Believer in Organization." In some instances, it is true, our sections depend on the main body, in fact, I have stated above this is a fault, but this does not prove that a section of a purely grocers' body would not do the same —it is because of an indifference to their own interest that they are inactive. They want stirring up. The Peterboro correspondent has the same complaint regarding their section, but in general, he seems to be quite in favor of a plan similar to that already adopted by our association, that is, with the "Greater Britain idea," which is just exactly what we have been working on since our beginning as an association.

Now, Mr. Editor, I have taken up considerable space, but as I invited a certain part of this in my last week's letter, I felt called upon to reply as fully as possible.

H. C. ELLIS.

J. B. Freeman & Son, Milton, have sold their grocery business to Geo. Griffith, who has been traveling a year for the Simpson Co., Guelph, and was formerly in business for himself. The change took place this week.

AUTOMATIC SCALES FOR BUTCHERS AND GROCERS

95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

Stimpson Computing Scale Co.

34 Arthur St. Cor. Notre Dame Ave.,

WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

EVEN THOUGH YOUR TRADE DOES NOT DEMAND THE BEST—YOU SHOULD SELL

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE"

BECAUSE IT WILL BRING NEW COFFEE CUSTOMERS TO YOUR STORE. TRY IT.

THE CODVILLE-GEORGESON CO., LTD.

Winnipeg.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

EASTER TRADE

In anticipation of the Easter Trade requirements we have prepared this season a Choice Stock of Mild Cured

Smoked Hams
Breakfast Bacon
Skinned Backs

Made from Selected Young Pea Fed Hogs

To avoid disappointment in shipping, would advise Immediate Booking of your order. Write us to-day,

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

ENGLISH BREAKFAST BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

F. W. FEARMAN CO.,
HAMILTON LIMITED

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

CORONA
HAMS
AND
BREAKFAST BACON

We Have No Retail Stores

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Surety of Success

THE WM RYAN CO. LTD. BACON TORONTO, ONT.

The Ryan Brand has been that to hundreds of retailers. The people insist on our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because of the recognized purity and wholesomeness of our provisions.

THE WM RYAN CO. LTD. HAMS TORONTO, ONT.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Better conditions prevail in cheese this week. Factories have opened up in nearly all districts and are beginning their annual make. It is not so difficult to obtain milk as it has been for some little time past—since the first factories opened for the season. However, it is no easy matter to secure all the milk required from the farmers, who are attracted to butter making owing to the high prices which have been maintained for that article.

Up to the present time there has not been received locally very much in the line of new cheese. The factories take a couple of weeks to get into real running order, and their output during that period is necessarily limited. A few lots of fodders are being received by different concerns, but these are easily disposed of for fairly good prices. Fodders do not cut much of a figure in the cheese market, and are to be regarded more as preliminary to the make of export cheese which comes each year after the fodders are a thing of the past.

Talk around the trade is to the effect that there will be a high opening in cheese. The Grocer understands that one party this week contracted for April at 12c., which is certainly a very satisfactory figure for a beginning.

Locally there is a very nice trade being done in cheese at prices which are on about the same level as those of last week. The close of the Easter season has not brought with it any perceptible falling off in the demand for cheese.

Some nice lots of new butter have been offered and taken on the market during the week. The newly arrived stock was of very good quality, and what reached the local market was quickly taken up by purchasers.

Quite a number of creameries are open and more are about to begin operations. Once the season is well under way it is not thought that there will be any scarcity of good butter. The high ruling prices have been the means of diverting the milk supply of many farmers to butter instead of cheese. For the first couple of weeks of the season Montreal will not receive very large lots, as local demand will take care of any surplus stock turned out by creameries or made by farmers. There is not much dairy butter on the market, what there is being held principally in the country, where there is greater call for it than in the cities.

Of old butter, including returned creamery, the market is pretty well bare, although some stocks are held. What there is in store is just sufficient to hold the market steady, making it impossible for prices on new make to assume sky rocket tendencies.

On the whole, since new butter has begun to arrive in fairly large quantities, the market has eased off, and prices asked this week are a fraction lower than those which ruled at the time of last writing.

THE PROVISION SITUATION

Last week the packers got bidding against each other again for hogs and instead of the recession expected early prices advanced to $6.75 or $6.80 f.o.b. country points. This week the reaction follows and there is a return to $6.65, the price that has ruled for a number of weeks. Even $6.60 is quoted. It is the same old see-saw, up-and-down, we described some weeks ago. The advance in prices paid for live hogs has been in the face of poor conditions in the Old Country, and when it is remembered that Canadian packers export about 75 per cent. of their product in the aggregate, their hardihood in keeping the live hog market 4s. to 6s. above the parity for products in Great Britain is somewhat perplexing

The Old Country market is unchanged to lower and quiet. Danish killings continue at the high level of 75,000. Ontario killings last week were somewhat higher, 22,000 to 25,000.

Beginning in the eastern end of the province, the Ontario Government is this week entering upon an undertaking which must undoubtedly tend to strengthen the pork packing industry. Thirty farmers' meetings will be held this month in the interest of production of the bacon hog as an adjunct to dairying. Superintendent of Farmers' Institutes Geo A. Putnam, says :

"It is believed that the farmers in many sections of eastern Ontario could produce a larger number of hogs, with much profit to themselves. This is an industry which should go hand in hand with dairying, and we find that in many of the counties where dairy products are the leading output, the production of bacon has not yet reached the proportions which we would expect."

The pork packers are co-operating with the Government in the matter, and the representatives of the Department of Agriculture who will attend to instruct the farmers regarding desirable types of hogs, approved methods of feeding and care will have visited packing houses in Montreal and Toronto and secured from the packers all the information they desire to give.

Following the meetings, sales will be held of male and female bacon hogs, in which also the Government and the packers will co-operate.

This is the first direct Government undertaking of the kind in Ontario to increase the production of hogs of the right kind. It is to be hoped the effort will be extended to cover the province.

The Canadian Dairyman, in advertising hogs as a profitable sideline to dairying, says :—

"Our trade with Great Britain demands that we breed a type of hog suitable for the production of first-class bacon. Short-sided, heavy-shouldered, thick fat pigs are almost impossible of conversion into good bacon. Many farmers contend that the fat type of hog can be produced much more cheaply than the bacon type. Consequently they are satisfied to produce the fat type. These coming into competition with the bacon hog, are cut in prices, and the cry is raised that there is no money in hogs. The results of feeding experiments at Guelph and Ottawa, however, disprove the contention that fat hogs can be produced more cheaply than bacon hogs. They fail to demonstrate any fixed relation between the type of hog and the cost of producing one hundred pounds increase in weight. The experience of practical hog breeders verifies these results.

"Hogs are a class of animal that can be raised cheaply. They have great powers of assimilation. The feeding period is short, as they can be brought to a marketable condition in from six to eight months from birth. They can be housed cheaply and they are wonderfully prolific. These factors unite to make the hog industry a profitable one. Especially is this the case when hog raising is allied with the dairy industry. The by-products from the dairy form a cheap and effective food for the production of bacon, and convert what otherwise would be a loss into a marketable product. It has been pointed out many times that dairy farmers can profitably raise four hogs for each cow they keep. Considering the factors afore-mentioned, and the present demand and high prices ruling for bacon hogs, do not the facts warrant the assertion that hogs are a profitable side line to dairying ?"

Dairy by-products, with grains and meal, make the very best kind of food for hogs and the best kind of bacon.

PROVISION MARKETS

MONTREAL.

PROVISIONS.—Lard is slightly stiffer this week. Demand for this line is very good for the season. Hams and bacon are not moving out very freely, grocers being pretty well stocked up with goods bought for Easter. From now on, however, there will be good trading in smoked meats.

Lard, pure tierces	0 12½	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13½
" " 3-lb. "	0 13	0 13½
Lard, compound tierces, per lb.	0 09½	0 09½
" " tubs	0 09½	0 09½
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 1 lb. tins, 60 lbs. in case	0 10	0 10½
" " " 5-lb. "	0 10½	0 10½
" " " 3-lb. "	0 10	0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

SPRINGTIME is at Hand !

The season for increasing the sales of

Clark's Canned Meats

is opening.

For fine quality and perfect condition of our products, and careful attention to the best interests of the trade,

We Yield Place to None!

American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Hams, extra large	....	0 13
Extra plate beef, per bbl	12 50	13 00

BUTTER.—This week the market is somewhat easier, prices being slightly lower. New make is beginning to arrive, but receipts so far have been small.

New creamery, choice, boxes	0 26	0 28
" " " pound prints	0 26½	0 27
Medium creamery	0 24	0 25
Western dairy	0 21	0 22
Large rolls	0 23	0 24

CHEESE.—A few new cheese, fodders, have arrived and these are quoted at 13½c. Old cheese, which is in better demand, is selling at 14c. to 14½c.

EGGS.—Prices continue to decline. Since Easter has passed there has been a further slump, and first-class eggs are obtainable to-day at 17c. to 18c. Receipts are increasing.

HONEY.—Prices this week are easier. Demand is better than it has been for some little time.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS. — Demand continues quiet and prices are unchanged. Last June prices were fractionally higher than at present and packers interpret that to mean they may go a little higher again this summer, but it will be after the heavy consumption commences.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb	....	0 17½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12½	0 12¾
" compounds, per lb	0 10½	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 50
" front quarters	5 00	6 00
" choice carcases	7 00	8 00
" common	4 50	5 50
Mutton	0 08	0 10
Lamb	0 11½	0 14
Hogs, street lots	9 00	9 50
Veal	0 09	0 11½

BUTTER.—Supplies are increasing very slowly and prices are pretty firm and about unchanged. Creamery is scarce, especially solids, and the slight increase is in dairy. It is expected another fortnight will show a decided movement and dealers are keeping their stocks well cleaned up.

	Per lb.	
Creamery prints	0 28	0 29
" solids	0 25	0 26
Dairy prints, choice	0 24	0 24
" " ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS.—Prices are down to 16½c. to 17c. and for a little while they are expected to remain about that. The season has not yet advanced to the point where the hens work overtime and in the northern districts they have scarcely started to work. One jobber estimates that when production is at its height, receipts will be easily three times what they are now. Consumption was never so heavy in the city. Nevertheless some eggs are already going into storage. The pickling season has not yet arrived, however. Last Saturday eggs sold here, wholesale, at 17c. On the Saturday before Easter last year which fell a fortnight later they sold at 15½c. Then, however, storage stocks were a drug on the market; this year they were all cleaned up long ago.

Eggs (strictly new laid)	0 22

CHEESE.—Prices continue firm.

Cheese, large	0 14¼	14½
" twins	....	14¾

HONEY.—Honey is moving very slowly. While prices are firm, the season is

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

getting on and holders would like to find buyers.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	....	1 50

POULTRY.—Demand for everything but chickens is very light and prices are unchanged.

Live Weight.

Old fowl	....	0 10
Ducks	....	0 17
Young chickens	....	0 12

Dressed weight.

Old fowl	...	0 11
Ducks	....	0 14
Young chickens	0 13	0 15
Geese	....	0 10
Tom Turkeys	....	0 14
Hen "	....	0 18

WINDOW DRESSING.

(Continued from page 34.)

low were Franco-American soups, small piles in orderly array. These soups are wrapped in plain paper. Each pile was topped by a can without the wrapper, showing the decorative label. There were perhaps 20 of these little pyramids of soups. In front was a one-line display of figs and maple syrup, a pile of maple sugar in blocks in the centre, glass jars of stuffed figs and dates to right and left, these on their sides, and at the ends an oblong basket of high-grade pulled figs.

This display would be allowed to remain in the window probably only a day or two. In building up the display at the back of the window it is a common practice of the Michie & Co. window-dresser to use original or bulk packages and top it off with some opened samples of the same goods.

AN "ENDLESS BELT" DISPLAY.

The Business Man's Magazine calls attention to a new idea in window display. The invention is to the credit of an ingenious and enterprising Cleveland merchant, and consisted of multiplying by four the window display space in his disposal. This is how he did it :

The window floor was arranged so that it revolved like an endless chain over two drums at either end; the window floor extending back into the store the depth of the window and being separated by a black velvet cloth.

The different aluminum articles—about 200 in number—were wired to the moving window floor, and thus produced such a unique and striking effect as to challenge the attention of large numbers of pedestrians.

Before this device was installed, only fifty pieces could be shown, and those in the old-time, stationary style; Merchants in many other lines of business may find it to their advantage to employ this novel method of attracting attention to their windows, for, in this case at least, the cost was only nominal, the device being home-made, simple in design, inexpensive and driven by a small electric motor concealed below the floor.

AN ENGLISH VIEW OF THE CHEESE TRADE

A Canadian View.

W. A. MacKinnon, Canadian Commercial Agent at Bristol, in a communication to the Department of Trade and Commerce on the last day of February, says of cheese :

"The present remarkable condition of the cheese market is of serious importance to the middle and working classes. Prices have been rising in the wholesale market for some months ; the open market is nearly bare of supplies ; the limited stocks that are warehoused belong to a few large speculators ; many retail shops cannot supply their requirements, and there are warnings that the retail price per pound may go up another penny during this month."

A fortnight ago there were only 108,000 boxes of cheese in London public warehouses, equal to about four weeks' supply. One of the largest wholesale firms expressed an opinion that before March the first, quotations would reach 70s. per cwt. That this estimate was not very far wrong is shown by to-day's market report in the Times, which states that "the quotation for Canadian generally ranges from 67s. to 68s., and a possibility of a further advance is being discussed owing to the comparatively reduced stocks to cope with consumption the next two months."

On February 1,1905, there were 316,000 boxes of Canadian cheese in stock in London, Liverpool and Bristol ; the current market price was then 53s. per cwt. On February 1, this year, the corresponding stock was 313,000 boxes, and the current market price was 6s. 5d. The rise was equal to £12 per ton, making a difference to the public in retail shops of 1½d. per pound.

A London journal suggests the four following causes as having operated to bring about the present short supply :

1. The exceptionally fine summer, which produced greatly increased consumption.

2. The tinned meat scare, which drove thousands of households to substitute cheese.

3. The year's improved trade, which enlarged the buying powers of the workers.

4. The operations of a couple of very large firms which have practically "cornered" the present warehoused supplies.

Mr. McKinnon's report was shown to President Henry Wright, of the MacLaren Imperial Cheese Co., and he paid Mr. MacKinnon the compliment of saying that whatever he wrote was sure to be all right. Mr. Wright stated he would be surprised if cheese did not go to 70s. yet.

"For the past few years," said Mr. Wright, "three of the largest houses in England have been trying to control the Canadian market. What was the result ? They didn't corner the market but they secured a very large percentage of the cheese in Canada, and their competition raised prices. In the meantime the canned goods scare comes along and the people rush to eat cheese and the actual condition to-day is a question of supply and demand. The cheese has been consumed. Canadian cheese has been of such a very high quality that it has come very close to the English and Scotch makes. In former years the English and Scotch makes would bring from 5s. to 10s. more than Canadian. Now Canadian cheese is holding its own pretty well."

A Canadian shipper, one of the largest Toronto buyers, has sold cheese lately as high as 13½c. f.o.b. Present prices for new fodder cheese are regarded as ridiculous. Two years ago April cheese was obtainable at 8½c. to 9c. Last year it was 11c. This year 12½c. is being paid.

This year for the first time, Australian cheese will compete with Canadian on the English market. It is bringing 52s.

HERE AND THERE WITH THE TRADE.

W. A. Warren, of Warren Bros. & Co., Toronto, is confined to his home by a cold.

Miss E. J. Sanderson, Millbrook Station, has sold out and will move to Peterboro to start a restaurant.

H. M. Cowan, of the John Sloan & Co. sample room staff, has accepted a position with A. Powis, broker, Hamilton. Before leaving Sloan & Co. he was presented with an umbrella.

A. Smith, Garden Hill Station, has got the western fever and wants to sell out. His business has proved a very profitable one but he has been investing some in western land and likes it.

Geo. H. Barr, of London, has given up his position as instructor in dairy work in Western Ontario, and will enter the Agricultural Department at Ottawa. He will be succeeded by J. Herns.

W. A. Armstrong, for some years in the sample room of John Sloan & Co., Toronto, and latterly traveler in the city, has left to accept a position with Telfer Bros., Collingwood. Before leaving he was presented by the staff of John Sloan & Co. with a very handsome locket. J. W. Stockes, traveler for the J. G. Harvey Chemical Co., has been engaged to fill the place of traveler vacated by Mr. Armstrong.

COULDN'T DO WITHOUT US.

Mr. McCorvie, grocer, Chatham, Ont., was a caller at The Grocer office this week. Mr. McCorvie was representing the Chatham Board of Education at the meeting of the Ontario Educational Association, being held this week. He has been a subscriber to The Grocer for about fifteen years and says he could not get along without it.

"We do not know of any solution or wash for putting on the window panes to prevent a formation of frost."

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

CONDENSED OR "WANT" ADVERTISEMENTS

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker, 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION WANTED.

ENERGETIC, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

COMPETENT and reliable young man, with references, wants position as traveller in West. Send all applications to Box 142, GROCER, Toronto. [15]

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

WANTED—Traveller calling on grocery and drug trade in Maritime Provinces; also one for Manitoba and Northwest. Address Box Q, CANADIAN GROCER, Toronto.

MAPLE SYRUP

Packed by
Canada Maple Exchange

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING should be in every shop.

REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized

linings. For grocers, butchers, clubs and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

The "Horse Shoe" is Emblematic of Good Luck

Grocers carrying cured meats in stock can testify that

"HORSE SHOE" Brands

OF

Hams, Breakfast Bacon, Skinned Backs and Short Rolls

have brought them good luck. Write for trial order.

JOHN DUFF & SON
HAMILTON, ONT.

Beaver Brand Special Hams. "The brand that's in demand."

Nowadays people are reading advertising to find out what to buy and **why,** and, after all, that is the story that interests you the most. Each week we will tell you **why** the Ingersoll way of curing and preparing the many food products they offer to the public is the best way. Stock your store with brands of meat products that move because they have behind them the power of merit, the brand that bears the name of "Beaver," made by the Ingersoll Packing Co., at Ingersoll, Ont.

Next week we will tell you in detail why Beaver Special Hams are in the best demand, and how to treat them for the table.

Ingersoll Packing Company, Ingersoll, Canada

Pork Packers and Cheese Exporters

TRURO QUALITY BRANDS

Unsweetened

TRURO QUALITY BRANDS

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

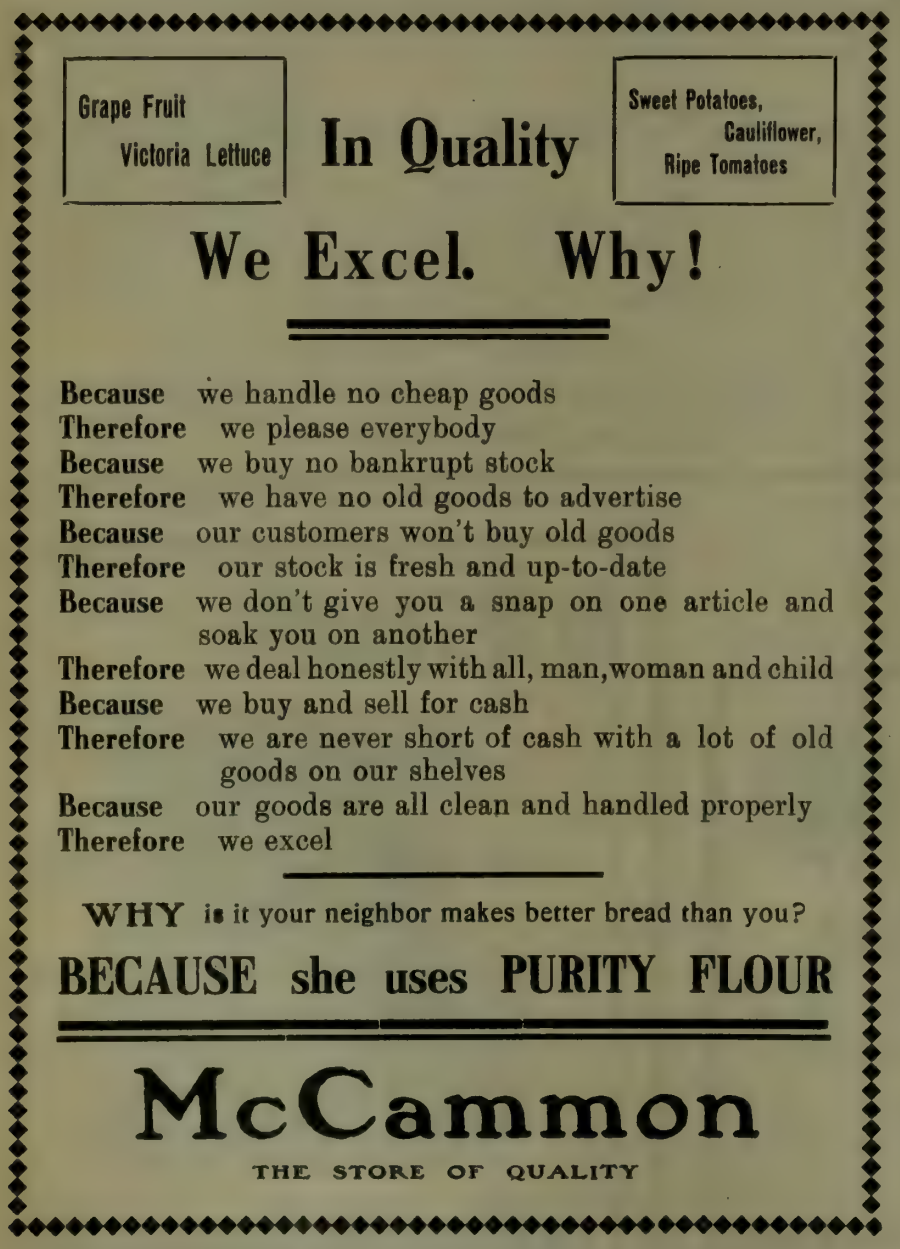
Winnipeg, Calgary and Edmonton

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally
By T. Johnson Stewart

Because it is a little more difficult to advertise the retail grocery store than most retail businesses is one of the reasons advanced by grocers, who do not care to advertise, for not doing so. This reason is no better and no worse than the old chestnut, viz., that the grocer does not need to advertise because the people must eat. Neither are reasons for or against advertising. They are merely excuses advanced by men who wish to evade the issue. The question is: "Does it pay a grocer to advertise?" If it does—and hundreds of grocers have demonstrated that fact again and again—then the grocer who does not advertise must live at least fifty miles over the rim of civilization, or he must be conducting his business as the fathers used to do about the middle of the last century. There is no other way of explaining the existence of such a phenomenon. Because advertising is just as necessary to the commercial world as the light of the sun is to the natural world. A few bright, sunny days in early spring revivify all things, and a few judicious ads. appearing in your local papers will surprise even the most skeptical man in the business. The young grocer who does not advertise should be advised to pick out his father-in-law very carefully, because he'll need the old man's good offices and good will pretty regularly. And it's just as well to remember that most fathers-in-law are not so generous after all. John, you'd better do a little advertising and get on friendly terms with the bankers of your town. You'll pull better with Mary Jane's father if you do.


Grape Fruit
Victoria Lettuce
In Quality
Sweet Potatoes,
Cauliflower,
Ripe Tomatoes
We Excel. Why!
Because we handle no cheap goods
Therefore we please everybody
Because we buy no bankrupt stock
Therefore we have no old goods to advertise
Because our customers won't buy old goods
Therefore our stock is fresh and up-to-date
Because we don't give you a snap on one article and soak you on another
Therefore we deal honestly with all, man, woman and child
Because we buy and sell for cash
Therefore we are never short of cash with a lot of old goods on our shelves
Because our goods are all clean and handled properly
Therefore we excel
WHY is it your neighbor makes better bread than you?
BECAUSE she uses PURITY FLOUR
McCammon
THE STORE OF QUALITY

* * *

We reproduce Mr. McCammon's ad. for more than one reason, but chiefly because we were asked to give our opinion of this brand of advertising. As it appeared it was 6½ x 10½ inches. One would imagine, after reading the headline of this ad., that we were to be treated to a flood of reason-why copy; and it is impossible to say just how it will strike different individuals. It is only fair to state at the outset that Mr. McCammon's ad. will bear closer examination than one would be inclined to think at the first glance. My first impression was that our friend had wasted a good deal of valuable space, but after a closer analysis the reasons he gives for the excellence of his goods stand out strongly enough to create a certain amount of faith in his assertions.

However, I do not hesitate to say that Mr. McCammon could have told his story in half the space just as effectively, perhaps more so. It is nearly always a mistake to refer to a competitor's business methods in an ad., and if our friend has not done so then he has come mighty near it. Some grocers can quite legitimately feature an article, even a certain line of goods, without soaking their customers on any other article or line of goods. The strongest feature of this ad. is the phrases, or sentences, which go to back up the head-line. "In Quality We Excel." People will buy second-rate clothing and shoes but most housewives will only patronize the grocer who stocks first-class goods. And just inasmuch as this ad. emphasizes this fact is it strong. The remainder of it would have been better left unsaid.

* * *

I would not care to take the responsibility of endorsing this style of advertising. In my opinion it would have paid our friend better to have occupied about half the space. Mr. McCammon will be the first to admit that the ad. might have been boiled down very profitably. Besides, it is just worth remembering that Quality Goods are often easy priced, and the one reason

which appeals strongly to all economic housewives is—the price of various articles stated just as plainly as printer's ink can state.

* * *

Just one more point to be remembered in fairness to Mr. McCammon. This ad., viewed in the light of local conditions, might come near being first-class advertising. I can imagine conditions which would almost force a grocery Job to sling some ink in the direction of competition; but, nevertheless, it's always unwise to do so. However, the man who wrote that ad. can write effective advertising copy—just the kind of copy which will fill his store with eager buyers pretty regularly. Keep up the good work, friend McCammon, and you'll get there.

* * *

Some time ago we told grocers to always emphasize the purity, freshness and wholesomeness of their goods when writing their ads., and to-day we wish to hint at a phase of ad.-writing which most amateurs are apt to overlook. Remember the economic housewife, Mr. Grocer, when you are writing your ads. Just figure out what takes her to your store, or any store. The purity and freshness of your goods counts some. The appearance of your store and clerks counts a whole lot more. And you may be practically certain that judicious advertising counts most of all. You must handle Quality Goods—"Excel in Quality." It does not hurt to give your customers a snap on some small articles occasionally, and most shrewd grocers do so. Yes, shrewd merchants in every line make use of the snap as an advertising leader, and most can easily afford to give a snap every now and then. I would advise most grocers to push honest quality goods, advertise special values occasionally, and to always refrain from even hinting at the methods adopted by competitors. Let your rival work out his commercial salvation or destruction in his own way. Use common sense, good selling sense, and do not say anything in an ad. you would not say to a group of customers over your counter. All advertising is good, more or less. And although we have not endorsed Mr. McCammon's brand of advertising we are far from imagining that that particular ad. did not pay. We believe it did, and believe just as firmly that it would have paid better if Mr. McCammon had spent another ten minutes over it.

Send along your ads. for criticism. They'll be gratefully received and acknowledged.

The Standard Brokerage Co., of Vancouver, have moved to new offices and warehouse and are now in a much better position to cope with business which they report is coming in in great shape. Their building is new and up to date in every particular and affords excellent storage facilities.

BUSINESS MEN IN PUBLIC LIFE

No. 17

WILLIAM ANDERSON.

One finds it hard to believe that William Anderson, the present chairman of the Chatham Public Library Board, is all of forty years of age. It is easier to imagine him 28 or 30, and to wonder how so young—and young-looking—a man has found time to accomplish so much.

Mr. Anderson is a Scotsman. Born in in the land of the heather forty years ago, he received a good public school education, taking up an advanced course in addition to his regular studies. In his native country Mr. Anderson had considerable experience in the grocery business, particularly in Lanarkshire; but in 1888 the New World cast its spell over him, and, at the age of 21, he emigrated to Canada. He located at once in Chatham, where for ten years he was a capable and trusted member of the grocery staff of H. Malcolmson. He also had several years' experience as treaveler for McLaren's, Limited, Hamilton, in which post he made a splendid record.

William Anderson

In 1901 Mr. Anderson set up in business for himself in Chatham, acquiring the grocery formerly conducted by J. E. Johnston. This he has carried on successfully since, and a steadily increasing trade bears witness to his personal popularity and his business ability.

Not only has Mr. Anderson been a successful business man, but he has always evinced a warm interest in all movements tending to the betterment of the grocery trade as a whole. At the present time he is vice-president of the Chatham branch of the Retail Merchants' Association. His participation in this work is of the active variety and any movement tending toward the good of the trade is certain of Mr. Anderson's whole-souled support.

Mr. Anderson's first essay at municipal politics was in 1902, when he was a candidate for the public school board for Ward No. 1. This is the King Street ward, the ward of the business men. Mr. Anderson had been in business himself only a few months, and was opposed by a candidate who had behind him the prestige of several years' service on the board, and a long and successful business experience. Nevertheless, Mr. Anderson, though unsuccessful, polled a large vote, which, under the disadvantageous circumstances, was a signal tribute to the esteem in which his fellow citizens already held him.

Mr. Anderson did not again seek the suffrages of his fellow citizens, although this was not from any lack of urging on their part. In 1905, however, the city council appointed him as one of its representatives on the Public Library Board, an appointment which met with universal approval. The board has charge of the new Carnegie Library, built in 1902 at a cost of $18,000, and one of the finest buildings of its kind in Ontario. The Chatham Public Library was first instituted in 1878 in connection with the then Mechanics' Institute; but it is in recent years that its growth in extent and usefulness has been most marked, and in this growth Mr. Anderson, during the years in which he has held office, has taken a prominent part. The library now contains upwards of 7,000 volumes. Mr. Anderson's assiduous attention to his duties as a member of the board earned him alike the popular approval and the esteem of his colleagues; with the result that the latter in January of this year elected him to the post of chairman of the board.

Fraternally, Mr. Anderson is a member of the Sons of Scotland, in which organization he is a past chief.

NON-ALCOHOLIC BEER.

The introduction to the Canadian public of a non-alcoholic beverage is one that meets with the approval of true temperance people. Kyle & Hooper, 27 Front St. E., Toronto, have secured the Ontario agency for Kops' Breweries London, S.W., non-alcoholic ales, stout, and other high-class aerated mineral waters, non-alcoholic wines, cordials, etc. These beverages stand high in the estimation of the English public and are certified to by the highest medical authorities of the world, the London Lancet, the Family Doctor, etc., as possessing distinct tonic and invigorating properties. Kyle & Hooper feel that Canadians are especially a people that can appreciate these excellent beverages and expect to have a satisfactory season. The attention of the grocery trade is particularly directed to these lines as the grocery is the proper medium for getting the various lines into the household. Circulars and price lists will be supplied by Kyle & Hooper on application.

R. W. Hallinger, grocer, Clinton and Henderson Streets, Toronto, has sold out.

NEW BRUNSWICK GROCERY NEWS

St. John, N.B., April 1, 1907.

The past week has been uneventful in so far as prices are concerned. There has been practically no change in staples.

Barbadoes molasses has advanced 1½ to 2 cents a gallon on the island, but the wholesalers here have made no change in prices as yet.

In the produce line eggs are a little easier, being quoted at 24 to 27 cents, wholesale. The price of butter remains unchanged.

Although Easter came earlier than usual this year, there was a good display of early vegetables, fruits and meats, and the general report was that trade was fully up to other years.

* * *

Because of the large increase in business, with limited facilities, causing delay in landing freight by the I.C.R. here, a meeting of St. John merchants was held in the Board of Trade rooms last Thursday afternoon to discuss with Supt. G. M. Jarvis and V. R. Ross, terminal agent of the I.C.R., the condition of affairs and to hear their views as to whether some increased facilities in the way of yard room could not be provided. It was shown that because of the great growth of business, more men, more shunting engines and much more yard room are required here.

Walter E. Foster, vice-president of the Board of Trade, occupied the chair during the first part of the meeting, and was succeeded by George E. Barbour. There were about thirty or forty merchants present. It was clearly shown that the great growth in business had not been met by a corresponding increase in the railway facilities. Both Mr. Jarvis and Mr. Ross admitted the need of improvement, and Mr. Ross said he had repeatedly made attempts to have the conditions bettered, and while some small improvements have been made, a great deal more was needed. After some general discussion it was decided that the matter should be taken up by the council of the Board of Trade at the first meeting, with a view of calling the attention of the Government to the unsatisfactory conditions.

* * *

H. B. Schofield, of St. John; J. D. Allan, of Toronto, and A. E. Jones, of Halifax, arrived here Wednesday on the steamer Olenda, from the West Indies. As announced some time ago, these gentlemen formed a delegation to the islands for the purpose of inquiring into their commercial relations with this country and to ascertain the best means of increasing trade. They were there six weeks.

Mr. Schofield, talking of their mission, said that the delegation were everywhere most enthusiastically received. Meetings were held in Bermuda, St. Kitts, Antigua, Dominica, Barbadoes, Trinadad and Demerara. At each of these places they were met by representatives of the chambers of commerce, as well as by members of the various agricultural societies, who are all capitalists.

The delegation urged at all these meetings that a preference be granted to Canadian goods. They were told, in reply, that they were quite willing to grant the request, but two considerations stood in the way. The first of these was that the merchants of the West Indies could buy goods on easier terms, though not necessarily cheaper, in New York than in Canada. The second was that, although New York has no better steamship connection with the islands than Canada, the delivery of goods is much more expeditious through the United States port.

Mr. Schofield, however, expressed the opinion that it is only a matter of time when Canada's trade with the West Indies will be largely increased. As an evidence of the real desire of the islanders for closer commercial relations he mentioned that the Government of the Leeward Islands has passed a resolution granting a preference to Canadian goods. He is convinced that if only Canadians display a sufficient amount of energy and foresight in bettering means of communication, an immense and lucrative trade can speedily be assured.

Mr. Schofield expects to have a complete report of his trip ready for the meeting of the local Board of Trade on Tuesday.

Arthur F. De Forest, representative for Geo. S. De Forest & Sons, has been ill with an attack of appendicitis, but has recovered and is again on the road.

The Eveleigh Dairy Company, in Kings county, will do a larger business than ever this year if present plans carry. N. W. Eveleigh, the manager of the company, recently closed a deal by which he secures control of the Rockville and Mount Middleton factories. The Jeffries Corner factory will be run as usual and the outlook from the company's standpoint is very bright.

A petition has been presented to Andrew Megarity, of Megarity & Kelly, retail grocers, City Road, asking him to become a candidate for aldermanic honors in Victoria ward at the coming elections. Mr. Megarity has the matter under consideration.

W. A. Craven, representing Chase & Sanborn, of Montreal, is calling on the trade here.

J. E. Angevine, representing the Pure Gold Manufacturing Company, left on a business trip to Sydney, C.B., last week.

It is reported that the Bank of Nova Scotia is negotiating for a lease of the property at Breeze's corner, King Square, now occupied by James Ryan, retail grocer and liquor dealer. The report is to the effect that an up-town branch will be established. Manager Easson refuses to discuss the matter.

A very interesting letter has been received here from T. S. Simms, head of the T. S. Simms Co. It describes his visit to Jerusalem, Bethlehem, and various points of interest in Palestine. Mr. Simms is now in India.

PERSONAL.

George Goldie, Goldie Milling Co., Ayr and Galt, was in Montreal this week.

Mr. Taillefero, representing the United States Peanut Co., was in Montreal recently.

W. W. Hutchison, of the Lake of the Woods Milling Company, Montreal, has gone west for a few holidays.

L. C. Sharman, who has for some time past been connected with the Canadian office of Hunt & Co., Japan, the tea men, has left that concern and has said good-bye to Montreal. Mr. Sharman left this week for Yokohama, where he will join the staff of the old firm of Barnard & Co. Mr. Sharman is a young man in the tea business and his many friends wish him abundant success in his new position.

VALUE OF BETTER WINDOW DRESSING.

To the Editor of The Canadian Grocer:—After reading the article "They Wanted to Know" in your issue of Feb. 15, I feel it my duty to add my tribute to the value of your work along the line of window dressing and its advantages to the grocers in general.

The present management of The Canadian Grocer certainly deserves great praise and the thanks of every grocer in the Dominion and elsewhere for the interest they have taken in the grocery salesmen, trying to inspire them with a desire to cultivate the beautiful in themselves and their surroundings and in this way add to their own value and to the bank account of their employer. When you show a thing is worth caring for it adds a value.

For some time grocery window dressing in the city seemed to have become almost a lost art, but to-day, through the work of The Canadian Grocer, I could point to dozens of salesmen who express a desire to become expert window-dressers. To have been able to inspire this must mean something to their employers, more, probably, than most can see at the moment, but let the employer encourage all such desires and it will not be long before he will be surprised at what his encouragement has produced, not only in his clerk, but in himself and his business.

Although we are often informed to the contrary, I know that there is plenty of good material, if we would try to make the best that can be made of the grocery salesmen of this city. The great trouble is that the employer and employe do not get close enough together for the employe to feel the potter's touch, because the employe can only become the employer's just in so far as he has fashioned himself after his own ideal.

The salesman who is pleased with keeping a tasty window will desire a tastily dressed store. This means that old corners will be swept out and old stock will become a thing of the past.

That there is a magnetism in a tastily dressed window we must admit. That in cleanness and brightness there is an atmosphere which not only draws custom but brings out the very best that is in us, we must admit. In other words there is a brightness, as it were, an attraction in a tastily dressed window and well kept store that is catching. I am sure if the management of The Canadian Grocer could see the efforts the grocery clerks put forth in order to attain the distinguished position of having won a prize, it would amply repay them for their efforts and expense.

Every article tastily displayed is given its proper chance to sell itself. All goods have a silent language of their own that appeals or repels. It is by being tastily displayed that they meet their affinity of taste.

Yours very truly,

AN OLD TIMER.

GROCERY TRADE NEWS FROM THE ATLANTIC PROVINCE

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., April 2.

The Easter trade in the city was good, the markets being well supplied with all seasonable stock. Eggs were much higher than is usual at Easter, being quoted at 23 to 24 cents. There was no scarcity at these prices. The quality of the beef was very fine, the veal exceptionally good, and some splendid spring lambs, weighing 26 pounds each, were marketed. There was a scarcity of all kinds of poultry.

Sugar.—The market is steady, and no change is looked for in the immediate future. The prices quoted are:

Standard granulated, $4.40; Austrian granulated, $4.30; bright yellow, $4.20; No. 1 yellow, $3.90.

Beef and pork.—From now on there will be a good demand for both, as the fishing vessels fitting out for the banks take good supplies. Prices for beef are:

Extra plate (American), $14.75 to $15.25; good American, $14.50; Canadian (best), $13.

Quotations on pork follow:

Clear fat backs (American), $23.50 to $24; P. E. Island mess, $22 to $22.50; American bean, $21.50; hams, 15c. to 16c.; side bacon, 17c.; roll bacon, 13½c.

Fish.—The Lunenburg fleet which will leave for the Banks this season is smaller than for years. Very little fish is being exported just now as the foreign markets are dull and the prices offering not very encouraging, there being a decline on codfish. One vessel arrived here last week from Newfoundland with a cargo of 3,000 quintals of dry fish for N. & M. Smith. There are no fresh lobsters on the local market at present, something most unusual for this season of the year. Quotations on the principal lines follow:

Ex-store—Dry shore cod, choice, $8; medium shore cod, $7.50; small cod, $6.25; haddock, best shore, $4.50 to $5. Ex-vessel—Cod, shore, $5 to $5.50; Bank, $5.75 to $6; herring, C. B. No. 1, $4.50; Bay of Islands, $3.75.

There are no mackerel offering and fresh halibut is very scarce, being quoted at 20c. per pound retail.

Molasses will probably be high owing to the reported shortage of the new crops. The quotations here are as follows:

Fancy Trinidad, 39c.; fancy Porto Rico, 37c. to 38c.; extra choice Porto Rico, 37c.; choice Trinidad, 35c. to 36c.; fancy Barbadoes, 32c. to 33c.; Barbadoes, 29c.

* * *

W. J. Hopgood, grocer, and W. Stetson Rogers, commission merchant, have been appointed appraisers of the estate of the late E. W. Crease, grocer.

W. G. Stanfield, of Truro, has returned from a business trip to New York, Philadelphia and Boston, where he made large purchases for the well-known house, the Stanfield-Smith Co.

* * *

Ludlow Jenkins, manager of the Hazel Brook dairying factory of Summerside, P.E.I., has been re-engaged for another year. The past year has been one of the most successful since the inauguration of the factory, the patrons receiving on an average 91¼ cents per hundred pounds of milk for the season, after paying all expenses, which were exceedingly high during the past season owing to extensive repairs having to be made and new vats installed. The company, instead of paying a dividend directly to the shareholders during the past few years, have retained the dividend to pay off the mortgage on the plant. The liabilities of the company are reduced to the small sum of $300.

* * *

James A. Ross has engaged with John Tobin & Co., grocers of this city, and will cover the same territory as he did for H. W. Wentzell & Co., of Halifax. Mr. Ross has been eminently successful as a commercial traveler, and it was natural to expect that the best firms would be anxious to secure his services when it was known that Mr. Wentzell had decided to withdraw his men from the field. Mr. Wentzell in a circular letter to his customers speaks in highest terms of Mr. Ross, who, through energy and perseverance, balanced by a studious regard for both his employer's and his customers' interests, was instrumental in building up such a large trade connection in the Island of Cape Breton.

* * *

A. C. Black, of Onslow, N.S., who has been in the employ of the I. C. R. for some time, has decided to go on the road for A. J. Matthews, meat packers, of this city, and he started out on April 1st. Mr. Black's route is the Southwestern Railway, the D. A. Railway, Halifax City and St. John.

* * *

The maple sugar season is now on, and it is expected to be a very productive one. Maple syrup is a ready seller in this market, and also the maple wax. One of the most up-to-date maple candy and sugar manufacturing plants in the provinces is that owned by Temple Lutz at the Gorge, New Brunswick. Mr. Lutz has a very large maple sugar place and there is probably no better in the Mountain district. Tapping has commenced, and Mr. Lutz will gather the sweet sap from fully 3,500 trees this season. His territory includes his own place and also the well known sugar place formerly owned by Ross Steeves. In Mr. Lutz's employ is Mr. Renwick Lutz, the first man to manufacture maple cream sugar in that section, and a specialty will be made of this product of the maple, as well as of the syrup, for which first-class appliances have been provided. Mr. Lutz's equipment has a capacity of about forty gallons a day.

EXHIBITION OF GROCERIES.

Much Interest Being Taken in the Food Fair Soon to be Held in Montreal.

As the time approaches for the opening of the exhibition of groceries in Montreal, interest in the affair becomes great. Nearly all the booths have been sold by the committee of management and a week from Monday work will begin putting the Arena in shape for the opening.

The fair opens April 16, and it is probable that some civic official, possibly the mayor, will be present to formally open it.

In Montreal much interest is being taken in the proceedings. Retailers recognize the manner in which they will be benefited through the holding of the exhibition. The manufacturers are spending in the neighborhood of $10,000 to show the general public in a practical way just what are the qualities of the goods found on every grocer's shelves. Naturally, this advertising must benefit the retail seller of foodstuffs.

J. A. BEAUDRY

Secretary Retail Grocers' Association and Manager of the Exhibition of Groceries in Montreal.

It is expected that there will be a large attendance of grocers from all parts of Quebec Province and from those districts in Ontario within reasonably easy reach of Montreal. The exhibition will be well worth attending as there is much that any grocer, no matter how experienced, can learn from seeing foodstuffs that he handles demonstrated by practical people in a practical manner. Every grocer that can make the trip should be on hand for part of the time the fair is in progress.

J. A. Beaudry, whose likeness is presented here, is working hard making final arrangements. Mr. Beaudry is well known among the grocery trade in Montreal as secretary of the Retail Grocers' Association.

CEREALS AND CONFECTIONERY

Trade Not Very Brisk—Demand for Feed Causing an Easy Tone in Market of Winter Wheat Flour.

While the grain trade is not exactly at a standstill, business is slow, and dealers complain bitterly of the difficulty in securing shipments. They say it will take all summer to straighten out the congestion. The advance in export freight rates does not appear to be occasioning much concern at present. The high price of feed has tended to increase the quantity of winter wheat flour milled with a consequent easier feeling in the market.

Confectionery.

From all parts of the country come reports of a very active Easter trade. This means that a great quantity of Easter confectionery was sold. What part of that trade fell to the grocers? Not as much as should have gone, it is safe to venture. Once in a while an up-to-date grocer is met with who is making a feature of confectionery in his business and they all say there's money in it. The proportion of grocers who are handling confectionery as a high class specialty might be doubled, or trebled. Last week it was suggested here that ambitious grocers wishing to feature confectionery should write to a maker of high class goods and get his advice. It was a suggestion worth repeating.

MONTREAL.

FLOUR.—A fair local trade is being done in flour, but outside of this the line is quiet. Export demand is limited.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 80
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS.—Nothing has developed in this market since last report.

Fine oatmeal, bags		2 45
Standard oatmeal, bags		2 45
Granulated " "		2 45
Gold dust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 70	4 85

FEED.—There has been no change in the situation since last week.

Ontario bran	22 50	23 50
Ontario shorts	23 00	24 00
Manitoba shorts	22 50	23 50
" bran	23 00	25 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR.—The grain business is quiet. Winter wheat flours are a little easier, but prices are unchanged. There is some enquiry for export, but not much trade passing. Domestic trade is fair.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 00

CEREALS.—Prices are firm and millers say they should be higher. Stocks of western oats east of the lakes are pretty low and the movement of freight is still very slow. Fair domestic business is passing.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

SALMON PACKING SUNDAY.

The salmon canners of British Columbia are sending to the Provincial Government a strong protest against the enforcement of the Sunday Observance Law. If the act is enforced, the salmon canners on the Fraser River in the northern part of the province will lose, they assert, millions of dollars through their inability to pack fish on Sundays. In the periods of heavy runs of fish the canners are frequently overrun on Saturday nights and owing to the perishable nature of the commodity, millions would be rendered unfit for canning if held for packing Monday.

CANADIAN SALMON SUITS.

D. H. Ross, Canadian Commercial Agent at Melbourne, Australia, writes under date of Jan. 28: "The quality of last season's shipments of canned salmon from British Columbia has given every satisfaction to importers. Owing to the comparatively cool summer, the demand for salmon—and all kinds of canned fish—has been much below normal, and distributors carry large stocks."

Mr. Komada, of the Japan Tea Firing Co., for which firm Watt, Scott & Goodacre are agents, was in Montreal recently.

A Californian advice says: "Asparagus crop damaged 60 to 70 per cent. Apricots will be fully as short as last year. It is a trifle early to estimate prune crop damage, but 80,000,000 lbs. are now looked for. Some packers are quietly buying up spot prunes here."

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL **BOLTON, ONT.**

BE CAREFUL!

Most grocers are because they feature our

ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

CANADA'S FLOUR TRADE WITH JAPAN

The West Not Yet Ready to Take on the Business—Neither Wheat Nor Mills.

By Alexander MacLean, Canadian Commercial Agent.

Yokohama, February 15, 1907.

From time to time, and upon the evidence available, I have had to account for the smallness and the seeming inactivity of export trade from Canada to Japan by the statement, in substance, that Canada was not yet prepared to figure largely in the Oriental trade. This statement, applicable to recent years, may now be further considered in respect of its applicability to the present time, and to the year now being entered upon.

Alberta Wheat.

The fall wheat development in Alberta in 1905, greatly interested the market here. That crop, currently stated at 2,000,000 bushels, gave rise to expectations that came far short of being fully realized. Information received from Alberta official sources disclosed the chief reason why, by giving the actual quantity at 689,019 bushels, and describing the greater quantity as "a newspaper estimate." This less or actual quantity was mostly absorbed by the active home demand largely created by the influx of settlers who for a year or two cannot be self-supplying. In this way the quantity of flour available for export to the Orient, heretofore insufficient to attract the attention of this market, was but scantily, if at all, increased by the fall wheat crop of that year. Some specific quantities, however, did reach the Orient, and these gave the assurance that ultimately Western Canadian flour would become a capable competitor with that from the Western States. As to ultimate supply in this market from Canada, there needs to be no doubt now. The present question is as to what we may expect from the crop of 1906.

Canadian Flour Trade in Japan.

At the present time, fully four months after the close of harvest, no remarkable tendency to push Canadian flour towards this market has been discoverable. What is the reason? The answer to this question must be found in the correspondence of interested parties.

A broker, operating between Canada and the Orient, who is a valued correspondent of this office, under date November 29, says:

"Flour.—It seems impossible to make any kind of a start in this season's business. I have cabled offers repeatedly to Kobe and Yokohama buyers, our people being particularly anxious for business, and to this end have made concessions in price, in order to get things started, but the gist of all our replies goes to show that our prices will not compete. Our connections at Kobe have been making every effort to get our goods started, and while their customers readily admit the superiority of the quality of our brands, they complain that prices preclude business being done, in other than a limited way. This makes it not a question of supplies, for our millers claim to be prepared to accept orders for regular shipments, but one of price altogether."

This is the general tenor of the commission merchant's complaint respecting this market. He is in a hurry, and it is this market that is at fault in that it does not rise to his prices. Clearly the broker in Canada does not offer his goods at a low price here, because he can get a higher price at home or elsewhere. His assurances that he has quantity will not impress the market, unless he can conform to its prices. His price shows that whatever quantity he may have, he has no surplus that he is obliged to market here at prices that

A Name Isn't Everything

although it amounts to a good deal more than the ancient proverb cobbler knew. When one lady helps another to

Perfection Cream Sodas

there's more in this particular name than some Grocers imagine.

are not only baked just as perfectly as biscuits can be baked—they are also perfectly packed—packed in such a way that their goodness is lasting.

The particular housewife will tell you there's a great deal in the name

Perfection Cream Sodas

and most Grocers know it.

THE Mooney Biscuit & Candy Company, LIMITED.

Stratford, - Canada

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

CRISP
TASTY
APPETIZING

IF THEY ARE
McLAUCHLAN'S
Cream Soda Biscuits
they are THE BEST soda biscuits on the market.
TEST THEM AT OUR EXPENSE.
McLAUCHLAN & SONS CO., Limited - - - OWEN SOUND, ONT.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX Ltd
Gorgie Mills, EDINBURGH

are acceptable to the exporter at Washington and Oregon ports.

Prices of Flour.

Another correspondent, interested in grain and flour, under date January 18, writes more reasonably, as follows :

"The prices for flour are of course dependent on the grades. Canadian mills are quoting $3.60 per bbl., c.i.f., Japan, but this price is likely to be raised almost immediately. Seattle and Sound mills are quoting from $3.47½ to $3.57½ per bbl. for their flour, which seems to suit the trade better as far as Chinese ports are concerned. At present Canada tributary to the Pacific is, as far as flour is concerned, in rather a backward condition. In order to compete successfully in Japan a certain grade of flour has to be ground, and to make same in any quantities it is necessary to make a large percentage of "Patent." Excessive local competition makes the sale of this "Patent" difficult, and in consequence the small mills at present situated tributary to the coast find themselves unable to keep running steadily, their trade being necessarily of a somewhat spasmodic nature.

"When a firm with plenty of capital can get in here and build a large mill and run their own elevators so that they are able to export both wheat and flour and can force their patent flour on the local market so that mills from the east find it unprofitable to compete, they will in our opinion find a fine business accruing to them in the near future. They will be able to grind either hard or soft wheat and take full advantage of the larger production Alberta is expecting. We do not hide the fact that it needs capital and patience for a year or two."

Low Grade Flour Wanted.

This correspondent takes into account a point that is not generally thought of when referring to flour production. Canadian wheat is of a high degree of excellence ; it therefore yields in the grinding a comparatively small percentage of low grade flour. This market takes mainly low grade flour ; hence the small quantity of Canadian flour acceptable to this market, in proportion to the quantity of grain grown or the bulk of the flour ground. The correspondent does not state the percentage of "Patent" and lower grade flours that a given quantity of grain yields. No doubt something depends upon the degrees of quality in grain, but the percentage is placed somewhere between 60 and 70 of "Patent" or best. This leaves only between 30 and 40 per cent. of the grain to supply the two or three low grades suitable for sale here.

This will lead the interested reader to the reflection that when a comparatively small quantity of wheat is grown, and only between thirty and forty per cent. of the flour which it produces is available at a price acceptable to this market, assuming that it were all ready to come here, it would be a light factor in competition with the cargo quantities constantly ready for delivery at Washington and Oregon ports. But even of that limited percentage of low grade flour, only a small proportion is seriously offered here, since the quotations persistently rule higher than those of similar grades from the American Pacific ports.

The Outlook Promising.

It is not necessary to burden a report, which has limitations as to space, with quotations from correspondence and from other sources to the effect that the flour export capacity of British Columbia and Alberta is yet in its infancy. The information I have, from those interested, indicates that they are getting ready. Some are building mills, or enlarging old ones. And others are building elevators at the railway points to receive the grain from the farmers. But the whole tenor of this is inconsistent with the present readiness in quantity and facilities which, the commission operators complain, is not responded to in the Japanese market.

With all this lack of sufficient readiness to offer acceptable business to this market, it is most unfair to place the default here, in face of the fact that there was last year a sensible increase in the importation of flour from Canada, and that that increase was simply the immediate response of this market to the small but significant increase of wheat recently grown in Alberta.

At this date of writing I am informed by firms who have made inquiry for supplies, which would be on a large scale if the demand could be met, that in both wheat and flour the prices asked by Canada do not admit of present business. The opportunity, however, fortunately, offers one exception just in time to mention it, a leading importing house, having received acceptable quotations in wheat, from a Canadian firm, which on this side will involve a large deal, if on the other side the circumstances are equal.

There is reason to expect that this market will take up Alberta and British Columbia wheat and flour as rapidly as the increase of production will furnish it. But necessarily it must compete with wheat and flour from the United States. Should Canadian prices continue, as heretofore, above the competing level, the obvious implication will be that Canada, even to the Pacific, fortunately has a better market than this.

Wheat Market in Japan.

There is a marked revival of interest in wheat since the tariff increase upon flour. And right along with it comes the relative difficulties in the way of importation from Canada. The lack of elevator facilities at the coast is given by the trade here as a ground of uncertainty in shipping. Then there is doubt about the transportation facilities. Grain must come, if at all, in some approach to cargo quantities, and the export point must be Vancouver. The only regular liners available at that port are Canadian Pacific steamships. The rapid service of the Empress boats cuts the time in port too short to admit of grain cargo to way ports. This leaves the grain carrying to the smaller Tartar, and Athenian, with the Monteagle at present temporarily off the route. Therefore the merchants who are inquiring into wheat importation from Canada are at the outset impressed with an unreadiness in the matter of facilities, as well as in that of price, for export to this country.

'TIS TIME TO GET BUSY.

House-cleaning time is almost here. Are you ready to push the sale of the necessary requisites for the all-important Spring cleaning? Have you laid your plans? If not, it is important that you gather yourself together and prepare for a general exhibition of such lines as brushes, brooms, woodenware and sundries.

The average retail dealer has to contend with pretty keen competition and is so situated that he cannot get even his legitimate share of the trade of his community without making a strong bid for it. Many fail to get the results they should out of their "Housecleaning Department," owing to the erroneous impression that people must have these goods and will therefore call for them, so tuck them away in obscure corners—nine chances out of ten entirely out of the customer's view—and, as a consequence, sales are light. Make a grand display, including paint brushes, varnish brushes, scrubbing brushes, waxing brushes, stove brushes, hair brooms, window brushes, window rubbers, cornice dusters, cobweb brushes, wall sweepers, feather dusters, plate brushes, brooms, pails, tubs, washboards, clothes pins, mops, wringers, step ladders, baskets, clothes lines, etc., a wide range of goods that surely will enable you to make a number of attractive displays, and then business is bound to come your way.

If bought right, displayed right, advertised right, and sold right, the profit will be a good one, which depends, however, upon carrying a standard line of goods, and the utmost care should be used in selecting only guaranteed goods with an undoubted reputation as to reliability.

PORTAGE LA PRAIRIE OPPORTUNITIES.

The Canadian Grocer has received from H. W. Baker, secretary of the Twenty Thousand Club of Portage La Prairie, Man., a handsome booklet setting forth the industrial and commercial advantages of "the Beautiful City of the Plains." Much information is compressed in small space and attention is drawn to the opportunities offered to canning, soap, biscuit and starch factories and other similar industries. Portage citizens are ambitious and there is no reason why the hopes of the Twenty Thousand Club should not be realized soon.

E. W. GILLETT CO. AND THE TEACHERS.

The trip arranged by Inspector Hughes of Toronto for an excursion of nearly 500 teachers from Toronto, Hamilton, Brantford, London and other places in Ontario, to Washington, Philadelphia, and New York, was a huge success. The only pre-arranged attractions were a visit to President Roosevelt, who received the teachers at the White House, and a performance at the New York Hippodrome. For the latter a complimentary ticket was supplied to each teacher by E. W. Gillett Co., Ltd., Toronto.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents MONTREAL

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Bakers and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Houshold use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade. the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

NICHOLSON'S DEPSIN MINCE MEAT
CAREFULLY PREPARED WITH THE BEST QUALITY OF PURE CHOICE GOODS ONLY
MAKES MOST DELICIOUS PIES TART CAKES OR PUDDINGS
MANUFACTURED BY NICHOLSON & BROCK TORONTO, CAN.

Good Business

demands that all live grocers stock

Nicholson's Mince Meat

and that they do it now. Why? Because of its sterling quality and the demand of the people.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST, MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

Winning its way into puplic favor as no Swiss Chocolate has ever done before is

Cailler's

The genuine and truly the best, richest, smoothest and healthiest Milk Chocolate made.

Place a trial order with your Jobber.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

This talk of foreign goods being better than Canadian-made goods is all moonshine.

We have just as good milk, buy the best cocoa bean, employ highest skilled labor, use finest machinery, and in

Mott's

"Elite" and "Diamond" brands

turn out the best

Chocolate

that can be produced.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario

MacLaren Imperial Cheese Co.

TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

CANADA IS LOSING TRADE WITH NEWFOUNDLAND

By Mr. E. D. Arnaud, Canadian Commercial Agent.

The customs returns of Newfoundland for the year ended June 30, 1906, are now made public, and the figures they contain regarding Canadian trade with the colony seem worthy of consideration by manufacturers and exporters of the Dominion who desire to increase their trade in this market. The most noticeable feature in connection with these returns is the fact that while the exports from Newfoundland to Canada show an increase of $641,321, the imports from Canada have fallen off $583,630 in the same period.

Island Takes Less Flour.

Of this total increase in the exports to Canada the item of dry codfish accounts for $455,704, while the decrease in the imports of flour from Canada amounts to 83,736 barrels, valued at $536,863. The difference in the price between American and Canadian flour in favor of the former is sufficient to account for this large falling off, all the facts in connection with this trade being well understood both by the sellers as well as buyers.

There are still many articles of Newfoundland trade in which Canada might make a better showing with a little more attention to the requirements of this market, and an examination of the following comparative statement of some of the principal foodstuffs imports may be useful to show Canadian exporters what progress, if any, they are making to supply the demands of the trade of the colony :—

Article		From United Kingdom	From Canada	From United States
Aerated waters	1905	$2,033	$ 200	$ 523
" "	1906	2,400	138	68
Ale, porter, beer	1905	7,437	98	1,163
" "	1906	7,365	53	2,164
Biscuits, sweet	1905	3,272	892	1,360
" "	1906	3,269	3,776	1,419
Cabbage	1905		1,912	5,014
"	1906		1,970	7,238
China, earthenware	1905	34,831	2,395	697
" "	1906	31,157	1,470	903
Confectionery	1905	11,382	1,080	5.331
"	1906	11,744	1,976	6,790
Glassware	1905	14,448	7,342	12,291
"	1906	9,186	5,831	10,824
Groceries, etc.	1905	68,434	24,829	50,515
" "	1906	61,658	27,494	30,502
Jams, etc.	1905	7,105	59	50
"	1906	4,852	33	27
Knife brick, etc.	1905	6,273	2,874	11,622
" "	1906	3,305	2,581	10,605
Meats, canned	1905	1,380	245	25,265
" "	1906	97	144	24,527
" Bacon and hams	1905	5,312	4,563	11,307
" " "	1906	4,256	1,444	16,166
" Beef	1905		20,343	220,280
" "	1906	407	21,910	296,826
" Pork	1905	1,082	44,397	305,701
" "	1906	974	29,664	418,661
Soaps, etc.	1905	21,286	3,650	5,703
"	1906	23,211	3,251	6,178
Sugars, etc.	1905	29,711	3,766	94,871
"	1906	21,325	3,650	139,999
Vegetables	1905	8,438	1,307	1,340
"	1906	5,735	1,870	1,490
Vinegar	1905	1,247	56	59
"	1906	1,212	219	36
FREE IMPORTS.				
Lines and twines	1905	6,808	9,176	36,771
" "	1906	18,105	8,478	40,670
Lard	1905		1,126	42,914
"	1906			65,729

DRIED FRUIT FROM AUSTRALIA.

D. H. Ross, Canadian Commercial Agent at Melbourne, Australia, writes : "Some three years ago, at my instance samples of Victorian dried fruits were forwarded to Vancouver and Winnipeg wholesale grocery houses, but the prices were not sufficiently attractive to cause business. The conditions promise to be better this year, as the growth of fruit at the Mildura irrigation district is said to be phenomenal. Early in April it is estimated that there will be a large surplus of choice clean lexia raisins—packed in 56-lb. boxes—available for export at a f.o.b. Melbourne price of about (2¼ to 2¼d.) 4¼ to 4½ cents per lb. Mildura fruit is well packed and much cleaner than European. Other lines, such as dried apricots, peaches and currants, are being for the present absorbed locally, but at times Vancouver importers of dried fruits should find this market worth their attention.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of the Premier the World

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

With Bright, Warm Weather

Your customers will be enquiring for

EARLY VEGETABLES

WE HAVE THEM.

Cabbage, Asparagus, Celery, Tomatoes, Cucumbers, &c., also

Finest Strawberries and Pineapples

McWILLIAM Mc. AND E. EVERIST

23-27 Church St., TORONTO

ORANGES

Navels, Mexicans, Bahamas, Valencias, Bloods, Ovals.

LEMONS

Extra Fancy, Extra Choice.

GRAPE FRUIT

Bahama, Florida.

Also everything in the Fruit line an up-to-date Fruit House should carry.

FOR

EXTRA FANCY HIGH COLORED HEAVY, SMOOTH, JUICY,

and

Deliciously Flavored California Navels

buy

"GOLDEN FLOWER"

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

FRUITS, VEGETABLES AND FISH

Lemons Still Soaring—Apples Quiet— Oranges Firmer — First shipment of Egyptian Onions on the Way from Liverpool—Fish Dropping Out.

The lemon market this week has taken another jump and there seems to be every prospect of a further rise before long. Taking the American duty into consideration, however, the prices here are lower in proportion than those at present obtaining in New York, and this for the reason that most of the larger importers have been receiving direct shipments, thus cutting out the customs charges and giving the retailers the benefit of them.

Grape-fruit, so far as the first-class stuff is concerned, is about exhausted. For some reason not easily determined, a large portion of the Florida shipments are spotting up, and most of the later consignments have been unsatisfactory. Dealers, however, cannot complain, as the season has been an exceptionally good one for this line. A noticeable feature has been that while in former years the demand was confined almost exclusively to the richer classes, this season the consumption has been practically universal, with the result that trade has been almost tripled.

Apples seem to be dead. There is little demand for anything except the extra fancy varieties, and even these are difficult to move on anything like a profitable basis.

The strawberry market was practically bare at Easter, much the same situation being reported in Buffalo and Chicago. The recent drouth in the Charleston section has rendered the outlook for an early movement somewhat unfavorable, as it has greatly retarded the growth of the vines.

The California oranges are averaging larger this season than has been the case for many years past, and although big sizes are not just what the dealers want, the trade is gradually awakening to the fact that they have got to take them, and the result will probably be a better and freer movement for the remainder of the season. The car shortage in California still continues to affect the Canadian market, but better conditions are slowly prevailing and the general outlook has taken on a much brighter aspect.

The first shipments of Egyptian onions will be on their way by the time this is in print, and will arrive in about three weeks. They will bring $2.75 to $3 a case. Domestic onions are a little easier, but practically the entire stock is coming from the United Staees.

Fish received its quietus as soon as the Good Friday market was satisfied. A few lines are making a last struggle but these will soon subside to the general quiet level. Some dealers, with an optimism which, however ill-founded, is surely commendable, are trying to convince themselves that winter is not yet over and that there will be another cold spell or two to usher in the spring, but the majority have accepted the situation as cheerfully as may be, and are returning thanks for an exceptionally active and profitable season.

MONTREAL.

GREEN FRUITS.—Oranges are selling fairly well at prices which are higher than those quoted last week. Mexicans are not arriving now, the season being over. Recently a few lots of this class were received from Toronto, and these are going at $2.75 a case. Valencias are now quoted and are selling freely. Lemons are now selling at $3, and higher figures are expected. Bananas have been advanced. The demand for this line is very strong and supplies are short.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	2 00
" jumbos	2 00	2 50
Cocoanuts, per bag	....	3 50
Pineapples, crate	....	5 50
Apples, bbl	3 00	5 00
Lemons	....	3 00
Mexican oranges, box	....	2 75
Cal fornia oranges, new navels	3 50	3 75
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	....	5 00
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box	....	6 00
Jamaica grape fruit box	3 00	3 25
Almeria grapes, per bbl	10 00	uo

VEGETABLES.—Business is limited in vegetables, Easter demand having fallen off with the passing of the holidays. The trade being transacted now is of a hand to mouth character. Florida celery is a new line on the market this week. It is quoted $3.50 a crate. California celery has been advanced, $7 a crate being asked. New potatoes are lower, owing to increased receipts. Rhubarb is up to $1.25.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	....	4 50
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl	....	1 75
Florida tomatoes, crate	....	5 50
Turnips, bag	....	0 75
Water cress, large bun hes, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
Celery, per doz	0 25	0 90
California celery, crate	....	7 00
Florida celery, case	....	3 50
Asparagus, doz. bunches	....	10 00
Radi hes, doz	....	0 75
Spinach, per bbl	....	4 50
Cucumbers, per doz	....	2 50
Potatoes, per bag	....	0 90
New potatoes, lb	....	0 06
" " bbl	....	9 00
Jersey sweet potatoes basket	....	2 25
Spanish onions, crate	3 00	3 25
Red onions, bbl	....	4 50
" bag	....	1 75
Beets bag	1 00	1 25
Carrots, bag	1 00	1 10
Mushrooms, lb	....	0 75
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	....	1 25
New Orleans shallots, doz	....	0 60

FISH.—Since the close of Lent there has been very little doing in the fish business. Dealers report having experienced a particularly good season's trade, demand all through the Lenten period having been wonderfully well sustained. Fresh haddock, lake trout and new haddies are among the lines which are lower this week. Frozen cod and grass pike are also obtainable at easier figures. Some new lines are quoted.

Fresh and Frozen Fish.

Halibut,	express, per lb	....	0 14
Grass pike,	express "	0 05½	0 07
Mackerel, small,	" "	....	0 08
Frozen cod,	" "	....	0 04
Dore,	" "	0 08	0 08½
Smelts	" "	0 08	0 10
New tomcods, bbl		....	1 00
Steak cod, lb		....	0 07
Pike, lb		....	0 08

Dressed bullheads, lb	0 10
Shadd, each	0 25
Haddock fresh, lb	0 05
Lake trout, lb	0 10
White fish, lb	0 07
Smoked and Salted—	
New haddies, box-s, per lb	0 09
Kippered herring, half boxes	1 10
Smoked herring, per small box	0 10
Yarmouth bloaters, box	1 09
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05½
Boneless fish, 25 lb., boxes, per lb	0 04½
Dry cod in bundles	6 50
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 40
Selects, bulk, per gal.	1 60
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" " per half bbl	3 00
No. 1 N.S. herring, half bbls	2 75
No. 1 Sea trout, bbls	10 50
No 1 Sea trout, kegs	5 75
Labrabor salmon in bbls	12 00
Large green cod, 200 lb. bbls	8 00
No. 1 green cod, in bbls. of 200 lbs	6 50
Small " " "	4 50
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl	6 00

TORONTO.

FRUIT.—Lemons are again on the forward move, a raise of 25c. a case confirming our prophecy of last week. Bananas are firmer, with an excellent demand and a somewhat light supply. The pineapple season is opening up in good shape, and the stock so far this year is more plentiful than usual. Cranberries continue at $9 a barrel, but that is chiefly because there is no one to take them away at that or any other price, and some dealers who laid in not wisely but too well, are at a loss to know how to dispose of their surplus stock.

Oranges	3 00	3 25
" Ordinary Valencias, 420's		4 00
" Large " 420's		4 75
" Extra choice navels, 96's, 112's, 2 0's	2 75	3 00
" " 150's, 176's, 200's, 216's	3 00	3 75
" Palermo bloods in ½-b xes, 80's 100's		2 25
" " " in ½-boxes, 1 0's, 80's		2 50
Extra fancy navels, 96's, 1.0's, 176's, 200's, 250's	3 25	3 50
" marmalade, 160,s 200s, 216s, per box	2 25	2 50
Bahamas, 12 's, 150's, 176's, 200's		2 75
Mexicans 150's, 176's, 200's, 216's, 250's		2 50

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

"FLORIDA TOMATOES"

1ST OF SEASON

Car 30213 containing 500 crates—arrives to-morrow.

Extra Fancy Hard Ripe Tomatoes—all one cutting.

Price — ***$4.50*** per crate. Can be retailed at 20c. lb. Price now within reach of all.

FLORIDA CELERY

FRESH CAR—Quality very fine—Sizes 3½, 4, 4½ and 5 doz.

$3.25 per crate.

SPRING VEGETABLES

A full assortment of finest goods in Large Variety.

Branch at HAMILTON

White & Co., Limited

TORONTO
Phone Main 4106

The **B. L. O. E.** are

"St. Nicholas" ***"Kicking"***
"Home Guard" ***"Puck"***

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FLORIDA CELERY. Extra Fine, $3.25 per crate.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We want your consignments of fresh killed Poultry, Butter, Eggs, Apples, Etc.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

OUR CUSTOMERS ARE HAPPY

since we started shipping ***Signal*** and ***Warrior*** brands California Seedless Oranges from Redlands and Chase & Co.'s ***Florida Celery*** from ***Sanford***, also ***Grape Fruit*** from ***Dunedin*** (the real silky kind). Special prices for large lots. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Our statements regarding our

Jams and Jellies

are verified by scores of grocers and thousands of people every week. Once you know the deliciousness of our

Pure Apple Juice

you'll recommend it all the time to the customer whose trade you want to keep.

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. **MONTREAL**

No. 1 Lab. Salmon	11.00½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00

Frozen Smelts No. 1 6½ a lb.
" " No. 2, 4c. a lb.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.

Can you afford to sell any product which may cause business to decline? If not, you'd best line up with shrewd grocers and push

"E.D.S." BRAND Jams and Jellies

Not because I say they are the purest and the best, but because the Dominion Government declares that brand superior to all others manufactured in Canada. Write for particulars.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,

Winona, Ont.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

SALT SALT

No trouble to give figures and information.

VERRET, STEWART & CO. Limited

MONTREAL

SALT SALT

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Grape fruit, Floridas, 80's, 96's	4 00	5 00
" " 48's, 64's	4 50	5 00
" Bahamas, 54's, 64's		4 25
" " 80's, 96's		3 75
Lemons, No. 1's 300, 360		3 75
" " 2's 300, 360		3 25
Pineapples, Florida and Cuban, 30s and 24s	4 75	5 50
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties, per bbl		3 00
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 50
Cranberries, per barrel	7 50	9 00
" " crate		2 75
Strawberries, Floridas, per qt		0 60
" Louisiana, per pint	0 18	0 20

VEGETABLES.—Potatoes remain quiet, though at the same time last year eastern stock was selling readily at from 15c. to 20c. above the present prices and Ontario was not to be had at any price. The feeling as to the possibility of easier prices is divided, but the probabilities are that another week or two will see the stock at rock bottom. By the middle of April prices will again be on a normal basis and any movement after that will be in an upward direction.

Tomatoes this week are a little lower and asparagus is easier.

Potatoes, Delawares, per bag	0 95	1 05
" Ontario	0 75	0 85
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 25	3 50
Onions, Spanish, per large case	3 25	3 50
" " small case	1 15	1 25
" Red Globe, per bag		1 75
" Yellow Danvers, per bag of 75 lbs		2 00
" Green onions, per doz		0 15
" Dutch sett, per lb		0 07½
Cabbage, new Canadian, per case	3 50	4 50
" old, per bbl	2 00	2 25
" per ton		25 00
Beets, new, per doz. bunches	0 80	1 00
Carrots, Canadian, per doz. bunches	0 80	1 00
Lettuce, Canadian leaf, per doz. bunches	1 10	1 25
Radishes, Roseland, per doz		0 50
Cucumbers, hot house, per doz., fancy Boston	1 75	2 25
" Floridas, per doz	1 00	1 25
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
Tomatoes, fancy, per crate	4 50	5 00
Tomatoes Florida, per crate	4 50	5 00
Parsley, per doz		0 25
Celery, California, per crate, 6½, 7, 7½, 8 doz.		6 00
" Florida, 4 and 6 doz., per case		3 25
Asparagus, fancy California large, per bunch		0 75
" per doz	2 00	2 25
Fancy Baltimore spinach, per hamper	1 00	1 50
Rhubarb, per doz. bunches	0 90	1 25

FISH.—Compared with the enormous business which was done during the last few days of Lent, the fish market is motionless. There is still, however, a fairly brisk trade in some few lines, and, if the hot weather holds off for a little while, a few others may yet revive their lormer activity. Smelts, tubilees and Digby herrings are all lower.

Haddock, fresh caught, per lb		0 07
Whitefish, winter caught, per lb	0 07½	0 10
Trout, per lb		0 10
Ciscoes, per basket		1 30
Mild cured bloaters, per box of 50		1 25

I offer for prompt shipment :

2,000 boxes (60 lbs.) ***Sair Dates***

1,000 bags French Peanuts

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND

Calcium Acid Phosphate, Phosphoric Acid, Malt Extract, Yeafo Bread Improver, Butter Flavour, Essences and Harmless Colours, Ice Cream Powders, Etc.

WRITE FOR PRICE LIST

We can supply some good recipes to buyers for making several grocery lines, including Baking Powder, Self-Raising Flour, Jelly Squares and Powders, Custard Powder, etc.

CORRESPONDENCE SOLICITED

IMPROVED TROJAN STRAPPING

On individual hangers of 300 feet each.
Packed in cases of 20 reels each, made in ½ in., ⅝ in., ¾ in., 1 in. widths.
Very handy in the Shipping Room.
Dealers should stock it.

J. N. WARMINTON

43 Scott St., Toronto, Ont. 207 St. James St., Montreal.

NEW PACK
BRUNSWICK BRAND
SCALLOPS
CLAMS

First orders in have preference. Freight prepaid on all shipments of canned goods. Price lists and information on goods cheerfully furnished. Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

The Best Waggon

That's the only kind we manufacture. We make a specialty of Fancy Waggons. Whatever kind of waggon you want we'll build for you. It pays to have our catalogue handy.

H. C. Abbott & Co. London, Ont.

Finnan haddie, per lb.—fresh cured	0 10
Oysters, per gal	1 80
Labrador herring, per half bbl	3 00
" " bbl	4 75
Red salmon, per lb., sea	0 12
Smelts, No. 1, per lb	0 08
" ext a-, per lb	0 12½
Cod, fresh caught, per lb	0 08
Halibut	0 12
Yellow pickerel, winter caught, per lb	0 18
Tubiiees, per lb	0 16
Shredded cod per lb	0 08
Shredded cod per doz	0 90
Ficu uers per lb	0 05
Digby herrings per bundle	0 60
Bluenose cod, per lb	0 06
Halifax fish cakes, case	2 40

FAIR DEALINGS IN THE FRUIT TRADE.

J. Albert Hand, B.S.A., writing from Winnipeg last December to the Canadian Horticulturist, says :

That many citizens in Winnipeg do not know one variety of apples from another is very apparent. That the dealers take advantage of the consumers' ignorance regarding this somewhat minor detail is even more apparent. The wholesale fruit houses, and through them the retail dealers, allow large quantities of fruit to reach the consuming public altogether out of season.

What does a lover of fruit want with Golden Russet apples at this season? What demand is there for pears in December? What does a trained taste for Snow apples think when Ben Bavis are put up instead? These and kindred games are played on the consumers of this city every day. Golden Russets appear in every fruit collection. A wholesale house has several hundred barrels of Kieffer pears. Any apple that resembles the kind required is given and the purchaser is so disgusted in many cases that he wants no more fruit for some time.

The other night, as I was going home, I saw some nice apples in a window. As they looked like good Snows, I decided to buy some. A lady waited on me and as she began to bag them I noticed they were not Snows. I called her attention to the fact, but she insisted they were "real Snow apples." When I laughed she was haughtily indignant, because I doubted her veracity, or perhaps her knowledge of varieties. The apples were small Ben Davis. I called at the next store to see if they had anything to suit. There were some large dark red apples. On enquiry I learned that these were "Alexanders." I do not know what they really were.

The retailer innocently plays these tricks. Names of varieties most generally asked for are attached to any apple that has the color. Golden Russets and Roxbury Russets are all the same. It is known by most of them that a Snow apple is red and that it sells well; so, any red apple must be sold as a Snow until its season is far past.

The wholesaler is the man to be blamed for a part of this deception. He should be thoroughly acquainted with almost every variety. In the interests of the apple trade, he should see that no variety is put in retail stores out of season. Every time a consumer gets an inferior, tasteless apple the trade is hurt. Every time a consumer gets a superior, tasty apple the trade is given a boost. A Snow or a Spy or a Russet in season, makes the consumer want more. It is safe guessing that if wholesale houses and retailers knew the varieties and put only the best up for sale and in proper season, the demand would be doubled.

Kieffer pears are a drug on the market when fall or winter comes. They will keep, but they are fit for preserves only. What housewife wants to start preserving at this season? She has done her preserving in summer and nothing but a profitless low price will induce a purchase for that purpose later.

The wholesale houses report a heavy business for the past two weeks. This will continue until Xmas. R. A. Rogers has worked night and day for several days. This firm sends carloads to points west. Their own representatives accompany the car to make delivery and prevent freezing. Everybody wants Spies. Greenings and Russets are also asked for. Any Snows that have been kept in good condition are readily picked up at high prices.

A great improvement has been noted in the stock sent here from Ontario. There is not one-third as much inferior fruit as came last year. A great part of the improvement is credited to the eagle eye and careful work of Dominion Fruit Inspector Philp. Good honest packing by the producer and shipper, and attention to varieties by the salesmen, will increase the sales wonderfully throughout the west.

GRADING POTATOES IN AUSTRALIA.

A prize of £50 was recently offered by the Victoria (Australia) Department of Agriculture for a machine which would most effectively, cheaply and rapidly perform the work of grading potatoes and onions without bruising or damaging them, and which would leave each grade separated and ready for bagging. The trial took place in Melbourne, and a dozen machines were tried, with the result that the judges recommended that the prize should be withheld for the present and that the competition should be extended for a few months.

AUSTRALIAN ONIONS.

The State of Victoria, Australia, writes D. H. Ross, Canadian Commercial Agent at Melbourne, produces the bulk of the onions grown in Australia. Some early varieties are already on the market, and a few small shipments were made by the Miowera, which sailed on January 21 for Vancouver. Brown Spanish onions will be available a few weeks hence, and numerous enquiries have been received in Melbourne from Canadian produce importers for shipments to be made in February, March and April for points as far east as Winnipeg. Present indications point to a crop of between 20,000 and 25,000 tons in Victoria, of which some 5,000 tons have been sold for forward delivery.

NEW SCALE HERRING PRICES.

The recently organized union of weir owners, at a meeting in St. Andrew's, N.B., attended by some sixty members from various parts of Charlotte county, adopted a scale of prices at which the members of the union will sell the output of their herring weirs to the American packers. The prices fixed are eight dollars a hogshead from the opening of the season until July 31, and six dollars a hogshead from then until the close of the season. A motion to make the price seven dollars for the whole season was defeated. The prices do not apply to Canadian canners, they being given the preference. Last year the fishermen received about four dollars a hogshead from the American packers.

At the meeting was adopted also as a standard of measurement a tub holding fourteen imperial gallons, ten tubs to a hogshead. It was decided that the price of herring for smoking be regulated by the market, but that if packers buy for smoking and then use the fish for sardines, they be penalized by having their supply cut off for two weeks. The bulk of the Charlotte county herring are sold each year to the packers at Lubec and Eastport.

TRINIDAD'S FRUIT.

Edgar E. Tripp, Canadian Commercial Agent in Trinidad, writes: "The new industry—fruit—is progressing slowly, but I think surely. Shipments of bananas and oranges are now made regularly to the United Kingdom, and arrive in good order, although the voyage is a fortnight. This is very little under the time occupied from here to Halifax or St. John by the Pickford & Black steamers, and suggests that a similar trade with Canada might be developed to mutual advantage in the near future."

FISHED FOR A GROCER.

Garrett Tracy, of Hartford, proprietor of a grocery store, has received a letter from William Miller Collier, United States Ambassador at Madrid, exposing an old swindle.

Some months ago Tracy received word from "Don Ramon Montilla, curate of the Church of St. John the Baptist," in Madrid, that William Burns, a boyhood friend of his, had left him a fortune of $15,000, and had made him also the guardian of the deceased's daughter. Papers and court records were forwarded to substantiate the claim, and Mr. Tracy was asked to pay court fees of $1,900 and come to Spain and get his fortune and the daughter. Tracy could not remember Burns, so instead of sending the money he wrote, asking Ambassador Collier's advice. In his reply Mr. Collier says :

"The whole matter is a swindle. There are on file at this legation hundreds of communications from people in the United States to whom letters similar to the one you received have been sent. There has been in existence in this country for 30 years a well-organized band of swindlers who work upon the same lines."

Sixty of the largest Cape Cod cranberry growers have organized a selling company under the title of the New England Cranberry Sales Co., with headquarters at Middleboro. A. V. Chaney was elected sales agent.

Merton W. Plunkett, formerly with T. B. Cramp of Orillia, has bought out Neil Jamieson, Orillia, who has gone west.

PURE CODFISH

The finest food in the world for the man who works, whether with his brains or his hands. The tastiest food, too, when you get it in packages labelled

"Halifax" "Acadia" "Atlantic" "Bluenose"

All the people of Canada are talking about these brands of codfish to-day. They must think a good deal about them or they would not talk so much. Are you an interested party?

Atlantic Fish Companies, Limited

LUNENBURG, NOVA SCOTIA

A. H. BRITTAIN & CO., General Agents for Quebec and Ontario, Board of Trade Building, MONTREAL

Your Interests Are Our Interests

Our association's attitude is one of friendliness to manufacturer and consumer alike, hence

WESTERN CANADA'S BIG PURE FOOD SHOW

Winnipeg, July 1 to 13, '07.

is designed to introduce manufacturer and consumer to the benefit of all.

HAVE YOU AN ARTICLE OF MERIT?

Do you want

60,000 Western Consumers to Know it?

We will help you to this end.

Address:

W. A. COULSON, Secretary
Retail Merchants' Association of Western Canada
53 Scott Block, - Winnipeg, Man.

SPRING FISHING STARTED IN BRITISH COLUMBIA RIVERS

(Special correspondence of The Canadian Grocer.)

Vancouver, B.C., March 22, 1907.

The fish hatcheries of the Fraser River have found that owing to the unusually cold winter the ova have been over a month later than usual in hatching. The young fish, however, do not seem to be injured at all by the slowness of the maturing process. It is anticipated that they will be turned out in as good condition as in other seasons. The Bon Accord hatchery will have some eight or nine million fry, while the Harrison Lake plant will turn out sixteen million. Usually the total output of the two is about thirty million fry. Last fall, however, the washing out of some of the pens in which the salmon are held for spawning caused a loss which could not be replaced.

Spring salmon are now running fairly well in the Fraser River. The prices agreed upon between the fishermen and buyers are: Red salmon, 8c. per lb.; white salmon, 5c. per lb.; steelheads, 6 cents per lb. These prices will be in effect until April 20, after which red springs will be 6c. and white springs 3c. per lb.

* * *

The halibut fishing steamers have been making good catches on the northern banks, some of the vessels coming in with good cargoes. The steamer Flamingo which some few weeks ago tried a cruise on the western coast of Vancouver Island found that there were no halibut there to be caught. The banks of Queen Charlotte Sound and even the Gulf of Georgia are reliable places to secure this fish, and no fear of a shortage in the catch is entertained. There are more than half a dozen large fishing steamers in the halibut trade, and all are doing good business. The market in the east seems to be practically unlimited.

* * *

The Blue Funnel liner Titan, which sailed from B. C. ports last week, took out a consignment of 20,000 cases of canned salmon, practically the last of the season's pack. All the pack of the coast canneries, both in B.C. and the United States, is now shipped to the Old Country in these steamers, the days when sailing vessels were chartered to take a cargo of salmon from Fraser River having long gone by. The cost of freight by these steamers is not very much in excess of the charge by a sailing vessel.

The Australian liner Aorangi, which reached port on Saturday last, brought a consignment of 4,000 carcases of frozen mutton as well as a lot of 1,500 boxes of Australian butter. For this season the butter importations are now over.

Another item of the Aorangi's cargo was a consignment of 1,200 tons of raw sugar from the B. C. Sugar Refinery Co.'s plantations in Fiji. This will be the second last consignment of sugar from the present crop. The steamer Moana, the next of the line to arrive in Vancouver, will bring the last shipment of the season's crop.

Large consignments of salt herring are being shipped to Japan at this season from Nanaimo. The Japanese are good customers for fish at all times, and with the herring run of Nanaimo at its largest the little brown men are not slow to take every advantage. They are born fishermen and are doing their share to exploit the fish of B. C. waters. Over eighty tons of salt herring were shipped out on the steamer Athenian alone, being consigned to Japanese firms.

* * *

Market quotations show but trifling changes from last figures given. Following are some leading lines:

Dairy produce: Butter, local fresh creamery, 35c.; local fresh dairy, Australian creamery, 30c.; eggs, fresh local, 25c. per doz.

Fruits: Apples,—Fancy table, $2.50 per box; cooking apples, lower mainland product, $1.25 and $1.50 per box; oranges, $2.75 to $3 per box; lemons, $3.75 and $4.

Vegetables: Potatoes — Ashcrofts, $35 and $40 per ton; lower mainland potatoes, $28 to $30 per ton; onions, $1.50 per cwt.; fresh lettuce, $1.75 per crate; cabbage, 3½ to 3½c. per lb.; cauliflower, $1.60 per dozen; celery, 85c. per doz.

Cured meats: Hams, 19 to 20c. per lb.; bacon, 18 to 21c.; lard, in 3's, 5's and 10's, 14½ to 14½c., 14c. in tierces.

Flour: Ogilvie's Royal Household, $5.40 per bbl.; Lake of the Woods, Five Roses, $5.40; Columbia Flouring Mills, Enderby, Hungarian, $5.30; Okanagan Flour Mills, Armstrong, Hungarian, $5 per bbl. Rolled oats, 90's, $3.25; 45's, $3.35; in 22½'s, $3.55; in 10-7's, $2.85; oats, $26 per ton; bran and shorts, $24 per ton; hay, $16 per ton.

RED ROSE DEMONSTRATOR WEDDED.

Miss E. L. Stevenson, demonstrator for Red Rose Tea, with the Toronto branch, after a year of exceptionally capable service has resigned to enter the state of wedlock with Leo Bowslaugh, a merchant tailor.

Miss Stevenson was very popular with every member of the T. H. Estabrooks Ontario staff, and on Good Friday evening Manager Geo. H. Campbell and several of the travelers waited upon her at her uncle's home, 35 Rosedale Ave., Toronto, and presented her with a silver deposit Brown Betty teapot set. Rupert Prat, as senior traveler, made the presentation and conveyed the kindly feelings and good wishes of the staff very fittingly and well. Manager Campbell spoke for the higher powers and stated very pleasantly Mr. Estabrooks' and his own appreciation of Miss Stevenson's work and their regret at her departure, which was far outweighed by their wishes for her future happiness.

Miss Stevenson was pardonably pleased and promised to remember them all often over the Cobalted Brown Betty and the Red Rose.

The wedding took place on Tuesday and on Wednesday Mr. and Mrs. Bowslaugh started for Saskatoon, where Mr. Bowslaugh has started a merchant tailoring business.

ADVERTISING A VILLAGE STORE.

R. J. Thomas, of B. W. Thomas', Hartford, furnishes a rather novel idea this week relative to rural advertising. His letter and the accompanying illustration state the matter clearly. He says:

Good Wearing SHOES RUBBERS B.W.THOMAS
SCHOOL SUPPLIES B.W.THOMAS
B.W.THOMAS MONEY SAVING SPOT
BEST COAL OIL PER GAL 15¢ B.W.THOMAS
USE OUR 30¢ TEA B.W.THOMAS
DRY GOODS B.W.THOMAS
B.W.THOMAS FOR PANTS AND SHIRTS
Every Day BARGAINS
B.W.THOMAS GIVES YOU GOOD VALUE for LITTLE MONEY AT THE UP-TO-DATE STORE B.W.THOMAS
Sell Your Butter Eggs B.W.THOMAS
CROCKERY GLASSWARE B.W.THOMAS
GROCERIES B.W.THOMAS
B.W.THOMAS CROCKERY TINWARE HARDWARE PAINT. OIL
DRY GOODS GROCERIES B.W.THOMAS
WALL PAPER B.W.THOMAS
Get Those New OVERALLS AND SHIRTS B.W.THOMAS

A New Wrinkle in Advertising.

"I have enclosed a photo showing how we do advertising in the country. It is a problem sometimes to know how to get rid of all the soap boxes, packing cases, etc., at a profit, but I think it is solved, as the picture will show.

"If it pays the city advertisers to put up billboards along the railroads and public highways, why is it not to our advantage to do the same?

"You will notice the name Hartford is not on the boards, but they are not placed far enough away from the village to make that necessary. It does not need a professional sign painter to do the work as anyone with a little practice can do it. I hope this will be a hint to some brother country storekeeper."

Canada is now selling more soap in Trinidad than the United States and in this regard is second only to Great Britain.

Business Management

By HOWARD R. WELLINGTON.

The Cost of Doing Business

In the special Spring number of The Review—which, by the way, is filled with interesting reading—an article appeared under the head of "The Cost of Doing Business," which should prove of inestimable value to the merchant who has not already installed some system enabling him to arrive at what his goods cost him "net," what his total sales are "net," and what each indivdual expense amounts to in each department of his business.

There seems to be some difference of opinion as to whether the proprietor's remuneration should be a fixed charge against the profits, the advance on cost including this charge, as well as all other charges, to arrive at the selling value of goods. It would be only fair to the business to charge in with the other salaries a certain fixed amount for the proprietor, just the same as it would be necessary to charge salary for a manager if one were employed. The gross profits, then, less the "overhead" expenses, the selling expense, salaries, etc., would show the net profit which the merchant earns.

The percentage to advance on cost depends largely on the cost of doing business and the amount of business done. When a business is thoroughly organized, and a system installed which will obviate all unnecessary detail work, a turn-over of $50,000 may be made almost as readily as $25,000, with but very little extra expense, thus increasing the net profit by a very substantial amount, as the "overhead" expenses, such as rent, taxes, manager's salary, etc., remain practically the same under both conditions.

A merchant must learn from an expeerience of two or three years, or perhaps more, what percentage must be added to cost to net a fair margin of profit. Few retail businesses, in those days of increased cost of doing business, can be managed successfully on a less margin than 33 1-3 per cent.

In a business which could be departmentized we would suggest a purchase journal, in which all purchase invoices should be entered monthly, the totals only being posted at the end of each month. A columnar book may be procured at a nominal cost, and the various columns used as found necessary, as follows:

At the end of the period, then, we have a set of accounts for each department collected as follows:

Dept. A.

Jan. 1, 1906—	Stock on hand	$2,500	
	Purchases	6,000	
	Sales		$8,500
	Rent or taxes	225	
	Salaries	950	
	Insurance	65	
	Light and heat	55	
	Advertising	65	
	Fright and packing	200	
	Office expense	275	
	Interest	155	
	Depreciation	75	
Jan. 1, 1907—	Stock on hand		2,600
	Net profit in department	535	
		$11,100	$11,100

I will be noticed that such items as rent and taxes, insurance, office expenses, interest, depreciation, heat and light, etc., all appear as a charge against the department. There are various methods of arriving at the proportion chargeable to each: first, by the amount of the sales; second, by the situation of the department in the store; and third, by the ratio of expense in maintaining the department. It is hardly fair to base the proportion on the total sales, as the department having the largest sales might be working on the closest margin of profit, and, again, it might cost a great deal more for office expense or light and heat in one department than in another.

The only practical method is to collect these general expense items, take each individually and apportion what may seem a fair amount over each department.

Of course some expenses, such as insurance and sundry items of expense for the department may be charged direct, and the remarks above only refer to general charges.

In the illustration above, the goods cost $2,500 plus $6,000, or $8,500, less stock on hand, $2,600 or a net cost

Purchase Jour nal—Jan. 31, 1907.

How settled	Terms	Seller	Amount	Dept. A	Dept. B	Dept. C	Dept. D	Dept. E.
Dft. 15, 1, 07	5, 30	J. Brown	$550 50		$550.50			
Ch. 15, 2, 07	2½, 30	J. Smith	420 25			$420.25		
Note 15, 3, 07	3, 30	J. Jones	375 20	$375.20				
Dft. 20, 1, 07	5, 30	J. Thomas	150 40				$150.40	
Dft. 1, 6, 07	3, 30	J. Ames	260 50					$260.50

Each department column may be further subdivided to provide for expenses, such as stationery, insurance, light and heat. This same idea may be carried out in the cash book, sales record and journal.

of goods sold of $5,900, an advance of 44 per cent, on cost, and yet the merchant only makes a net percentage of 9 per cent. Evidently expense accounts require careful inspection.

A Twentieth Century Business Plan

Even suppose I marketed my cigars in the old way—the way all my competitors market theirs--Grocers couldn't possibly make a mistake in stocking my

PHARAOH and PEBBLE

because their superiority to all other cigars as trade winners is admitted by a big majority of the Grocers in Canada. They say that my plan of doing business is not only a surety of the goodness of my cigars, but it also safeguards their profits absolutely and completely. Do you know the advantages of my plan to you? A post card brings particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer! You ***must*** sell tobacco. ***You can not afford*** to sell ordinary tobacco, because the man who pays the bills argues: "If his tobacco is no good I've no faith to place in the purity and wholesomeness of his provisions." Eliminate all doubt from that man's mind by stocking

T. & B.

the best pipe tobacco ever placed on the Canadian market. Ask any dozen pipe lovers you know which tobacco you should stock and their decision will please and pay us both.

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

A NEW ERA IN SPICE GRINDING

The National Pure Food Law of the United States has wrought a remarkable transformation in the spice trade of New York, and spice grinders are complaining that for the present their business is at a standstill, paralyzed by the uncertainty which exists in the trade consequent upon the new conditions, says the New York Journal of Commerce. As one well known grinder expressed it :

"We have been brought up all standing by this new law, and the revelation that it has brought to us of how far away we have drifted into the field of fraud and adulteration quite surprises us. For the present we have not been able to find out just where we are at. Still, I want to be quoted as saying that we welcome the Pure Food Law and I believe it will be a great benefit to the trade once we are adjusted to the new conditions. Just now everything is at a standstill, both in the raw materials and the box goods market, such as exists in the retail trade. In a few weeks, especially when the preserving season comes along, we shall look for an even better trade than we had before. The law is certainly a good thing.

"We had no idea how rank the adulteration had become. Competition had forced us along from one little fraud to another until we were a lot of pretty bad liars and the trade demanded that we remain such. Scarcely anything was actually pure spice. True, we did put up some genuine goods, but it was so little as compared with the whole that it amounted to nothing. People would not pay the price for pure goods. Why, we had to put out pepper for four cents a pound, all ready for putting in boxes, when everyone knew that the whole pepper was costing us at wholesale 10 cents a pound. We could make up the difference by grinding in burned cocoanut shells for the black part and cracker crumbs and browned grain for the rest. True, we labelled it 'compound pepper,' but people supposed it meant extra strong pepper, and it all went. Now the law compels us to call it 'imitation pepper' or 'pepper compound,' and to put our formula on the package. Of course that kills the sale of such goods and we have to put up pure goods. Because the trade has always supposed those were pure goods, the retailer must put out the new package at the same price as the old, and someone's profit is shrinking. It isn't ours, for we knew what we were selling all along, and so did the jobber.

"Of course this has made a big difference in the business. First of all we have to use more real spice than before and that increases the importation end of the business. To-day there is a scarce supply of materials in the market and the whole list of raw materials is up, in some cases double what it was a year ago. But on the other hand, the consumption of spices will not be as great as formerly, for the consumer will not need to use so much of a given spice in its pure state as was needed of the adulterated article. I suspect there will be trouble this fall when the women attempt to put up preserves by their old recipes. If they use the customary amounts of spices, the stuff will be so hot no one can eat it.

"The whole trouble at present is the uncertainty of the trade as to what they do want, and their indisposition to buy till confidence is restored. Customers who used to order twenty cases at a time are now ordering from hand to mouth, say five cases or so. This is especially true of the West, where the abuses of adulteration have been more flagrant than elsewhere. The retailers find it hard to believe that prices should jump as they have and they hesitate to lay in large stocks till they know how the consumer is going to act toward pure goods. We used to put out an article labelled mace for 15 cents. To-day it costs 46 cents. And that's the way it goes all along the line. But when people buy spices hereafter they will be pure spices; you can bank on that. In the past from a half to three-quarters of the stuff sold as pure was adulterant."

LORD LANSDOWNE A GROCER.

Canada's Former Governor-General in Illustrious Company.

The Marquis of Lansdowne went to the hall of the Grocers' Company in London City, on the 27th ult., to receive the honorary freedom of that influential guild, upon whose roll are inscribed the names of many illustrious men. Gen. Monk was a member, and Charles II. was pleased to accept the title of sovereign master, as was also William III. Among the many statesmen, soldiers and diplomatists associated with it must be included the Pitts, father and son; the Marquis Cornwallis, the Earl of Liverpool, Canning, Peel, Lord Raglan, Lord Lyons, Lord Clyde, Lord Napier of Magdala, Lord Lawrence and the late Duke of Cambridge. King Edward VII. was admitted when Prince of Wales, and the roll further holds the names of the Right Hon. A. J. Balfour, the Right Hon. Jos. Chamberlain, Viscount Kitchener and Viscount Milner.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Merchants from all parts of the Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street
Phone 1272
Branch: 179 St. Joseph St.
Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PRIMER FOR BOWSER SALESMEN

An Alphabet of Rhymes from the Bowser Business Boomer, and was written for Men who Sell Equipments for Retailing Oil, but Looks Good Enough for any Kind of Salesman.

A for "Approach," and it wins half the battle ;
Be cheerful, and then you will be hard to rattle.

B for the name that we sell under, "Bowser's,"
It means that we always have coin in our trousers.

C stands for what we love best, our "Commissions;"
They bring to our bank accounts handsome additions.

D stands for "Drive" on a cold day in winter,
When the horse that you have is by no means a sprinter.

E stands for "Effort" and "Enthusiasm;"
Between these and indolence yawns a great chasm.

F stands for "Faith" in ourselves and our outfits ;
If anyone has it, he can't talk without hits.

G stands for "Grit" that keeps going on grinding,
Rebuffs and annoyances not at all minding.

H is the "Harvest" we're every year reaping,
Which piles up the profits for "rainy day's" keeping.

I stands for "Idlers" who fall down so sadly,
Who love ease and loafing and hate work so badly.

J stands for "Joy" in our hearts ever thrilling,
When we take out our pens for a good order filling.

K is for "Knowledge" that gives us all power ;
It helps us in many a difficult hour.

L is for "Laziness" known to be turning
Lives of success to rank failures, unearning.

M stands for "Money" for which we're all working ;
A prize that keeps all of the salesmen from shirking.

N stands for "Now," when your man should be signing ;
To-morrow you'll find him more firmly declining.

O stands for "Orders" we lose by postponement ;
Our sorrow because of them is our atonement.

P means the "Patient and also the "Plucky;"
They don't get their orders because they are lucky.

Q stands for "Quitters" of all men the meanest !
Why shouldn't their pocket books always be leanest ?

R stands for "Rivals." May Fortune ne'er bless them !
We'll take every chance we can get to suppress them !

S for "Success" which we all of us covet,
And when we achieve it, I tell you, we love it !

T stands for "Tact" which we use, if we're clever .
It stands, too, for "Tanks" that will last one forever.

U stands for "Users" who swear by our system ;
If we took out their tanks they would say that they missed 'em !

V for "Vexations" that often annoy us,
But if we seem worried, they surely destroy us

W means that we're all to be "Winners;"
The best of us now were once only beginners.

X stands for "eXcellence," hard to acquire ;
Applied to a salesman, it ends in a buyer !

Y for this "Year." May the orders be many !
So just whoop 'em up, if you've not taken any !

Z stands for "Zest" that's the salt of all selling.
And this is the end of our lesson in spelling !

CIGAR SATISFACTION

Cigars to sell must be cigars that will satisfy the particular smoker. Our lines are incomparably better than anything else on the market. A smoker must have the best cigar, and when be buys

Royal Sport and Hogen-Mogen Cigars

he purchases **the best made.** Are **you** selling these cigars? The kind that build up your trade and **increase your profits.** If not, let us hear from you to-day. **It's to your advantage !**

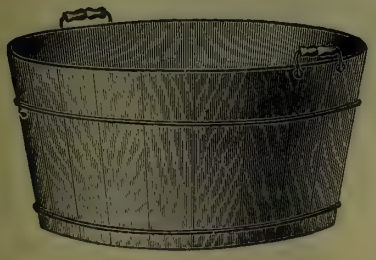
THE SHERBROOKE CIGAR COMPANY
SHERBROOKE, QUEBEC

A "Cane Made" Tub Remains a Tub

There's the rub because that sort of tub isn't so easily made as some suppose. The life of most tubs is years too short.

A "CANE MADE" TUB

does not just happen.



The material is carefully selected and thoroughly kiln-dried. Every Tub is carefully scrutinized by our inspectors. Tubs which would damage our reputation cannot leave our factories.

Also—A "Cane-Made" Pail Remains a Pail.

UNITED FACTORIES, LIMITED

TORONTO, CANADA

The Cost of Installing Business Systems.

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO

The cost of installing Business Systems is in proportion to the size of the business.

A small business requires a more or less simple system of accounting the expense is almost nothing compared to a big business whose arrangements are more complex.

* * * * * *

Our Monthly Account System is especially adapted to the retail business.

Our Monthly Account System does it all in one operation—makes the entries in your books and prepares your bills at the same time.

Our Monthly Account System stops the work from piling up at the end of the month and enables you to have each customer's bill ready at a moment's notice.

* * * * * *

Let us tell you how Business Systems can be adapted to your business.

It costs you one cent to know.

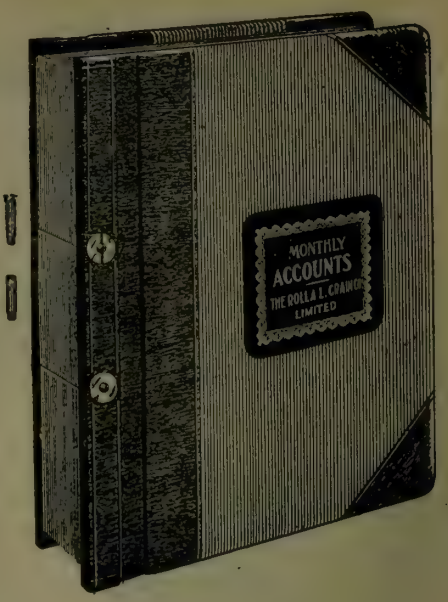
A post card will bring you the information.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

CONVENIENCE, ACCURACY ECONOMY

Are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of

The Crain Continuous Systems



Did you ever lose time and patience hunting through a card index drawer for an important record that has been taken out and put back in the wrong place?

In the Crain Continuous Systems every record is in its proper place, entries can be made without removing sheets, in half the time. It is absolutely safe, and from an economical standpoint it is without a rival.

The Crain Monthly Account System or the retal trade will pay for itself in a very short time.

Write for Catalogue G which will give you full inform tion.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: 18 Toronto Street

Montreal: Alliance Building, 107 St. James St.

Winnipeg: 11 Nanton Block

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties CO.,

126 Adelaide E., TORONTO

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

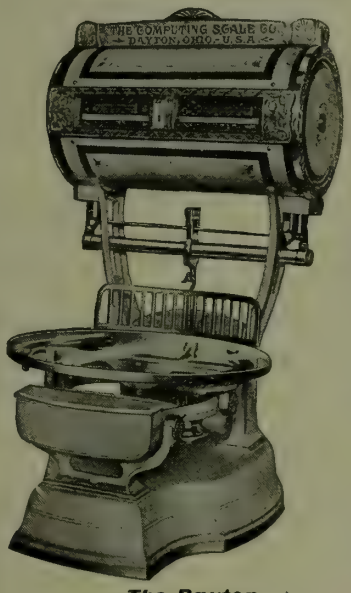
THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

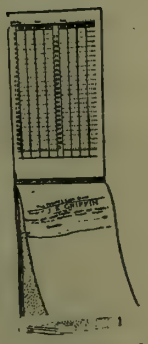
Eliminate Loss

If we didn't know how you could, we wouldn't make the suggestion.

Instal our

"Duplex" Counter Check Book

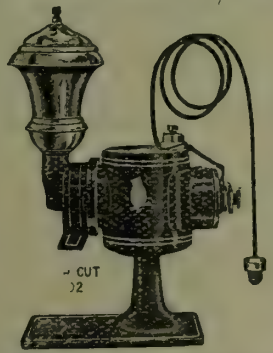
and if that does not make the balance healthier at the end of the year, it will be up to us.



The Carter-Crume Company, Limited

Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Upton's Compound Jams

A Word to Grocers About This Well-Known Product

In the first place, it is a perfectly wholesome food, prepared from fresh fruits and sugar.

It is labelled compound to conform with the pure food regulations of the Canadian Government, and the department has approved of the label we are using.

A certain percentage of apple jelly is used in the making of these jams to bring the cost within the reach of a large proportion of the consuming public, although many prefer the taste and texture of the compound article, regardless of cost of same.

It is much more suitable than the pure article as a pie or tart filler, and for general table use it cannot be excelled, and every grocer should carry it in stock.

Upton's Pure Jams

Upton's Pure Jams, Jellies and Orange Marmalade are absolutely pure fruit, as labelled, and granulated sugar, and for appearance and flavor cannot be excelled by anything on the market.

Guaranteed by the maker to be absolutely pure, and to fill the requirements of the most fastidious.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 5, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 70
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ½-gro. boxes, per gross $10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's $2 85

Canada Flakes " Household " 24/25's 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb	tins,	4½	doz.	to case	per doz., $ .90
½ "	"	4	"	"	" 2.40
¼ "	"	2	"	"	" 4.75
½ "	"	1	"	"	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

CanadianBranch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 32c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 26 c
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 26 c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case 36c.
10-lb. tins, 10 tins in case 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case 35c.
10-lb. tins, 10 tins case 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers an Coupon number d
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF

STORAGE

FREE OR IN BOND
Customs Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

On every grocer's shelves where the best brands are sold you will find

Borden's Brands

"Eagle" Brand Condensed Milk

The Public Ask for **BORDEN'S**

"Peerless" Brand Evaporated Cream

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent,
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	" 0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins	per doz. $1 40
" ½-lb. tins	" 2 50
1-lb. tins	" 5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	" 0 25
F. D., ½-lb. tins	per doz. 0 85
" 1-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins	per lb. $0 35
½-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
½-lb jars	" 0 35
Old Crow," 12-lb. boxes—	
½-lb. tins	per lb. 25
½-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade

T. UPTON & CO.

12 oz. glass jars, 2 doz. case	per doz. $1 00
Home-made, in 1-lb glass jars	" 1 40
In 5 and 7-lb tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross $10 20
" black	" 15 30
Oriole soap	" 10 20
Gloriola soap	" 12 00
Straw hat polish	" 10 8

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 03½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel	per box 1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.
Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

THE MAXIMUM OF THINGS

Working Power is said to be "something that men should keep at its maximum."

What applies to the individual applies to his business interests as well. Keep all the forces that work for them at the same healthy point, also. The maximum of working power for the Grocer is presented in

WOOD'S COFFEES

They possess all the elements for creating, maintaining and pushing business.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½

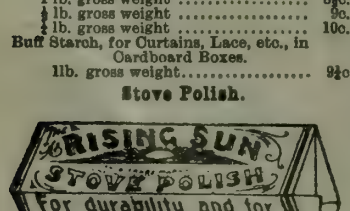
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—	
Cases 24, pts. 2 50	Cases, 24 qts. 4 80
" 12, ½-gal 4 80	" 6 gals. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—	
Cases, 24—2's, 2 10	Bbls, per lb. 0 02½
" 12—5's, 2 45	½-bbl. " 0 03
" 6—10's, 2 40	Kegs " 0 03½
" 3—20's, 2 35	Pails, $1.10 and $1 50

Usual freight allowance for factory shipments

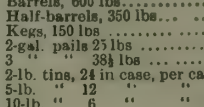
Empire Extracts all flavors—
2-oz, 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.

Special quantity prices — Empire jelly powder, all flavors, 90c.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 02½ per lb.
Half-barrels, 350 lbs	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 10 each
3 " " 38½ lbs	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35



Teas.

SALADA CEYLON.

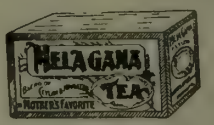
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 26	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 s and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 80 1-lb.	0 35
" " 120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 35

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 49
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 3s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

1. **Whole Fruit**
2. **Delicious Flavor**
3. **Attractive Glass Jar**

"Batger's"

Strawberry Jam has all these, and other points, also, that have made if so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz.

Strawberry Jam

Agents :
ROSE & LAFLAMME
Montreal and Toronto

The Fresh Fruits are carefully selected ..... Their delicious flavor appeals to everybody

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL

We want you to drop us a post card for our price list of

MATCHES

This small investment of **one cent** will bring you news of value, —will make money for you. You can risk **one cent** for a prompt reply.

Remember, once you find out what profit you will make you'll bless that **one cent.**

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

150,000 Cans a Day

Just stop a moment and consider what this means—150,000 Cans a Day !

That's what our factory turns out every day ; and each one of these cans guaranteed not only flawless in material and workmanship, but **absolutely the best on the market.**

Isn't it worth something to deal with the leaders ?

You are sure to obtain the best goods because no expense is spared to turn out cans that stand on the market without parallel.

You cannot place an order too large for us to handle—we're fully equipped to handle the business of the largest firms in need of cans.

Acme Can Works

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Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

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Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
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National Licorice Co., Brooklyn, N.Y.

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MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
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of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue.

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

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JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

STRENGTHEN YOUR HOLD

on your best customers by only selling them the best.

"BOVRIL"

is the BEST fluid beef to stock, because it sells quickly and is always to be relied upon.

Wethey's Mince Meat

(In Cartons)

has been recognized as the standard of Canadian excellence for a quarter of a century.

PURE WHOLESOME RICH

"ONE TRY SATISFIES"

If your jobber cannot give it to you please write us direct.

J. H. WETHEY, LIMITED

ST. CATHARINES, - - CANADA

Empire Brand

A Table Syrup like "EMPIRE" brand

is an ad. for your store—just now syrup will sell well. Order "Empire" brand; sizes of tins from 2lb. up to 20lb.

DIAMOND CRYSTAL SALT

"The Salt that's All Salt."

Canada's finest, whitest, and freest running and non-caking Salt. Get the best.

4 FREE long distance phones. Write—or better, wire or phone at our expense.

LUCAS, STEELE & BRISTOL

HAMILTON

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, APRIL 12, 1907. NO. 15.

The Preparation of

KEEN'S OXFORD BLUE

has always puzzled imitators. The use of and demand for **Keen's Oxford Blue** has never puzzled the wise merchant. He knows it to be the **Best.**

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Run Your Eye Over This

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Place your order through your jobber for

"CROWN" BRAND TABLE SYRUP

The steady demand for this famous corn syrup guarantees good profit to the grocer.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

23 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

C. & B. Labels

jars and packages are dainty in appearance and look well on your shelves. Buyers are often influenced by the outside appearance of the packages and it is to your benefit to stock only those goods which are contained in dainty and attractive packages, providing of course you can rely upon the quality of the goods inside. With C. & B. goods the superior appearance of the jars, glasses, etc., is merely an indication of the superior quality of what is inside, and you can rely on every consumer finding that the goods in every way come up to their appearance. C. & B. on our wrappers is a guarantee of the quality of the contents.

A special window display of C. & B. goods is sure to attract attention and custom. Why not put one in your window to-day?

CROSSE and BLACKWELL, LTD.

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIAL LINES WORTH STOCKING:

Chutney, Curry Powder and Paste, Capt. White's Oriental Pickles, Olives, Chutney Sauce.

Hannah's Scotch Pickles

Are sound and crisp. They are preserved in genuine Malt vinegar; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more? (10, 16, 20, 30 and 40-ounce bottles.)

LOW PRICES

Quality Tells!

"Shell" Castile Soap

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—12 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

ARTHUR P. TIPPET & CO., Agents

8 Place Royale, Montreal
84 Victoria Street, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention.

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 88.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

TOMATOES
AND
CORN
LOW PRICES
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

SWIFT'S "SILVER LEAF" LARD
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(*Continued on page 4.*)

Right Buying——

Makes Easy Selling

Both for you and for us—

We have bought the lines below at right prices and are offering them at prices that will make them easy sellers—You place your order NOW and at OUR prices—you'll find THEM right—and you'll see how easy they will move out—

A BIG SNAP——while they last **3.60 per case— f.o.b. Toronto**

CANNED Round Tins, Is HADDIES and KIPPERED HERRINGS

We do not advertise the brands, but you can be assured they are very well and favorably known. The quality we guarantee—nothing finer packed—ORDER NOW before they are sold—WE HAVE ONLY ONE CARLOAD EACH—

DATES——

HALLOWEE

Send us your orders—

Just let us tell you two things

—Beware of some being offered—they are away off in quality—

—We have some fine stock at ridiculously low figures—

Seeded Prunes——in 1-lb. packages——

Also a full line of all sizes

are proving very popular sellers—We can put you on the track of making some money in this line—Get our quotations

California Prunes—25 and 50-lb. boxes—

Now's the time of year you'll find our

"HOLLAND ASSORTMENT" Prepared Mustard

a good seller—Costs you $1 20 per doz., retails at 15c.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS
Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.
TRADE MARK
CANADA PAPER CO. LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

QUEBEC PROGRESS
If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write
J. P. THOMAS,
Everything in Groceries handled. Quebec

More Profit and Better Satisfaction for your customers than any other starch.
Write for prices and sample package
CHINESE STARCH
OCEAN MILLS, MONTREAL

COMMON SENSE
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W.
TORONTO, ONT.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

AYLMER JAMS AND JELLIES

Have you seen our 16oz. **guaranteed absolutely pure** Marmalade and Fruit Preserves, all varieties, **Aylmer Brand?** These are positively the best and most attractive goods on the market at any price.

Send a Trial Order to your Wholesale House

CANADIAN CANNERS,
LIMITED

Money in Canned Goods

Some grocers do not realize that fact. A few never will. Those who do not see the profit side of the Canned Goods Trade have been stocking inferior brands. The natural consequence means a general business decline, because economic house-wives will not patronise the grocer who handles inferior lines very long.

Since there is money in Canned Goods for you and since you must stock the best to secure your profit and insure a lasting trade, you certainly ought to stock

OLD HOMESTEAD BRAND

easily the best by any test ever placed on the market. Our factory is ideal—spotlessly clean in every way—and even our competitors admit that our facilities combined with our carefulness assure just as pure a brand of Canned Goods as can possibly be manufactured, while the matrons of Canada unanimously declare that there is no brand of Canned Goods which comes near approaching

OLD HOMESTEAD BRAND

in genuine goodness.

Yes, there's **Money in Canned Goods—reputation** and **money** if you stock the proper brand—**Old Homestead Brand.**

The Old Homestead Canning Co.

PICTON, ONTARIO

FOR THE FIRST THREE MONTHS

of this year (1907) the increase of

"SALADA"

TEA

has amounted to 25½ per cent over the same period of last year. IN CANADA ALONE during the same period, our increase has been 23¼ per cent over the same 3 months of 1906, and this after a 23 per cent increase in 1906 over 1905.

What is the moral to be drawn from this?

Serve the Public Well. It Pays.

"SALADA" does this, has always done it, and will continue to do so.

Good Customers'

choice is always

Magic Baking Powder

because it is so well and favorably known.

Good grocers most everywhere sell it.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Sterling Brand Pickles — None Better

Sterling Brand Relishes — First in Merit

Sterling Brand Catsups — The People's Favorite

Made in Canada by

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE.	LONDON
JOSEPH CARMAN.	WINNIPEG
C. E. PARADIS,	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto.

The
Cunningham & DeFourier Co., Ltd.
LONDON, ENG.

PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

George Mason & Co Limited

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Barbadoes Molasses

1-2 Brls. Price Right.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

"LES AFFAIRES SONT LES AFFAIRES"

GOOD BUSINESS is found in Purnell Webb's brands

SATISFACTION TO YOUR CUSTOMER. PROFIT TO YOURSELF.

PURNELL WEBB & CO., Ltd., Bristol, Eng.

ESTABLISHED 1750

MALT VINEGAR BREWERS, SAUCE AND PICKLE MAKERS

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HANZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C.E. JARVIS, & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

GREIG'S

WHITE SWAN COCOANUT

Featherstrip—Shredded—Desiccated

In PACKAGES, BOXES, PAILS and BARRELS

Pure and white in appearance. Fine in cut.
True in flavor—right in taste.

Does not grow rancid quickly like poorly cured cocoanut.
High-grade in every respect. Samples on request.

THE ROBERT GREIG COMPANY, Limited, - - - TORONTO

GREIG'S White Swan BRAND

Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA

The Grocer

who handles any old kind of shoe polish takes the shine out of his cash balance at the end of each week. You cannot afford to handle any but

2 in 1

because it builds up a paying trade and rivets that trade to your store. **2 in 1** saves shoe leather and saves money for your customers. It must make money for you.

Mention The Canadian Grocer when ordering.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada, Buffalo, U.S.

F. NICHOLSON D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A.B.C. 4TH EDITION, WESTERN UNION, ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg.

NO. 3

CALGARY BRANCH. NICHOLSON & B...

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

Responsibility

Every package of goods we sell adds to our responsibility, because our good name is on each one. With thousands of merchants selling them, thus keeping daily check on our honesty and holding us to the promises our name implies, do you run any risk of being disappointed?

We make a specialty of High-Class Goods in TEAS, COFFEES, SPICES and VINEGARS. Our registered brands are standards of quality; they do not vary.

Quality considered, our prices are the best; our stock one of the largest and the best assorted. ASK FOR SAMPLES. IT PAYS!

Our Brands

EMD

Pure Spices, - 17½ to 30c.
Vinegar - - - - - 32½
Blend of Coffees - - 35
Baking Powder, doz. 3.25

CONDOR

Japan Teas, bulk and packets, 18½ to 42½c.
Ceylon Blk. Teas, bulk and packets, - - - 20 to 40
Spices, ¼ lb. packages, - - - 35
Coffee, 1 lb. fancy package, doz. - $2.50
Blend of Coffees, lb. - - - 30
Vinegar, per gal. - - - - 30
Baking Powder, per doz. - $2.25
Mustard, PURE, in tins; - - 35

OLD CROW

Blend Blk. Tea 18½ to 35c.
Mustard in Tins, lb. 25
Vinegar, gal. - - - 23½
Baking Powder, doz. 1.25
Blend of Coffees, lb. - 25

NEW COFFEE LIST. 40 Different Kinds. 15c. to 50c. Ask for it.

Most Perfect Coffees, turned out by our improved gas roaster. Freight paid and a fancy canister free, with 50-lb. trial orders, in Quebec and Ontario.

With 100 lbs. all over Canada.

Madam Huot's Coffee has no equal. 1-lb. tins **32**c.; 2-lb. tins **62**c.

Your customers will appreciate "THE ART OF MAKING GOOD COFFEE AND GOOD TEA", a little booklet we put in every tin of MADAM HUOT'S COFFEE.

The E. D. Marceau Co., Limited

Montreal

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food. Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

Camp Recollections.

Talking about beverages have you noticed what a growing demand there is for a good coffee essence? That's because the manufacturers of

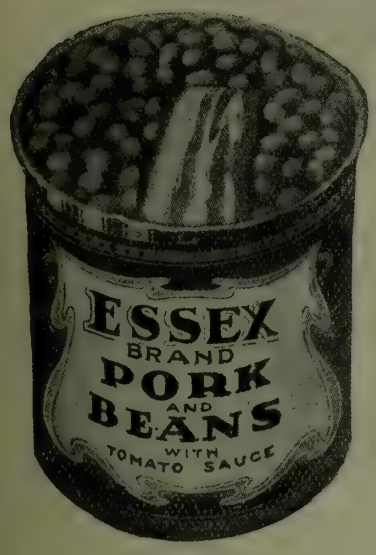
'CAMP' COFFEE

are shipping vast consignments of that excellent beverage to our country. There isn't another coffee to approach 'CAMP' for purity, strength, and flavour. Have you stocked it yet.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME MONTREAL.**

A Question of Dollars



The shrewd grocer stocks the best brand of Pork and and Beans on the market. That explains the ever-increasing demand for

ESSEX PORK and BEANS

and most grocers stock none other. It certainly does pay to cater to the public taste. The goodness of Pork and Beans is accentuated when it's the ESSEX brand, because our process of canning assures the flavor which has made the Essex brand famous the wide world over.

THE ESSEX BRAND conserves both trade and profit.

The Essex Canning and Preserving Co., Limited

8 Wellington St. E., Toronto

CALENDAR ADVERTISING

PAYS

LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO. Limited

Box 580, London, Ont.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld, Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

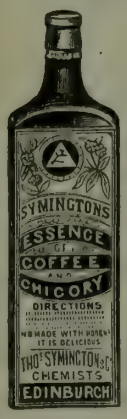
Diamond E. Blend Coffee

DON'T TAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results** ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for **"Diamond E."** on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—**"Diamond E."** will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

FRENCH TELEGRAPH CABLE COMPANY

CALL
C.P.R. TELEGRAPH

To insure prompt delivery of your cables to EUROPE, see that each copy of cable is marked "VIA FRENCH CABLE."

Shortest, quickest, safest route.

Agents wanted in all Principal Cities in Canada.

C. A. CHOUILLOU & CIE.
Agents
14 Place Royale **MONTREAL**

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Tartan BRAND
SIGN OF PURITY

Tartan Fruits

If you have not handled **TARTAN** Fruits send us a sample order or phone for quotations. Once tried you will never be without them. There are others but they have not the flavor of **TARTAN** Brand which are just as good as home-made, packed in all sized tins, 2s, 2½s, 3s and gallons. We have Peaches, Pears, Plums, Strawberries, Raspberries, Lawtonberries, Cherries and Blueberries. We do not charge more for these goods than other well-known brands and they are the finest. Ring us up on No. 596. Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

SURE, STEADY SALES!

You may be able to reap fairly good profits from sales of inferior maple syrup for a time, but sooner or later you will be compelled to stock the **absolutely pure article.**

Consumers know what pure maple syrup is and they are bound to have it eventually.

Don't wait for a drop in your maple syrup business, but stock

"PRIDE OF CANADA"
and "PRIDE OF QUEBEC"

brands at once.

These are the **real, genuine maple syrups** which are always asked for after first trial.

The Maple Tree Producers' Association
WATERLOO, QUE.

It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

Mathieu's Syrup

of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this, it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nervine Powders sell all the year round.

J. L. MATHIEU CO.,
Proprietors SHERBROOKE, P.Q.

For sale at all druggists and general stores.

RED FEATHER SPICES

AND

IMPERIAL VINEGAR

The Two Best Lines of Their Kind in Canada To-day.

WE SELL THEM BOTH.

W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

There will be a heavier demand this year for

Japan Teas

than has prevailed for many years, and live grocers are buying freely. It is after all the old story of the "rude awakening" of imitations—Japan teas cannot be imitated—they stand alone as the

Purest, cleanest and healthiest teas grown.

It pays you to sell

Infants' Delight SOAP

Best for little folks

Best for big folks

Big profits—pleased customers—

Canada's Best Toilet Soap

Write for prices and samples

John Taylor & Company

Toronto

Avoid substitutes or imitations

Mr. Grocer!

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

IVORINE

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble —— of course you see the point. She'll trade at your store, certainly.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

It Pays Dealers to Keep Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is a Skin-Tonic and Beautifier.

And it is well advertised. People are looking for the trade mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

23

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps, Concentrated Lye, Laundry Chips, Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - **Montreal**

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams

Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—
DIAMOND BRAND.

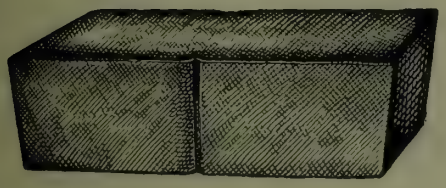
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s,** and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box.
None other is genuine. Sells for 10 cents each.
Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb.
Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb.
Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Sold by jobbers everywhere

Montreal

We can interest you in——

TOMATO CATSUP

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

The first thing your customer asks for in the morning is Coffee, and wants it good.

See that you furnish the best and you will get the rest of his orders.

Chase & Sanborn's Coffee has a flavor that begets confidence and this means **more** and **better** business all the time.

Chase & Sanborn,

The Importers, Montreal

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

WONDERFUL SOAP

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP.**

THE GUELPH SOAP CO.

BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning etc. Sort up your Stock and send in your order for

JAMES DOME

BLACK LEAD, the most satisfactory Stove Polish you can handle.

Works Well. Sells Well. Pays Well.

W. G. A. LAMBE & CO., Canadian Agents.

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :

HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

A Quick Seller — It Won't Stick

PLACE A TRIAL ORDER FOR

"MELAGAMA"

MOTHER'S FAVORITE TEA

The People's Choice — **For Prices See Back of this Issue**

We make a specialty of Bulk Teas. Our house has a reputation to sustain—a reputation won by fair dealing—and if you do business with us you may always be sure that you'll get what you *BUY.* If you would like us to forward you samples drop us a line and and we'll be pleased to do so.

MINTO BROS., Importers and Blenders, TORONTO

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

"The only out and out Canadian Manufacturer of Cocoanut."

Established 1884

WHITE MOSS COCOANUT

STANDARD GOODS

"Liberal Terms and Treatment."

CANADIAN COCOANUT CO., MONTREAL

J. ALBERT McLEAN, PROP.

REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins
California Loose
" Seeded, 16 oz.
" " 12 oz.

under to-day's cash importations.

Write for our prices.

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck' cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"RED FEATHER" EXTRACTS

Have you looked into the value these goods show ?

Have you looked into the offer we are making in introducing them ?

Sales so far have been phenomenal.

Repeats are already coming in.

Our travellers have full information.

James Turner & Co., Limited, Hamilton, Ont.

If you want an Awning, why not try
The Tobin Tent & Awning Co., Ottawa ?
It's worth considering.

CANADIAN CASTILE SOAP Co. TRADE MARK BERLIN ONTARIO

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST **LAUNDRY SOAP**

—Vinegar—White, Cottell's—

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS :

Warner Rd., Camberwell, S.E., London, Eng.

MANAGING A GROCERY STORE

By a Man Who Has Been Manager.

A store should be like a well regulated, well attended engine—everything running smoothly and the engineer, that is the boss, walking around calmly, always serene, while the cogs and wheels—the clerks—do the work, sputter and whirr. The engineer has it all planned out—its system—the wheels revolve; sometimes there is a hitch and he is always there with oil, and the day's run is brought triumphantly to a close after a serene and profitable day. Every cog should fit into the next, as when the advertising cog brings the customer to the salesman. The advertising cog just keeps on turning—it's now up to the salesman, and when the selling cog turns, taking the customer's cash smoothly and not jarring him or her as it leaves, it's now up to the orderman and bookkeeper; but right here I want to say that the selling cog is the important one and everything depends on it. The critical moment, just when a customer is debating whether to buy or not, is when the cogs should turn most smoothly and surely. A great deal depends on decision.

The Good Salesman.

A manager once watched two popular clerks to see which was the better for promotion. The most popular clerk had a favorite customer who waited for him. She liked him, and when he waited on her he kept up a conversation with her and made a great show of trying to please.

Finally selecting two articles he left it to her—she left it. She then went to the less popular man; he smiled, pulled down an article, said that this was the one and only thing, stated the price and asked where he would send it. She agreed entirely, handed him her card and money and left entirely pleased. He had sold it in one-eighth of the time of the other. The popular man lacked decision. Just as soon as a sale is hinted it is better to wrap the article, enter it, or clinch the bargain in some manner before the lady changes her mind. Right here, remember the average female mind is not good at fractions. A grocer once advertised ten per cent. off all soaps. A friend, a lady, of course, asked why his competitor could sell soap one cent cheaper than he. He explained that his was the cheaper, but she could not see it. He then offered her $1 worth for 90 cents, and she took it quickly. Moral—Always mark your reductions in plain figures.

Regular.	$1 00
Sale price.	.90

A customer will take a little private jollying over the counter—in fact many friends are won that way—but just raise your voice and let anyone else hear you and your name is Dennis.

Prompt Delivery.

After the seller the order man takes hold and puts up quickly, neatly and correctly the purchases and places them on the delivery floor. Women like prompt delivery, and it pays to please the ladies; in fact a good delivery man is a jewel indeed; he both wins and holds trade.

The office cogs keep the accounts promptly to date, are courteous in settling and adjusting bills, and tell the engineer how his oil is holding out.

Every portion of work is parcelled out, and every cog knows its work. The engineer merely supplies the oil and brains to direct.

The engineer never reproves any of the cogs before the others unless where a warning is deserved and will serve as a lesson to the others. The shelves are redressed every week, and every cog has his or her niche to dress regularly, and things are changed often to give an appearance of freshness.

Everything with a place and everything with a price ticket, that is the rule. Somehow a woman imagines a ticketed article to be a bargain.

There is agitation over displaying goods on the street as it is claimed the dust spoils them. Now, look here. Suppose your turn your entire stock of fruit in one day. The streets are waterd. It's true you couldn't turn half that if you didn't display your fruit—ticket it—push it. Well, suppose all that; and doesn't it pay to show up the goods? Of course no woman wants dusty berries, but who kicks over a dusty apple or pear?

Now, goods displayed on tops of shelves are objected to. Canned goods spoil, but first-class grocers change their stock too often to allow that.

Cleanliness.

A well-swept floor is good—a well-scrubbed floor is better—but a well-swept, well-scrubbed, well-oiled floor is the best yet.

Women hate dust—especially where they buy eatables.

Coffee is ground after sale. Firm's name on everything possible—tea, coffee, baking powder, jelly powder, soap, extracts, etc. Don't advertise other people. Boost yourself—get your name up as a sign for purity, cheapness and goodness, and some day it will sell for hard coin.

Push things in season. Coffee in winter; fruit in summer and tea all the time..

Good refrigerating means good butter—fresh eggs. That means satisfied customers. Ladies would live on good bread and butter and tea.

A man is known by his friends; a grocer by his customers. Your waggon stopping at Jones' has perhaps induced Smith to deal with you.

Search for trade diligently. Newly married people are easily trained to deal with you.

Your driver can win trade or drive it from you.

Friendship is good in a store, but not too much—just friendly co-operation.

The engineer must have command of himself to rule others. Never get excited; it's an object lesson to the cogs who imitate him. As the boss is, so are the clerks. So an engineer has a tremendous responsibility; and a reputation for unfailing evenness, firmness and fairness is not to be bought for money, but is the result of years of patient endeavor. That is why he is boss.

FOR WESTERN DEALERS.

The Codville-Georgeson Co., of Winnipeg, have a plan to promote the sales of baking powder which should interest every western grocer and general store man. Larger sales and larger profits are promised as a sure result. A post card will bring particulars.

PERSONAL.

E. A. Schmidt, Winnipeg, was in Montreal during the week.

B. Trudel, of L. Chaput, Fils & Cie, was in Toronto this week in the interest of the firm's liquor trade.

A. M. Maclure, of Maclure & Langley, Toronto, passed through Montreal on his way to Boston last week.

J. G. Gordon, Montreal representative of the Toronto firm of Maclure & Langley, has left on a business trip to the Maritime Provinces.

B. A. Burke, representing the American Metal Polish Company, Boston, was in Montreal this week returning from a trip to Quebec and the lower provinces .

Mr. Van Diver, promoter of Bon Ami, is in Montreal, where he will make his headquarters for the next couple of months with Hudon, Hebert & Co., Canadian agents for the cleanser.

Chas. Corby, president of the Corby Commission Co., New York, was in Montreal this week calling on the Canadian representatives, J. A. Gordon & Co. Mr. Corby has just returned from a trip to British Colmuiba in the interests of his firm, packers of the "Clover Leaf" salmon.

FROM GROCER CORRESPONDENTS

CHATHAM.

The organization problem here has not yet reached that stage where the manner in which the trade shall organize is a a moot problem. In fact, it is still a very new question to most of the grocers here.

It is only since last January (after a lapse of several years) that the local branch of the Retail Merchants' Association has been quickened into active life. The grocers who would naturally take the initiative in the forming of an organization of their own have spent their time and efforts largely in making the R.M.A. a success. The matter of forming an independent grocers' organization has been, as a result, overlooked.

There is at present no independent grocers' organization in this city. Such organizations have been formed here in the past, and have in their time done some good work; but they have inevitably succumbed to the chilling indifference of the majority of the trade.

Chatham at present possesses a branch of the Retail Merchants' Association. Thanks to the efforts of Organizer Brubaker, aided by a number of local men, this branch has lately been stirred into genuine activity, and gives promise of accomplishing much good. It has taken hold of a number of topics, particularly that of semi-weekly market days, and it possesses among its membership quite a large number of grocers. Several of the "sections" have been organized, notably the dry goods section; but there have been no steps taken thus far toward forming a grocers' section.

In respect to organization the grocers labor under considerable disadvantages. There are upwards of 50 grocers in the city; but the difficulty of bringing all, or even a majority, of the trade together at any given time is one of the things which stand particularly in the way of effecting an organization of any kind. Furthermore, the grocers, as a rule, have longer hours than dealers in other lines. Many of those on outlying streets draw their main revenue from their evening business.

"We ought to have an organization," declared Wm. Anderson, vice-president of the R.M.A. "There are many matters of interest to the trade which need to be dealt with. The matter of freight rates particularly, needs looking after, since these are utterly unjust to grocers."

BELLEVILLE.

The grocers of the City of the Bay are highly elated over the splendid Easter trade, and are looking forward to a very busy spring. In fact, they have been so busy that at the last meeting of the city council, that body was urged to devise ways and means whereby Belleville could have one free market day during the week, as the merchants claimed that on numerous occasions it was impossible to wait upon the many customers who flooded the city on Saturdays. The petition presented to the council was signed by many of the leading grocers, and at the council meeting, Arthur Wallbridge, of the firm of Wallbridge & Clarke, addressed the council. He said the retail merchants believed that if the council could arrange to abolish all market tolls each Tuesday or Thursday, it would be of great benefit to the merchants as well as the citizens. He thought as Hastings county was the first in Ontario to abolish the old toll roads, they should lead off with a free market day a week. The mayor and alderman promised to give the matter consideration and it was referred to the market and city property committee.

There have been several important changes in the grocery business in this city recently, the most recent being the firm of Hamm & Fairfield, who about a year ago took over the old established business of Adam Henry. The latter conducted the grocery so well known under his name for over thirty years and has now retired. Eugene Fairfield will continue the business in the old stand, and Mr. Hamm will remove to Philadelphia. He is a nephew of Adam Henry and a very fine young man. The same can be said of Mr. Fairfield, who is a son of D. J. Fairfield, known as the silver-tongued orator in the Bay of Quinte district.

The firm of Harker & Pearson has also divided, John Harker continuing the business in the old stand. George Pearson has purchased the grocery business of O. S. Hicks, which the latter bought about a year ago from the Hitchon Brothers. Apropos of this subject it may be of interest to the readers of The Grocer to know that Mr. Harker has taken this paper since its incention, when he was a clerk with John Shields & Company in Toronto some twenty-one years ago, and he told your correspondent the other day, that he looks for the paper each week just as regularly as he does his meals. For eighteen years Mr. Harker was engaged with Wallbridge & Clarke here, and he naturally understands the business from first to last. He has a splendid business and it is steadily increasing.

The resumption of the rolling mills, with the coming in of a great many families has been of a decided benefit to the grocers as well as other merchants. These are nearly all highly paid men. The new cement plant about to be erected will also prove of great benefit to this city.

Belleville certainly has reason to be proud of her grocery stores, and one that deserves special mention is that of Wallbridge & Clarke. In a recent competition for the best dressed windows advertising Bovril, that firm won fourth prize in eastern Ontario. This firm has two stores in the city and they are both models of up-to-dateness. They believe in extensive advertising, the work being under the able supervision of Arthur Wallbridge, whose newspaper experience on some of the leading New York journals stands him in good stead.

Norman Dafoe has purchased the grocery business of Mrs. Snider, on the corner of St. Charles and Evans street.

Your correspondent in his next budget will tell your readers something about the Belleville Saturday market, which is well-known throughout the country as one of the best in Ontario, despite the boasts made by some of your other correspondents. The cheap prices and splendid quality are what has given it such a splendid reputation.

PETERBOROUGH.

Mrs. Cooper, representing the Pure Gold Manufacturing Co., of Toronto, is at Messrs. White & Gillespie's, demonstrating the superior qualities of Pure Gold jellies, puddings and salad dressings. She has been here all week and has received many ladies of the city and surrounding country.

* * *

All the cheese factories in this district are actively engaged in preparing for the opening of the cheese making season. The season is later here than it is in the west and will not open until the last week in April. The first meeting of the cheese board will be held on the 15th of May, although it is not expected that the first lot will be very heavy as the dairy cows are all late in coming in, and the supply of milk is short. But the cheese should be very much better than last year, in fact it should be among the best produced in the province. The farmers are taking a great interest in the cow testing associations and are establishing cool curing rooms at the factories and at the dairies. The cheese makers are also up against the labor proposition, and the majority are putting in agitators for stirring the milk. Machinery is also being adopted wherever it is possible.

* * *

Building operations are being started and this promises to be the busiest year in the history of the city. The collegiate institute which will cost $65,000, the normal school costing over $100,000 and the enlargement of the north ward school, costing $25,000, are all under way. In addition to this are large extensions to the factories and several hundred dwellings.

* * *

In several cities, London especially, the grocers are taking a very active interest in the agitation for an independent telephone service. The grocers here wish them every success. Peterborough is one of the very few cities enjoying competition in telephones. For the past year and a half the Canadian Machine Telephone Company has had its system in operation and it is proving most satisfactory. It is, however, still in its experimental stages and as soon as the company gets its new factory erected for manufacturing its apparatus the present system will be greatly improved. However, there are now nearly 275 'phones in use in the

city. The result of the competition is that the Bell Telephone Co. has made a wonderful improvement in its service here. An up-to-date apparatus was put in at the central, more girls were put on, and the system was improved in every respect. As a matter of fact, Peterborough has the best local and long distance telephone services in Canada, bar none. This is the direct result of competition.

* * *

The retail butchers have recently become very progressive. They are not satisfied with the keen competition which has always existed in their own trade. They are not even satisfied with the natural consumption of meat. But they are vieing with one another to see who can establish the most up-to-date, handsome and attractive store. Thousands of dollars have been spent by the landlords and tenants with the result that Peterborough can boast of butcher stores the equal of any in the province. This was not enough; trade was not coming fast enough to pay interest and sinking fund on the money invested. A new scheme had to be introduced and now four of the butchers are carrying canned goods, pickles, cheese, teas and coffees. They are cutting in on the grocery business in their efforts to draw all the butcher business to themselves. One firm conducted a "pink tea" for several days before Easter and sold teas, coffees and canned goods at cost. Another butcher advertised extensively that he would give away a pound of the best tea with every purchase of meat amounting to a certain sum. He also sold canned goods at cost. These butchers do not handle second rate goods either. They have the very best and they are disposing of a large quantity, so much in fact that the grocers feel the effect already. The butchers do not make anything on their grocery business and they don't expect to. They are also selling meat at very low prices, and better meat cannot be purchased any place. The best steaks and roasts of beef sell for 12½ cents and all other meats in proportion. Whether they are making anything or not is hard to say. The grocers do not care, but they do care about the inroads that are being made into their business.

This is another strong reason why the Peterborough grocers should be banded together. At the present time they are able to do absolutely nothing towards meeting this competition. All the sympathy they get is from their own individual selves. But had the grocers a good, active organization they could soon put a stop to the butchers' overzealousness. The grocers could retaliate by offering fresh meats of all kinds at cost or below cost. They could sell canned goods, teas, etc., at and below cost. They would not feel the loss nearly so much as the butchers.

There is no kick against the butchers handling groceries if they would sell them at a reasonable profit. Still this and a few more knocks may wake the grocers up and they will see the necessity and great benefits of organization in an entirely new light.

* * *

It has been rumored during the past few days that president Robert Fair was thinking of calling the annual meeting of the branch of the Retail Merchants' Association here. This association has been dead for a long time. Only one or two meetings have been called since the last annual meeting, and then there was hardly a corporal's guard present. But grocers here are alive, and when the next meeting is called there will likely be a record attendance.

* * *

In discussing the action of the butchers in handling groceries with some of the leading grocers, your correspondent was told that if the butchers carried the thing any farther a butcher business would be added to two or three of the grocery stores. One very prominent grocer said that it was his intention to do so in a very short time. He would, he said, import all his meat from Chicago, which he claimed he could do for less money than he could buy meat for around here. He would also have the advantage of a better class of meat. The article sent out by Armour and Swift, of Chicago, is the best in the world and this would very seriously affect the local butchers.

EASTER TRADE AT KENTVILLE.

Good Friday was the first real spring day this season, warm, with bright sunshine. The stores all closed at noon. Easter Saturday was mild but overcast with a few showers at noon. Although the roads were bad, the Easter trade was never better and the grocers were kept busy until midnight. All branches of trade report good sales. The D.A. railway never carried so many passengers at any previous Easter, and this shows that money is not so scarce and the growing tendency of all classes to make more of this festal season. Kentville merchants are very conservative and not inclined to pay much attention to the advice of your journal in matters of window display, and let the dry goods and millinery people do that part. This is a great mistake, but they are slowly improving along this line.

The large number of visitors in town made it a good thing for the grocers, as citizens having guests like to spread a good board and give their guests the best going. That is how Kentville people look at it. Nothing is too good for company, and a hearty welcome always.

The season of bad roads is here again and the snow is going fast. The frost this severe winter got as deep as three feet underground, so the roads may stay bad for some time. Our grocers are following the advice of The Grocer of last year and paying more attention at Easter to the confectionery end of the business at this special season, and find it profitable. It is such little things as these that help out the small margin on staples.

A new departure by DeWolfe & Lamont, of the Red Store, was devoting one of their large show windows to potted plants. This drew a large number of ladies, many of them not regular customers, and many of them made other purchases. It proved a drawing card and not a pot was left unsold. The other window was full of fruits, and made a pleasing contrast. Winter trade has been an average one, and the outlook is all right. The poor return for apples this year is felt all through the valley, but all other farm produce is top-notch.

Best fresh eggs sold at 25c. a dozen for Easter; three years ago it was two dozen for a quarter.

M. G. DEWOLFE.

STRATFORD.

The most plentiful commodity on the market at the present time is eggs. They are selling at from 16c to 17c per doben. The stock offered is fresh and of good appearance. Butter prices remain about the same. It is stated that the cheese factories throughout the country are beginning operations and this is probably the reason for the somewhat scarcity of the product.

As yet pure and fresh maple syrup is very scarce, in fact it is on sale at very few of the grocery stores, although a good quantity was offered for sale on the market. The price asked on the market was 40c per quart. In speaking of the supply one grocer remarked to your correspondent that the article was very scarce and that the outlook was not very encouraging. All dealers are making the same complaint; that it is almost impossible this season to secure any good maple syrup. The cause is found in weather conditions, which have prevented manufacturers of the article from preparing for the market the usual quantity owing to the absence of the sap. The colder weather of the past few days may, however, have the effect of prolonging the season, and more syrup may yet appear on the market. The grocer referred to above, one of the leading dealers in the city, went on to say that almost every year now he had to get a quantity of syrup from outside places to supplement the quantity he could procure from local sources.

Mrs. Jane Davis, who conducts a small grocer business on Huron St. is erecting a fine new store a little further up on the same street. Laborers are busily at work and the foundation was completed this week. At present she finds that her store is too small to conduct the increased trade and do it properly.

The Easter season seems to be still with Classic City grocers. The stores still retain their Easter attractiveness and the windows present a very pretty picture.

The other day one of our most progressive merchants was interrupted by the police while he was unpacking his goods on the sidewalk. This is strictly contrary to the by-law and the merchant was warned not to continue to dump his goods out on the sidewalk.

J. Clulow, a resident of this city, the other day presented to one of the city grocers a very large parsnip stalk. It was one of last year's growth which he uprooted from his garden. It measured over thirty-three inches in length.

Many of Stratford's grocers and the other merchants find that they are many times too busy to clean their own windows, so they hire the services of the Stratford Window Cleaning Co. This company are doing a good business.

Despite the blustering weather, the grocers here are preparing for their Spring trade and are making exhibitions of the essentials necessary for Spring housecleaning, such as brooms, brushes and other sundries.

GUELPH.

Two months ago, A. M. McLaren bought J. A. McCrea & Son's branch grocers. As will be seen from the accompanying cut. Messrs. McLaren and McCrae are excellent stock-keepers, everything with a place and everything in its place. The fixtures are a credit to any store and were installed by Jones Brothers, of Toronto. One of the best and most valued fixtures is the large refrigerator, practically cold storage, with a room at the back where you can store fruit from Saturday night until Monday morning as good as new.

There is an up-to-date National cash register, which, we hope, will jingle aloud all day. The delivery room is in the rear, thus avoiding confusion. Mr. McLaren uses the counter check book

A Corner in A. M. McLaren's Store, Guelph.

store, on the Elora road. Mr. McLaren bought the business, lock, stock and barrel, and kept on all the old hands. Wm. McCrea is his head clerk, and a better window dresser, stock-keeper and salesman would be hard to find. He is popular with both the old and new customers and we look to see a big business done. Mr. McLaren is an old grocer, having once owned the business which W. H. Millman, now a Toronto broker, used to own on Wyndham street. After leaving the grocery business he went into the wholesale and retail tea business.

Well, eight years on the road both tired and enriched Mr. McLaren, so that we have the pleasure of welcoming him back into the ranks of our progressive and the box system of accounts. As Mr. McLaren is an old traveler he knows a traveler's woes and has always the glad hand and a cheerful smile for the men of the grip whether he buys or not.

Mr. McLaren at present employs four hands and will, no doubt, have to increase.

Mr. McLaren is a new subscriber to The Grocer, and he took it on the word of a brother grocer, that it is the best trade paper yet.

The Grocer has much pleasure in wishing Mr. McLaren a happy and prosperous year.

There have been a great number of fires in Guelph lately, in fact, the merchants are almost wondering if there is a fire bug at work. A fire occurs nearly every day, sometimes twice. One day an oil warehouse by the G.T.R. track is razed, the next a church is consumed, and,during the night part of the fair ground is lowered. This is the fire insurance man's harvest, just as a wreck is the accident man's profit.

Saturday was a good market for butter and eggs; the butter at 22 cents and the eggs at 15 cents a dozen. Fowl was very scarce. These are Canada's years of plenty, and any one who cannot make money now will never make it.

The trouble is, too many men think the grocery business is a cinch—that a man with a small capital and a little credit and no experience can step into a little easy gold mine, that with a little care and attention will yield him a sure and profitable living.

The pages of Dun's show only too clearly how these poor simple souls get "done." The grocery business, to pay; is a science. A big turnover with a small profit is better than a small turnover with big profit, as in the first you have fresh goods, a reputation for doing big business; while in the second, you often sell stale goods and have a poorer reputation, both among the public and the wholesalers, for in these days it is the man who delivers the goods who wins the claps.

I once knew a good merrhant who was always advertising special sales, special prices, and yet he never sold without a

profit. It was all in the buying. The public loves, all unconsciously perhaps, to take advantage of another's misfortune as is witnessed by the rush to fire sales. Merchants should understand this and take advantage, by giving some reason for sales as to why they were forced to practically give these goods away. The public always respond if they have confidence in the firm.

KINGSTON.

The retail merchants held their monthly meeting at the Board of Trade rooms last week. It was well attended, and representatives from the different branches were present. The delegate, W. A. Mitchell, who was sent to the Toronto convention told of the many good things relative to trade spoken at the meeting; each delegate went home feeling an inspiration to do good work in his city.

It is a pity more retailers don't turn out to the local meetings, for the fact of meeting together creates harmony and good feeling. Retailers must know, that the bugle call will sound shortly, 'all in, all in," and the sooner bad feeling toward each other is done away with the better. Even brothers sometimes dissolve partnership and go in opposition to each other, and become the worst of enemies—Cain and Abel again.

It's too bad, too bad! Boys: let love govern your will and there will be no room for hatred in your breasts. Life is too short. Think over it and be friends. You will never regret it. If you are angry at a customer who is running down your goods, or saying something mean, just keep your temper till she goes out, then go into the storehouse, take a hop, step and jump, and light on a bag of bran or rice, give it two or three good kicks and a punch and you will feel better. Generally the best people have tempers, but keep them under control. Like good steel they are sharper and wear better, and are more serviceable to society than the pot metal variety.

Early Closing.

The early closing of stores is becoming more popular every year. Mechanics demand increased wages and eight hours a day. What do merchants get, and what hours do they slave? Taking out the dinner hour, we work here eleven hours a day, four days in the week; and Fridays and Saturdays, thirteen and fifteen. Who is to blame? The merchants themselves. The majority want to close earlier still and it will surely come. Then worn-out looks and bald heads will be rare.

Mr. McDonald of Toronto, and Mr. Black of Pittsburg, Pa., called on the best trade last week. They make a great team, but Mac is too fast for the Black, so they had to go tandem. They pulled in a lot of good orders. Mr. Black is of the good-natured and large-hearted species and made himself very popular. We will be glad to see him again.

Ex-Alderman Bassam, the popular grocer, has sold out his stock and good will to Mr. Hodson, formerly of Seeley's Bay. Mr. Bassam will rest all summer at his cottage on the St. Lawrence river, where the cool breezes and beautiful scenery will make him robust and strong. Mr. Bassam belongs to one of our best choirs, and his sweet voice will be heard on the waters this summer. Me thinks I hear him singing:

"I am a grocery man, I am, I am a grocery man. It is, it is a glorious thing to be a grocery man."

I must take my camera down and take a snap shot of him, and make a good exposure and perhaps send it to The Grocer.

The old and familiar wholesale grocery and warehouse building on Ontario street, occupied years ago by Fenwick, Hendry & Company, is going to be sold by auction and knocked down to the highest bidder.

Big Grain Firm.

James Richardson & Son, the largest buyers of grain in the Dominion, are building an extensive wharf and pier where cars can run out a few hundred yards in the river and unload grain barges, thus facilitating matters.. They are the kind of citizens we are proud of. They never ask for bonuses or look for grafts.

The genial representative of the Canada Brokerage Company placed some large orders here for fall delivery of tomatoes, corn, peas and pumpkins. They control the output of several Bloomfield canneries. It is to be hoped next fall, no swill goods will be put up by canners to dishonor the good name of Canada.. Competition is keen and quality is a great factor. Get a good name, Mr. Canner, and your sales will swell and your bank account will grow.

James Redden & Company bought a fine team of horses. Their increased business demands speed. Quick delivery means a good deal. Grocers should pay more attention to good-looking delivery wagons and horses. It all helps trade.

LONDON.

The price-cutting referred to last week has spread to a number of other grocers, and as a result housekepers are revelling in granulated sugar at 20 and 21 lbs. for a dollar, canned goods at what they cost the dealer, also soaps, which, in view of the increased cost of raw material, should rather be advanced in price. In conversation with your correspondent this morning the president of the Retail Grocers' Association, C. H. Lee, said he saw no way of preventing price-cutting in view of the fact that, unlike the manufacturers, the retailers are prohibited by law from regulating prices. However, the association will meet in annual session Wednesday evening of this week, and the question is sure to come up, but from present indications there is little likelihood of a setlement of the trouble. Mr. Lee will not seek re-election to the presidency. Other matters that will probably receive an airing are, the telephone question and street sprinkling, which latter, seeing that the city is up against a shortage of water, is likely to be a serious thing to the merchant during the dry Summer time.

A London firm that has enjoyed a goodly share of the prevailing prosperity is that of Gorman & Eckert, wholesale coffee and spice dealers. For some time it has been felt that the spacious premises on Clarence St. were inadequate to meet the demands of the firm's increasing trade and recently, as previously stated in The Canadian Grocer, they purchased the large building in the east end, formerly occupied by the Bennet Furniture Co. This place is being overhauled and remodelled throughout, and two large additions—one 140x40 feet and the other 40 feet square—are being put up, which means 20,000 square feet more of floor space. When completed the establishment will be the largest of the kind in Canada, and will be equipped with the most up-to-date spice, coffee roasting, scouring and grating machines to be found anywhere. The building will not be ready for occupancy until July or August, and meantine they will continue in the present premises, which, of course, will not be available for Lind, Kerrigan & Co., who recently purchased the building, until midsummer.

John Shaw, who for many years has conducted a grocery business at the corner of Askin St. and the Wortley Road, south London, is retiring from business and Frank Robinson will be the future occupant of the premises.

Fruit-growers of Western Ontario are already beginning to talk of the crop prospects for this year. Harold English, proprietor of the orchard fruit farm, Harwich, predicts that apples will be an excellent crop, according to present indications. Pears, especially the Kiefers, will, he says, be a total failure, and peaches will be a very light crop. Mr. English states that the past Winter has proven very destructive to the San Jose scale, which does not appear to be nearly so active this season as in former years. There is a good showing for the smaller fruits, and, unless some setback occurs, the crop promises to be a very fair one.

The oldest grocer in London is Alex. Tytler, who has been almost continously engaged in the business here since the early fifties. For some years past, Mr. Tytler has conducted a grocery brokerage business here, and is one of the most popular men in the trade. He is representative of leading houses of the four continents, and though now well advanced in years, is still a man of remarkable vigor and energy, and can set a good pace for many of the young chaps. He is "business" from the opening to the closing of business hours, and seems good for many years to come. Mr. Tytler is a native of Scotland, and Aberdeen at that.

GALT.

Allan Deans, one of Galt's most progressive grocers, was recently married in Stratford, and is receiving the congratulations of his many friends.

Patrick Radigan, one of the most widely-known grocers in Western Ontario, has been confined to his bed with an attack of grip and other complications for more than a week. While there is not at present much change in his condition his numerous friends and acquaintances are hoping for his speedy recovery. During Mr. Radigan's illness the business is being most capably conducted by Robert Percy.

(Continued on page 35.)

MONTREAL'S GROCERY EXHIBITION

How it was Conceived and Those who are Behind it — Architectural Designs an Attraction in Themselves — Aid to Charity.

Last spring a pure food show was held in Montreal, in the Victoria Rink, ostensibly under the auspices of the Retail Merchants' Association. It, however, became rather common property that the show was run by certain speculators. The possibilities, however, of a properly run pure food show, or exhibition of groceries, were demonstrated to the exhibitors, particularly because some of them got together during the progress of the show and made arrangements that put the exhibition on a somewhat different level.

After the exhibition closed last year some of the exhibitors put their heads together, with the result that this year the Exhibition of Groceries was arranged for. It was considered advisable, from all points of view, that it should be held by the Retail Merchants' Association. The Arena Rink in Montreal has been secured and arrangements made whereby the provincial committee of the grocery section of the Retail Merchants' Association were to hold the show.

A. P. MURRAY
Sales Manager, Edwardburg Starch Co., and Chairman of Advisory Committee Exhibition of Groceries.

However, to assure all the possible help and to prevent any misunderstanding amongst the exhibitors, an advisory committee was formed composed of a number of the leading manufacturers, wholesalers and grocery brokers. It was also arranged that only the leading firms in each line would be asked to exhibit, and the list of the exhibitors to-day shows the wisdom and care exercised by those in charge. There are some firms who should have come in to make the exhibition a more complete success, but, on the other hand, there are no exhibitors that anyone could feel displeased with.

The Directors of the Show.

The Advisory Committee represent so many varied interests that they are well equipped to deal with such a problem. The wholesale trade are represented by A. Hebert, of Hudon, Hebert & Co.; S. J. Mathewson, of Mathewson's Sons, and Jos. Ethier, of Laporte, Martin & Co.; the brokers by Mr. Laflamme, of Rose & Laflamme, and W. H. Dunn; and the manufacturers by Col. Labelle, of the Ogilvie Flour Mills Co.; H. Clark, of Wm. Clark, and A. P. Murray, of the Edwardsburg Starch Co.

A musical programme has been arranged for every afternoon and evening. The show will be open from 10 a.m. till 10 p.m., but naturally the afternoon and evening will be the most attractive. The formal opening will take place on the evening of the 17th, and His Worship the Mayor of Montreal will officiate. Hon. Sydney Fisher will also be present at the opening, representing the department of the Government that in a way has most to do with the question of pure food and such products. A special band attraction has been arranged for that evening.

Designs in Architecture.

Architecturally the exhibition will be unique. The designs for the various booths were prepared by one of the best architects in this line. The centre row will consist of two kiosks, one at each end, with a series of intermediate booths. The whole scheme of architecture and decorating will be harmonious. To arrive at this result the committee in charge arranged to make contracts on behalf of the different exhibitors, thereby insuring complete harmony in the booths, and also the least possible cost in the matter.

Another feature worthy of note is that there will be a telephone exchange, and quite a number of booths will be connected with it. The holders of the exhibition have arranged for extensive advertising through the daily press, and, further than this, the individual exhibitors are doing their share. The Advisory Committee, however, have further than this formed a syndicate to try and obtain a larger crowd in attendance. The expenditure of the manufacturers exhibiting will amount to many thousands of dollars, and every possible arrangement is being made by the exhibitors, as well as by the committee, to have the show in every way a phenomenal success.

Aid to Charity.

Saturday, the 20th, has been set aside as Hospital Day, and the entire gate receipts will be donated to the two leading Montreal charities, the Montreal General Hospital and the Notre Dame Hospital. It is well known that Mr. Albert Hebert has taken his father's place in charge of the finances of the Notre Dame Hospital, and there is no doubt but that a great crowd will be on hand that day.

In addition to the ordinary exhibits, there will be special attractions, some of them given by the exhibition and others by the different exhibitors, showing in a practical way how the different pure foods are made and packed. In a general way the idea is to make the show as instructive as possible, not only to the consumers, but also to the retail grocers.

It has been arranged that a restaurant will be run on the premises for the convenience of the demonstrators and exhibitors, and also the public. This will be quite a feature, as the restaurant will be entirely Chinese in its decoration and general equipment, and in addition to the ordinary meals there will be a special service of the standard Chinese dishes.

COL. A. E. LABELLE
Of the Ogilvie Flour Mills Co. and Member of the Committee of the Exhibition of Groceries, Montreal.

The assets of J. Pierre Guilbault, grocer, etc., of Montreal, have been sold.

The assets of Alp. Quesnel, grocer, of Montreal, have been sold.

Old Established Olive Oil House of Provence

will give monopoly of its brand to responsible house.

Write to Les Fils de V. G. Mabilly, a Salon, (France)

THE CANADIAN GROCER

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GROCERY MANAGEMENT.

The article in this issue on how to manage a grocery store was written by a young man trained in the best grocery stores in Western Ontario. He's not an "engineer" himself, but he's in the direct line of succession. His article is "good stuff." Read it." Then, if you have some other ideas on the same line shape them into an article for The Canadian Grocer. We would like to make the pages of The Grocer a clearing-house for grocerymen's ideas. It is by the exchange of ideas that both the trade and the traders can be improved.

DON'T MISS IT.

Retail grocers within reasonable reach of Montreal will do well to attend the exhibition which opens in that city on April 16. Manufacturers and wholesalers have gone to great expense and expended much energy to make this a memorable event to the foodstuff trade. Of course the public will come and the retail trade will share with the wholesalers and manufacturers the benefits of the increased trade stimulated thereby; but the fair will fail to attain its largest possibilities if it does not reach the retailers. It cannot go to them, but the managers have held out every inducement to bring the retailers to the show. There isn't a grocer, no matter how well up he may be, who cannot gather valuable ideas at such an exhibition as this. And ideas are the life of trade. We say that no matter how well up in his business a grocer may be he can gather ideas at the exhibition; it is the man best up who will gather most ideas. But for every retailer of foodstuffs it is an opportunity not to be missed. Missed opportunities pave the way to bankruptcy. Don't miss this one.

TELEPHONE COMPETITION.

Towns or cities contemplating an independent telephone system will be interested in what our Peterborough correspondent says in this issue about the result of telephone competition in that city. "Peterborough," he says, "has the best local and long distance telephone services in Canada, bar none. This is the direct result of competition." This is about what one would expect and it is strange that a monopoly can hoodwink Canadian business men so long.

THE RIGHT SORT.

The Maritime Board of Trade is a growing power, and the more men like Secretary Creed whom it can enlist in its service the greater will its power become, and the more widely will its influence be felt. Mr. Creed is doing splendid work, honest, conscientious and enthusiastic work, for his provinces and their commercial interests. The importance of a good secretary cannot be overestimated, and the position is no sinecure. It requires a man of intelligence, ability, influence, enthusiasm and tact, and to feel that he is filling it successfully is an accomplishment of which any man may be legitimately proud. Four resolutions adopted at the last annual meeting: Fast Atlantic mail service; extension of the trans-continental railroads to Nova Scotia sea ports; the union of Canada and Newfoundland, and Imperial Federation, together constitute a moderately ambitious programme. To be able to feel that the responsibility for the ultimate recognition by Parliament of all that these resolutions involve rests largely upon his shoulders may account in some measure for the excellence of the results which Mr. Creed already has to his credit, and spur him on to renewed efforts and greater accomplishments in the future. It is very gratifying to the members of the Maritime Board that their resolutions are now more than ever receiving attention at Ottawa and the provincial capitals. This is almost wholly the work of Mr. Creed, aided by the increasing influence of the board.

WESTERN ASSOCIATION PROGRESS.

Secretary W. A. Coulson reports that very gratifying progress is being made by assistant organizer Ledoux, who is busy organizing the trade in the country districts of Manitoba and Saskatchewan. Mr. Ledoux is holding district meetings and organizing the dealers in the same towns into local sections. He is having good success in bringing rival dealers together and in settling local difficulties, and as a result of the hard work that he is doing the association is rapidly growing in influence and membership.

At the February meeting a strong committee was appointed to look into the feasibility of a mutual fire insurance company for western merchants, whose risks would, of course, be isolated. This committee is receiving valuable assistance from Mr. Ledoux, as he is securing the promises of many association members to place their insurance with the proposed company in case it is organized.

Winnipeg dealers have set the country trade an example how to conduct a "delinquent list" of dead beat customers, and the country districts are following the same plan. The secretary is commencing to issue these lists monthly for the information and protection of country members.

LABOR FOR THE WEST.

At least sixty thousand laborers are required this Spring in the Canadian west if the season's programme of railway construction is to be carried through. Where can this labor be secured? The railway companies find it much easier to find the money with which to finance their great enterprises than to find the men to wield the pick and the shovel. Certainly the labor can not be secured in Eastern Canada, for the east has its own labor shortage to face. There is a continued movement of population from east to west, but it is for the most part of the class who want to learn farming, take up land or go into business; not the class looking for work on railway construction.

The problem is a big one and it is pressing for immediate solution. The railways must be built if the development of the country is not to be seriously retarded, and, consequently, the labor must be found somewhere. In their perplexity the railway companies are looking to the Orient, and Oriental contract labor will not be introduced without a struggle and fierce opposition from the Canadian labor unions. The proper solution is not easy to find.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.
Rice—Advanced.
Currants—Easier.
Evaporated applies—Easier.

Montreal, April 11, 1907.

Spring opening of business appears to be satisfactory on the whole. Quite a number of good sized orders are being booked every day for shipment at the opening of navigation. Collections in the country are said to be fair to medium. Some houses report having considerable trouble with slow pay customers, but state that payments have never been better with good grocers.

No startling price changes are to be recorded this week. Jobbers report a steady demand for canned goods, small quantities being asked for. Corn on the cob has been advanced in price. Sugar is strong this week, but no change has occurred in prices. Molasses is easier in the primary market, there having been a drop of 2 cents. A fair amount of tea is being sold at prices which are about the same as those which have been asked for the past couple of weeks. Coffees and spices are in fair demand. Evaporated apples are selling at figures somewhat below those which have been asked lately, but the market is not noticeably easier. Beans are not so strong as they have been. Rice has been advanced by the mills owing to shortage of supplies. Tapioca is firm.

SUGAR—A firm market rules but no change in prices has yet occurred. It is possible that there may be an advance in refined as raw is higher. This, however, time only will tell. Business is good, considerable buying being done.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Increased supplies are on the market according to reports from the Barbadoes. Prices have declined two cents. The ruling figure at present is 15 cents. The local scarcity continues, stocks being apparently confined to Halifax and St. John.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA—There has been little change in the tea market since last week. Trading is reported fairly active, there being a pretty good general demand. No particular price changes are to be recorded.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 35
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES—The situation in coffees since last week has not undergone any changes. A fair business is reported.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS—Currants are easier this week. A report from Greece says: "At the present time (March 21) it appears certain that 100,000 tons of currants will have been exported from Greece by April 1, and it will be possible, therefore, to give quotations for Detention goods 1s. 3d. below present figures." Raisins, Californians particularly, are scarce, especially in the States. Figs are lower all round. Dates are obtainable at 4½c or 6c in packages. Prunes are selling freely. Advices from California say that prospects are for a bad season. Rains have been frequent and heavy, doing considerable damage. Nuts are becoming easier. Brazils are again lower.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 11, 1907.

BUTTER—Supplies light and market continues strong. Prices rule high.

CHEESE—No change. Quiet market.

EGGS—Market firm at unchanged prices.

PROVISIONS—No change of note.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04 0 04½
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06½
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

SPICES—No change of note has occured in the spice market lately. Demand is of a consumptive nature, business not being large.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

EVAPORATED APPLES — Some houses are selling at prices a little lower than asked by other wholesalers. One Montreal firm is willing to sell all they have at 10 cents, packages at 11 cents. The average price asked is 10½ cents.

BEANS—Beans are slightly weaker in growing districts but figures asked by jobbers have not changed, last week's prices still holding.

Choice prime beans	1 45 1 50

PEELS—Peels continue scarce and high.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb	0 11 0 12

MAPLE PRODUCTS—Recent weather has saved the situation as regards the new goods. Prospects are now that there will be a good season, plentiful supplies of maple syrup and maple sugar being assured. A few lots have been offered on the market at figures around those quoted hereunder:

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 09
Pure Beauce County, per lb	0 09 0 10

RICE AND TAPIOCA—Tapioca continues firm but unchanged. Rice is normal.

B rice, in 10 bag lots	3 06
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07½

RAW FURS—Prices remain as hereunder:

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Spring rat	0 20 0 35
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00

Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	6 50
Weasels	0 10	0 50
Skunk	0 40	1 00

CANNED GOODS

MONTREAL.—A good, steady consumptive demand is reported in this market. No large orders appear to be coming in, but sales of three, five and ten case lots are sufficiently frequent to warrant the statement that business is good. Beans, plums and strawberries cannot be obtained. Other lines are in fair supply, being plentiful enough to ensure the filling of all orders between now and the new pack. Corn on the cob has been advanced from $4.65 to $5.

TORONTO.—The feature in the canned goods situation is the steady consumption. There are no new developments this week. The feeling in the wholesale trade is that the high prices have not checked consumption.

ONTARIO MARKETS.

Pointers:

Sugar—Very firm.

Eggs and butter—Still firm.

Lemons—Dearer.

Toronto, April 11, 1907.

The grocery trade in Ontario during the first quarter of 1907 has, upon the whole, been very satisfactory. Most firms report an improvement over last year. January and February, for those months, were exceptionally good. By the middle of March things had become quiet and collections were not satisfactory. In March of last year a very heavy sugar business was transacted. Last month it was comparatively small, and still a number of wholesale houses are able to say the turnover for the quarter is ahead of a year ago.

Inquiry regarding the features of the year's trade elicit only vague replies. The steady outgo of canned goods is about the only thing of note. Asked if the high price of tomatoes had not checked consumption, a leading wholesaler replied: "Well, that is what we usually expect high prices to do, but it doesn't appear to have done so in this case." This verdict is practically unanimous.

We are forgetting the outstanding feature of this season's business—tea. The abnormal advance in prices of all grades has stimulated a very active demand and a large and profitable trade has been carried on.

At the moment business is slow again and complaints about collections are renewed. The breaking up of the country roads is blamed, and also the delays in transportation occasioned by the inability of the railways to handle the traffic. Prices all along the line remain firm, and there are no changes in quotations to speak of.

TEA.—The London market is a little slow owing to the approach of the budget and the usual after-Easter lull. The trade there, too, are buying from hand to mouth. Locally, there are no marked changes.

COFFEE.—Markets are quiet. The Brazil crop is probably 2,500,000 bags larger than the former record. The trade continues to be interested in the way the Brazil Governmenet is taking care of the surplus. Prices are unchanged here.

SUGAR.—Future raws advanced 1-16c. a pound in New York Tuesday, and the situation is very firm. The advice handed out all round is to hold good stocks. The trade still hold to the belief that the Cuban out-turn will be 1,250,000 tons, but this is the critical time, and if grinding on the present scale does not soon decrease the estimate of output will have to be revised.

Paris lumps, in 50-lb. boxes	5 05
" in 100-lb. "	4 85 4 95
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 40
Berlin granulated	4 30
Phoenix	4 40
Bright coffee	4 20
Bright yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

DRIED FRUITS.—Prices are unchanged, and trade in these lines is quiet. Evaporated apples are a little easier in sympathy with the American market, but the quality is not in the same class as Canadian.

HIDES, TALLOW, FURS.—The hide market is very quiet, due primarily, it is said, to the scarcity of money. Sheepskins are higher.

Hides, inspected, cows and steers, No. 1	0 10½
" " " No. 2	0 09½
Country hides, flat, per lb., cured	0 08½
" " green	0 07½
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 65 1 80
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 06½
Pulled wools, super, per lb.	0 25
" " extra "	0 27

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 66
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 10
Marten	3 50	20 00
Muskrat, No. 1	0 32	0 30
" " 2		0 25
" " 3		0 18
" " 4 and kits		0 05

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 11, 1907.)

Business continues very active but the wholesale trade are complaining of the slowness of collections. Money continues very tight and there will be no relief from the present stringency until after the opening of navigation and the moving of the balance of the wheat crop. There was keen anxiety for more than a week over the prospect of a general tie up of all the western railways but happily all danger of a strike is over now. While money is undeniably tight there is no reason for undue anxiety as the business situation is sound at bottom and the men who are the best acquainted with conditions are the most optimistic as to the immediate future. With the beginning of an active movement of the wheat crop conditions will rapidly improve.

CANNED GOODS—Prices are announced on new canned pine apples and quotations will be found below. Staple lines are in particularly brisk demand. We quote:

FRUITS.

	Group No. 1.	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 37
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 38
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—	
golden wax, "	1 98 1 93
refugee, "	1 98 1 93
" crystal wax	2 13 2 13
Corn—	
2's	2 13 2 08
Peas—	
(No. 4) 2's "	1 98 1 93
(No. 3) 2's "	2 18 2 13
(No. 2) 2's sweet wrinkle	2 28 2 23
(No. 1) 2's extra fine sifted	2 78 2 73
Succotash—	
2's "	2 63 2 58
Beets—	
whole, "	2 08
sliced, "	2 28
whole, 3-lb., "	2 64
sliced, " "	2 84
Spinach—	
2's, per doz	3 13 3 08
3's "	4 09 4 04
gallon, per doz	11 10
Asparagus, per doz	2 89
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
" refugee	1 98 1 93

PINEAPPLE SITUATION.

A section of the fruit trade are informed that the Cuban pineapple crop this year is 150,000 cases short, and it is said that, in consequence, housewives will have to depend on the Florida crop, which comes in later, in June, and is not as good for canning.

W. H. Despard, manager of White & Co., Toronto, who has just returned from Cuba, states on the other hand that the recent severe drouth has delayed the growth of the fruit but has not destroyed it, and, while the heavy rains immediately following have rendered shipments precarious and uncertain, the bulk of the crop will be arriving very shortly. Its delay may retard canning but it will not, as many people have feared, throw it back, for its resources, upon the Florida stock.

FROM GROCER CORRESPONDENTS

(Coninued from page 30.)

The local grocers are complaining bitterly against the length of time occupied in getting an order shipped from Toronto. It is claimed that to receive goods within a week from the time of ordering is something unknown. The local dealers are considering the advisability of taking combined action and ascertaining the cause of the delay.

The influx of Spring travelers has begun and the merchant who has a business of any consequence is deeply disappointed if he does not receive at least two of these genial and gentle gentlemen every day.

HAMILTON.

Housecleaning time is on again and the grocers are all dressing their windows and bringing these goods to the front, and the smile that spreads over "Billy" Jackson's face as he enters up the woodenware orders is well worth seeing. Mr. Jackson is an old settler, having been with Walter Woods & Co. for "nigh onto" 30 years, and a nicer fellow or a better liked man is not known in Hamilton.

Last Thursday evening the Retail Grocers' Association gave up their regular monthly meeting for the benefit of the Retail Merchants' Association. who were presided over by the local president, Adam Ballantine. E. M. Trowern gave a very interesting address on the work that the association have been and are doing—Amendments to the Division Court Act, transient traders bill, and bill now before the House of Commons in regard to co-operative stores. His speech was enjoyed by all present. who, by the way, were nearly all grocers. He was followed by Mr. Moyer, a former grocer. from Toronto, who was well received by his Hamilton confreres, after which the election of officers took place. the old officers being elected by acclamation.

INGERSOLL.

The weekly half-holiday during the months of July and August has grown in popularity here during the past three years. From the first the movement received the hearty endorsation of the grocers, who were quick to realize that a spell of relaxation from the strenuous life behind the counter could not fail to be beneficial both to themselves and their employees. The other merchants also viewed the movement in a similar light and the result has been that during the "hot months" on Wednesday afternoons the stores, with very few exceptions, have been locked up tight. The matter has already commenced to agitate many minds, and arrangements for the season's programme will likely soon be made. Ingersoll has made a huge success of the weekly half-holiday, simply because the merchants worked in unison, and because of the fact that it received business-like attention. Two years ago when the plans for the holiday season were being laid it was thought advisable to have a programme on each afternoon, and the plan worked out admirably. Committees were appointed to deal with all the details, and the result was that the season was immensely enjoyed by the mrchants, their clerks and their friends. Baseball and other games were held, together with picnics and other pleasant outings.

WANTED TO PURCHASE.

SECOND-HAND Cash Registers Wanted. Imperial Ice Cream Co., 25 Montee du Zouave, Montreal.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

Established in 1842

SPECIAL GOODS WE ARE OFFERING

Strawberry Preserves

"Bowlby" and ***"Little Chief"***—2's, heavy and light syrup.

Strawberry Preserves in Glass

"Crosse & Blackwell"
1-lb. glass 7-lb. tin

"Batger & Co."
1-lb glass

"Upton & Co."
12-oz. ordinary
16-oz. pure

"Lytle & Co."
12-oz. ordinary
16-oz. pure

Pails—7-lbs. 14-lbs. 28-lbs.

Home-Made Catsup

The best line on the market for the price—
700 cases ***"Tiger"*** Catsup, quarts
650 " " " pints
Also "Aylmer," "Bourque," "Campbell," "Sunshine," "Griffith," "Mrs. Jones," "Waldorf," "Simcoe," etc.—Quality first-class.

Cereals—See New Prices

"Gusto," "Shredded Wheat," "Force Food," "Malta Vita," "Triscuits," "Zest," "Quaker Rice." We have a complete assortment, our stock is fresh and our prices right. Freight paid on orders of five cases or over.

Canned Salmon

Demand is strong and prices will be advanced this year. We have

RED SALMON, Extra
Horseshoe, "Tall," "Flat" and "½ Flat"
Clover Leaf, "Tall," "Flat" and "½ Flat"
Sovereign, "Tall," "Flat"
Lynx, "Tall"
O-Wee-Kay-No, "Tall"

RED COHOE
Eagle, "Tall"
ROSE (Pink)
Sunflower, "Tall"
WHITE (Humpback)
Totem, "Tall"

The prices are good for buyers.

French Vegetables—L. A. Price, Bordeaux, France

Little Peas, Asparagus, Haricots, Flageolets, Macedoines, Mushrooms, Artichokes, Hors d'Oeuvre, Etc. (in glass and tin). The packages are most attractive.
We have an assorted stock of all lines of Fine Groceries and Wines.
Ask for our prices. They will interest you.

L. Chaput, Fils & Cie.

Importers of Choice Teas, Coffees, Wines and Liquors

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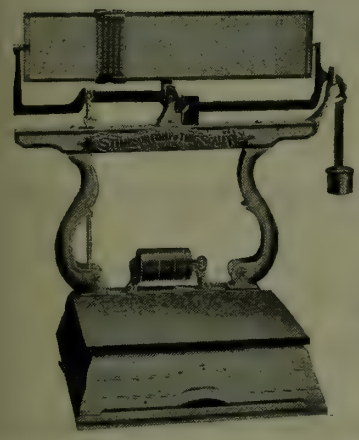
Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



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Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

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Storage, Warehousing and Distributing Agents

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TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting represen tatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

Do You Sell Baking Powder ?

Would You Like to Sell More Baking Powder at a Larger Profit?

We have a selling plan for

Gold Standard

BAKING POWDER

"Guaranteed the Best" — that will interest you and pay you well

Fill out the blank below and we will forward you an outline of our plan.

The Codville-Georgeson Co., Limited

WINNIPEG, MAN.

Kindly forward me full particulars about your special offer on GOLD STANDARD BAKING POWDER.

My name is

My address is

Can. Grocer

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

ENGLISH BREAKFAST BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

WE INVITE THE PUBLIC
TO VISIT
OUR EXHIBIT
AT THE
ARENA, Montreal
APRIL 15-27
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HAMS, BACON, LARD, PRODUCE, Etc.

CUT OUT THIS AD.
Customer presenting at our office will receive COMPLIMENTARY TICKET

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Surety of Success

The Ryan Brand has been that to hundreds of retailers. The people insist on our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because of the recognized purity and wholesomeness of our provisions.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Gradually, as the season advances, cheese factories in different parts of the country are opening up. Each week brings report of some new district being open to receive milk for cheese making. Many Ontario factories being located off the railway line, do not begin operations as early as those suiuated on the line of one or other of the big railroads. With those factorymen carrying on business at a distance from rail transportation weather has naturally more or less to do with their date of opening. Poor roads and other troubles interfere with the smooth operation of the factory.

The amount of cheese being received is really very light. In consequence the supposition is that there is not a great deal of cheese being turned out at the factories. It is expected, however, that the make will be larger from this on. One of the chief difficulties experienced by factorymen was the trouble in securing sufficient milk. Farmers were able to obtain a better price from city milk men than they could from the cheese factories, and therefore sent most of their milk to the city. Fortunately for the factory owners, the market for milk in the city became over supplied and prices were not so tempting to the farmer, who went back to the factory with his milk supply.

Regarding local trade, dealers report little activity. Since supplies are not heavy they are not making special efforts to interest local buyers. Grocers desiring cheese favor the held stock, when it is obtainable, at a higher figure than they are asked to pay for the fodders.

Fodders are selling at very good figures, but receipts are not sufficient to make a market. It is expected that the make during April will be about the same as was that of the same month last year.

Export demand for cheese is light, the English buyers being apparently out of the market for the present. It is generally admitted that the Old Country market is pretty well bare of cheese, and it is thought that houses on the other side will be forced to buy from Canada in the near future, as the Dominion is about the only practical source of supply at the present time, or at least for the season now coming on.

New butter is arriving in larger quantities each week as creameries throughout the country open up in larger numbers. Receipts are not so large that they cannot be taken care of, as demand is very good. The consumer having been supplied with the new make of butter is not anxious to buy anything else, with the result that what little old butter there is on the market is not easy to sell.

There is very little held butter on the market, however, so that this does not matter so much after all.

No demand is yet felt from the Old Country, nor is there likely to be any trading before the first grass butter is quoted, some time towards the end of May. Even then it is likely that buyers on the other side will move cautiously, as many of them lost so heavily on Canadian creamery last season they are almost afraid to touch any Canadian butter. Another thing which is likely to keep demand from being large is the fact that the English market is rather well supplied with butter which will be some time in going into consumption.

Prices locally will have to decline to a much lower level than they are now at before any business can be done in an export way.

THE PROVISION SITUATION

The price of hogs is 25 cents lower this week and the packers are said to be keeping to it pretty well. It is $6.40 f.o.b., country points, $6.90 off cars at the factory. Packers say the price is going lower, probably next week, because they still see a loss even at the reduced price. This must be the case if it is true that they have been losing 4s. to 6s. a cwt. on their bacon because the English market has not improved.

There is another apparently very reasonable ground for lowering the price of hogs in Canada. The unsatisfactory condition of the English market for a month and more has been due to the increased quantities of Danish bacon coming forward. According to the best information available that increase is likely to continue and even to further increase this Summer. It is beyond question that the Canadian packers cannot always go on taking a loss on their product and as there is no improvement in sight abroad, the only alternative is to cheapen the cost of the raw material at home. Providing, of course, that they can make a profit this reduction is as much in the interest of the grower as the packer.

Latest reports from England state the market there is very dull and the demand not large. Fat bacon is quoted at Liverpool at 52s. to 53s. and at London leanest bring 56s. to 57s. This has been about the level for three or four weeks. There is practically no change in conditions. Danish killings last week totalled 35,000. The carryover at London of Danish to this week was very heavy, sufficient to supply the demand, it is reported, if no Canadian at all were received. This indicates no immediate improvement. A very large independent Danish curer has reported to a Canadian packer that not only will the present heavy deliveries of hogs in Denmark continue, but that there will be some increase as the Summer wears on.

In Denmark the co-operative packing industry represents about ¾ of the total output and that proportion as between independent and co-operative seems to be maintained in the present increase. Ireland's output of bacon runs about from 7,000 to 11,000 a week, but in addition 15,000 to 20,000 hogs a week are sent to England on the hoof and there mostly put into bacon.

The killings in Canada last week were reported to be 26,000 to 27,000, which was slightly in excess of recent weeks. Bad roads and lower prices may reduce the number this week.

The domestic situation is unchanged. A year ago prices were ½ cent to 1 cent higher than now and it is not unlikely as high prices will rule this Summer. One of the largest packers said this week, "Our domestic trade is a little quiet for the present as we are not meeting prices in competition. We regard the home market as being in a strong position."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Although a little dull, as might be expected after good Easter business, the feeling in the market is good. Orders are being filled every day in smoked meats and lard. No changes in quotations are noticeable this week.

Lard, pure tierces	0 12½	0 12½
" ..... 56-lb. tubs	0 12¼	0 12½
" .....20-lb. pails, wood	0 12½	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12⅝	0 13¼
" " 3-lb. "	0 13	0 13½
Lard, compound tierces, per lb.	0 09½	0 09⅝
" " tubs	0 09⅝	0 09⅞
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails, tin	1 95	2 00
" " cases, 10-lb. tins, 60 lbs. in case	0 10	0 10½
" " " 5-lb. "	0 10½	0 10½
" " " 3-lb. "	0 10	0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 15¼
Hams	0 14	0 16
Extra plate beef, per bbl	12 50	13 00

BUTTER—A sudden upward spurt characterizes the market this week. Prices in nearly every instance are above those quoted last time of writing. Scarcity of new butter, brought on by bad roads in the country causing farmers trouble, is the chief reason for the higher figures. It is expected that there will be a decline in a few days.

New creamery, choice, boxes	0 29	0 30
" " pound prints	0 30	0 32
Medium creamery	0 26	0 27
Western dairy	0 21	0 22
Large rolls	0 23	0 24

CHEESE—Trading in cheese is limited. Old goods are in greater request

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

SPRINGTIME is at Hand !

The season for increasing the sales of

Clark's Canned Meats

is opening.

For fine quality and perfect condition of our products, and careful attention to the best interests of the trade,

We Yield Place to None!

than the new fodders. The latter are quoted anywhere from 13c to 13½, while 14c is asked for the former.

EGGS—Receipts of eggs have been none too heavy lately and prices have been pretty well maintained as a result. The ruling figures now are 17½c to 18c for first-class stock.

HONEY—Practically no business is being done in honey at present. Prices in consequence cannot be other than stationary.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS—The market for pork products continues quiet, but prices are firm. Beef is higher and demand is good. Present prices it is said will hold for some time.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15½	0 16
Medium hams, per lb		0 15½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	9 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 25
Veal	0 08	0 10½

BUTTER—Prices are unchanged. The position of the market is said to be even a little firmer, but the spring decline is now past due, and jobbers are afraid to advance their buying price.

	Per lb.	
Creamery prints	0 28	0 29
" solids	0 25	0 26
Dairy prints, choice	0 24	0 26
" " ordinary	0 21	0 23
" rolls, large choice	0 23	0 24
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS—The egg situation is practically unchanged and quotations are as last week, 16½c. to 17c. As usual, at this time of year, the commission men deny that any eggs are being stored. There are some eggs being held back somewhere however. With better roads and warmer weather receipts are expected to go up with a rush.

Eggs (strictly new laid)	0 16½	0 17

CHEESE—New cheese is quoted at 13½c. to 14c., but this market is practically bare of it. The expert cheese man says, "thank God," because he holds that new cheese is not an edible commodity. Quotations for old cheese are unchanged.

Cheese, large	0 14¼	14½
" twins		14¾

HONEY—The market is quiet. Prices are unchanged.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Supplies are very light, and the trade is limited. Prices of chickens are a cent higher.

Live Weight.

Old fowl		0 11
Ducks		0 17
Young chickens		0 13

Dressed weight.

Old fowl		0 11
Ducks		0 14
Young chickens		0 15
Tom Turkeys		0 14
Hen "		0 18

WINNIPEG.

Unsettled weather is responsible for the rather unsatisfactory state of the produce market. Supplies of eggs and butter from the country are not quite so large as was expected.

BUTTER—There is practically no change in price since last week. Creamery prints command a price of 30 cents per lb. to the retail trade. No. 1 dairy in tubs and prints is worth about 20 cents per lb. f.o.b., country stations.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS

Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.

Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,

invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,

PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

PICKLE TIME

This is the season of the year when most people have the pickle appetite. When we think of pickles the name **Heinz** comes right to the front, and we are sure it must also with you, for if ever a name deserved to be at the head of the procession it's **Heinz.** They have strived and succeeded in making the very finest of food products which it is possible to turn out.

Heinz's Extra Spiced Sour Pickles, in half barrels and barrels, are so called because an extra quality and quantity of spices are used in their preparation. They are uniform in size and count guaranteed. Heinz's Sweet Pickles are preserved sweet pickles, and have a flavor and crispness distinctively their own.

A couple of good sellers for this particular season—Heinz's Sweet Gherkins, packed in half barrels, containing 1,000s at $7.50; this means ¾c. a pickle or 9c. dozen; retail them at 4 for 5c., 8 for 10c. or 15c. dozen. Also half barrels Small Sweet Gherkins, 2,000s, retail 30c. quart. Heinz's Dill Pickles, packed in whiskey barrels, 1,000s at $9.00; this figures out 11c. dozen; retail them at 20c. dozen.

If you have not already got both these lines in stock send us your order to-day. Keep them to the front where they can be seen. Heinz's goods are a success and it pays to get in with a success.

Choice quality Barbadoes Grocery Sugar, in small barrels at 3⅜.

LABRADOR HERRING

Finest quality. We were only able to get a few of them to sell at these prices:

Barrels, $4.75 ***Half Barrels, $2.65***

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

There is little demand for the poorer grades and 16½ cents is about the best price obtainable for No. 2.

EGGS—Supplies are not quite so large as was anticipated and the price is about 20 to 21 cents per dozen.

CHEESE—Ontario cheese is worth 15½ cents per lb. in Winnipeg and the small Manitoba 12 cents to 12½ cents.

OPPOSED TO CO-OPERATIVE IDEA

To the Editor Canadian Grocer :

I am very much pleased to see that a little more interest is being taken in regard to organization. I would like very much to see an expression from some of our best grocers throughout the country. They must all admit the desirability of this movement becoming an active measure at once. As an object lesson, take this bill of Mr. Monk's, now before the House of Commons, in regard to the chartering of co-operative associations; one of the features of which, I venture to say, very few grocers have taken into consideration. That is, that nine farmers or nine laborers, as the case may be, may form themselves into a co-operative society and start out selling shares at five dollars each, without putting themselves under any obligations to the Joint Stock Companies' Act, or any other, only as in the bill now presented by Mr. Monk. This, I understand, has already been proposed by farmers at Midland, anticipating the fact of Mr. Monk's bill becoming law.

I think that the question of the necessity of the grocers standing alone in regard to a single line association has been pretty well discussed, and while I stick to the single association idea I am, as I have stated before, willing to give Mr. Ellis and his executive staff due credit for all they have done, and wish them every success. Just in regard to this co-operative business; I think that we ought to all stand together and help the Retail Merchants' Association to fight it out.

Mr. Editor, this may seem strange logic for anyone who is arguing in favor of the opposite idea, but just now I am thinking of the good of all the trade, and as the grocers are not organized the best thing for us to do is to help the organization that is now in existence. The seriousness of this matter to the retailer should be considered now, not when it is too late, and I think every merchant in Canada should have a quiet talk with his representative in the House of Commons on this subject.

BELIEVER IN ORGANIZATION.

DO HIGH PRICES CHECK CONSUMPTION?

To the Editor of The Canadian Grocer:

In last week's issue of your paper you ask: "Do high prices check consumption?" the question having particular reference to canned tomatoes. I trust that many of the readers of The Canadian Grocer will give their opinion on your question so that different ideas may be interchanged. To be abrupt in answering the question, I say "Yes." My idea regarding canned vegetables is that a great many buyers are not particular which they get and when their question is answered as to the price of canned vegetables they decide on corn or peas if cheaper than tomatoes. Canned corn, in my opinion, is growing more popular each year. About a year ago now I ordered ahead for my season's requirements at the opening prices. Had tomatoes not opened too high or at a price so that they could be retailed at ten cents I would not have had too many, but with peas and corn at 3 for 25 cents and tomatoes at 2 for 25 cents, I will have about fifty cases of tomatoes over, and corn of a total of 150 cases is nearly done and I will need fully 50 cases more to finish the season. Two weeks ago when I found that tomatoes were not moving in the same proportion as peas and corn I put the price down to 10 cents straight and find that the lowering of the price on tomatoes did not switch the consumers from corn.

In my opinion tomatoes opened too high in price, and I for one do not expect to see any advance on tomatoes and I consider them weaker to-day than when the price was named last October.

J. T. PETRIE.

St. Catharines, April 8, 1907.

The BEST that MONEY and EXPERIENCE can PRODUCE

O'MARA'S

BACON,
HAMS,
LARD,
SAUSAGE,
BOLOGNA,
COOKED MEATS

Prices Right.

Phone or Wire for quotations at my expense

JOSEPH O'MARA
Palmerston, Ont.

Beaver Brand Special Hams

"THE BRAND THAT'S IN DEMAND"

Not every ham will stand the test for Beaver Special ham quality; about one Special ham out of every ten good hams. They must be taken from young and well-matured hogs. They must be firm in flesh and not too fat, and weigh not less than ten pounds, and not more than sixteen pounds. Then they must be cured **the Ingersoll way,** carefully watched and cared for during curing and smoking process; cured in a heavy syrup made of absolutely pure granulated sugar, and smoked slowly with hard wood. Then you have the sweet, juicy, tender Beaver Special, that's so delicious, if prepared as follows:

HAM AND EGGS

Take a thin slice of Beaver Special Ham, dip in cold water, slightly dry on cloth, broil quickly over a hot fire. Put in a frying pan a lump of I.P.C. butter and one of Ingersoll lard, sufficient to cover the bottom of the pan when melted. Break each egg into a saucer, then slide carefully into the hot grease. Cook gently until the desired degree of hardness is obtained. If cooked rapidly, the grease becomes too hot, and the egg will be dark around the edge, whereas they should be milky white. Serve around ham on a platter and garnish with sprigs of parsley. ("If you use ham grease for frying eggs, they will be dark and greasy looking.")

Ingersoll Packing Company

Pork Packers and Cheese Exporters

INGERSOLL - - - CANADA

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

HIS MAJESTY THE KING

Sole Proprietors :

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

H.R.H. THE PRINCE OF WALES

Representatives in Canada :

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

TRURO BRANDS QUALITY

Unsweetened

TRURO BRANDS QUALITY

JERSEY Sterilized CREAM

is pure Mik condensed to the consistency of cream and thoroughly steriized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

SECOND ANNUAL

EXHIBITION OF GROCERIES

to be held at the ARENA from

April 15th to 27th, 1907

We cordially invite our customers and friends and the trade generally to call and visit the **Food Products Exhibition,** where our representatives will be pleased to show them our **Special Exhibition of Sundry Specialties,** in our different lines of goods.

Opening of Navigation

We are ready to guarantee the prompt delivery of all orders sent us, the goods to be shipped upon the opening of navigation. Our stock is fully complete in all lines. There will be **no delay in shipping.**

Molasses

It is in your best interest not to order your stock of molasses until you are made acquainted with **our prices,** which are **profitable to all wise buyers.**

Canned Goods

Our assortment is complete in all lines of **Canned Goods,** and we are able to fill all orders until the new packing season is at hand.

We are now closing contracts for **Canned Goods** of the new packing season, and we can at this very early day say that we will always be able to insure our trade full satisfaction as to quality and prices. It is advisable, and certainly interesting, for you not to order Canned Goods until you have our quotations.

Teas, Wines and Liquors

Our prices are correctly in favor of the buyer, and our stock is varied in all the different lines of goods. We offer the best values and we quote for these the very lowest figures.

WRITE, WIRE OR PHONE AT OUR EXPENSE

Laporte, Martin & Co., Ltd.

Wholesale Grocers and Liquor Dealers, - **MONTREAL**

NEW BRUNSWICK TO GROW MORE POTATOES

St. John, N.B., April 8, 07. The local markets continue very quiet. For several weeks now there has been practically no change in quotations. The Easter trade was reported exceptionally good. Buyers seemed to be plentifully supplied with cash and the trade in all lines of business was reported very satisfactory. Eggs continue to drop in price and butter is coming in more freely though as yet there has been no change in the quotations. Fresh fish are still very scarce and high, although the spring fishing, which ought to commence very soon, will, no doubt, relieve the situation. West side fishermen are looking forward to a good catch in the harbor this year.

At present hay is very high, $14.50 and $15 a ton being asked. A. C. Smith & Co., on the west side, state that there has been more provincial hay shipped through West St. John this rear to the old country than ever before.

There is likely to be a much larger demand for seeds this year than for a number of years past, especially oats, as the oat crop in this province last year, especially along the St. John river, was generally a failure, and purchases are likely to be heavy this spring.

It is believed that there will be nearly double the acreage in potatoes in Carleton county this year. The great demand for potatoes from this province during the past year has given a great impetus to the growing of the tubers. Large quantities were shipped during the year to Quebec, Ontario and the West Indies, and the growers are going into the business on a larger scale than ever before. Many large new warehouses are being put up throughout the province and the indications are that the output for 1907-08 will be larger than ever before.

Considerable interest centred in the visit of Sir Wilfrid Laurier and his party here last week. The premier was only in the city for half a day on his way to England to attend the colonial conference. While here, however, Mayor Sears called upon him on the steamer Empress of Britain and had a talk re the needs of St. John in the matter of harbor improvements.

"I want St. John to go ahead," said Sir Wilfrid, and the Premier left no doubt as to the genuineness of his wish, for he announced that the Cabinet had already authorized the purchase of a dredge and that the amount asked for St. John improvements had been agreed to.

Before leaving, Sir Wilfrid dispatched a telegram to Hon. Sidney Fisher, requesting him to inform his worship by letter of the works contemplated for the harbor this year, and urging him to put them in motion at once.

One hundred and two steamers have arrived in port during the winter season to date, with a tonnage of 400,079 tons. Of this number, eighty-nine have filed outward cargo papers at the customs house, showing a valuation as follows.

Canadian goods	$9,855,104
U. S. goods	5,021,915
Total	$14,877,019

The amount of grain sent forward in these steamers is close to four million bushels. The number of cattle sent forward has nearly reached the twenty thousand mark. The shipments of cattle from the United States this year have been heavier than usual. Nelson, Morris & Co. and Swift & Co., of Chicago, have sent a large number through this port. It is claimed that the reason for shipping the American cattle through this port is because better accommodation can be secured than through the majority of ports nearer Chicago.

The C.P.R. steamer Montezuma, which arrived on Wednesday last, brought the largest number of passengers ever landed at this port. There were 2,162 immigrants on board, and all but 78 were bound for the Canadian west.

H. C. Rankine, Frank Rankine, Allan Rankine, Walter Rankine and Henry F. Rankine are applying for incorporation as T. Rankine & Sons, Ltd., with a capital stock of $80,000, to carry on the business of T. Rankine & Sons, biscuit manufacturers.

The death occurred on Wednesday last of William A. Cathers, who for 21 years was a traveler for J. M. Humphrey & Co. Owing to ill-health Mr. Cathers left the staff of Messrs. Humphrey about two years ago, and since then conducted a grocery and commission business. He also conducted the exhibition restaurant at the exhibition last year. He was well known all over the Maritime Provinces and had many friends.

In the exchequer Court, at Ottawa, last Wednesday judgment was delivered in the case of Lorenzo G. Crosby, of St. John, vs. the King. On the 19th day of May, 1904, the claimant entered for warehouse at the port of St. John, N.B., 221 puncheons of molasses, alleged to have been purchased in Porto Rico, imported via New York. Suspicion fell upon the correctness of the entries, and 116 puncheons were seized on the ground that the statements made in the entry papers as to the molasses being in the original packages and not having been mixed, were untrue.

Pending the decision of the Minister of Customs, a deposit of $1,308.44 was made to correspond to the amount of the true duty payable on the molasses by the claimant. The claimant was not the real owner of the molasses, but was consignee thereof for the N. W. Taussig Company, of New York.

Judgment was given for the Crown, with costs against the claimant, the court holding that the claimant had not established that the molasses was in the original packages when entered for duty.

William J. Magee, the Charlotte St. butcher, has opened a fish department in connection with his already extensive business, and the new premises, which are next door to the meat department, are thoroughly up-to-date in every way.

George E. Ford & Son, of Sackville, have opened a branch store at Bayfield Corner. They intend to run a thoroughly up-to-date general store.

W. Alexander Porter went to Boston last week on a combined business and pleasure trip.

At the annual meeting of the Thistle Curling Club last Thursday evening, J. Fred Shaw was elected president for 1907-08.

WILL. H. ESCOTT, WINNIPEG.

TRAVELER NOW A BROKER.

Will. H. Escott, for 17 years a traveler with T. B. Escott & Co., London, has followed the call of ambition and the west and is now in business for himself in Winnipeg, a member of the new brokerage firm, Carman and Escott. Anybody who has met Mr. Escott will not doubt his success. He is a big man every way, fair, smiling, with a hand shake that denotes energy and reliability. He is a trained salesman with all the ginger necessary. He knows the grocery business from the ground up. Before going with his uncle, T. B. Escott, he served five years in the retail trade with J. H. Bogart of Chatham.

Before leaving his old firm the staff expressed their appreciation of him by an address and a very handsome traveling bag. The Knights Templars, too, Richard Coeur de Leon commandery, made Mr. Escott feel he was appreciated and presented him with a handsome jewel of the order. Mr. Escott was as popular socially as in business. The Canadian Grocer and a host of friends wish him success in his new venture.

CEREALS AND CONFECTIONERY

All Markets Firm—Transportation and the Ability of the Railways to Handle the Traffic Still the Important Question—Confectionery.

Continued reports of crop damage have more than overcome the effect of largely increased primary receipts of wheat and the market remains firm. Last week, primary receipts in Canada and the States increased 2,451,000 bushels compared with a decrease a year ago of 146,000 bushels. The determining factor in the situation, however, is the question of the ability of the railways to move freight. To date only about half the western crop has been moved out, and the likelihood of the railways overtaking business is very remote. A Toronto grain dealer stated this week that he had just got out the last of the grain stored in Georgian Bay ports last fall. It was ordered out in December and January. A large miller reported that he had 50 cars of wheat between Toronto and Fort William and didn't know when he could get it. He had no difficulty, however, in getting cars for shipments from his mill.

The firm wheat markets keep the prices of flour steady, and of breakfast foods also. Trade, however, is reported good.

Confectionery.

The number of grocers handling high grade confectionery as a specialty is constantly increasing. It is the better, up-to-date grocers who are doing it. Next week we will produce on this page a picture of a Hespeler grocer's window with a display of high grade confectionery. When a grocer refits his store now-a-days he very frequently puts in a plate glass silent saleman. That is a very common fixture, and it is just what is needed for the displaying of fine confectionery. There is an illustration of it in the picture of McLaren's store, Guelph, on another page of this issue. Some of the modern display counters also serve the purpose excellently.

MONTREAL.

FLOUR—Local demand continues satisfactory, and there is reported a little better enquiry for export. Prices show no change this week, although wheat is firm and advancing in tendency. It is not thought that quotations will be higher in the near future.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 80
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—Business in rolled oats is small, and price cutting is still the rule of the day. Grocers appear to be well stocked and are not in the market in the majority of cases.

Fine oatmeal, bags		2 45
Standard oatmeal, bags		2 45
Granulated " "		2 45
Gold dust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls	4 70	4 85

FEED—While orders are plentiful, millers cannot accept them with any likelihood of being able to fill them. The shortage of all lines is very great.

Ontario bran	22 50	23 50
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Mouille, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—The market is firm in sympathy with the position of wheat, but navigation will open shortly, and with the freer movement of grain there will probably be an easier feeling. A little export business continues.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 00

CEREALS—Prices are still unchanged but firm. The Ontario crop of oats is practically exhausted. Western oats are in a strong position. Trade is switch-

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

QUEBEC CITY MARKET

Flour, Grain and Produce

BEANS AND CORN a specialty. We are open for agencies connected with our lines—might consider reasonable offers in other lines.

ALF. T. TANGUAY & Co.

Commission Merchants and Brokers

CORRESPONDENCE RESPECTFULLY INVITED QUEBEC

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR

BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS. DELHI, ONT.

BE CAREFUL!

Most grocers are because they feature our

ROLLED OATS

First in quality, and then there is a comfortable profit. Strict attention to all orders.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

ing to wheat products, and wheat is firm.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

PERSONAL NOTES.

Caporicci and Micci, bakers, of Montreal, have dissolved.

B. H. Herron, baker, of Lauder, is disposing of his business.

Wm. Anthony, baker, etc., of Guelph, has assigned to A. S. Allan.

O. Peladeau, grocer, of St. Johns, has had his stock damaged by fire.

F. H. Pokorney, of Rossland, confectioner, has sold to P. W. Hunt.

J. D. Thompson & Co, bakers, of Buckingham, have sold their assets.

J. S. Woods, of Raufurley, general store, has assigned to Grieve Elliott.

N. B. Lindsay, baker and confectioner, of Wallaceburg, has sold to W. H. Ruttle.

James Bews, grocer, etc., of Hamilton, has sold to G. A. Austin, and Chas.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

REASONS FOR ORGANIZATION.

John A. Green, secretary of the National Association of Retail Grocers' of the United States recommends the following reasons why the retail grocer should be a member of a grocers' organization:

Because it will be the act of a sensible man, who perceives the great value of trade organization.

Because it will be a step you will never regret.

Because it will help you through your difficulties, and protect you in time of trouble.

Because it will keep you directly in touch with your fellow traders, whose motto is "Defence, not Defiance."

Because the association does not support the wrongdoer, but safeguards the interests of the respectable trader.

Because you may never know when you may need its aid.

Because the cost is small, and you are not a mean man.

Because you are not a man to enjoy trade benefits at the expense of your fellow, and perhaps less fortunate trader.

Because in unity there is strength.

Because self help is the best help.

Because it is the adviser, advocate and friend of the retailer.

Because it brings grocery associations in various parts of the country into direct touch with each other, through the national association.

Because, by this means, absolute unity of action is assured, for the purpose of protection and defense, locally and nationally.

Because it facilitates inter-communication on all questions affecting trade, and insures the voice of the retailer being heard.

Because it watches closely, and opposes by every possible means, all measures calculated to injure the trade.

Because by joining you will strengthen your own position and render more efficient service in defense of your trade interests.

Because last, and most important of all, it teaches that in unity and resolution there is success, while division and irresolution means failure.

The Shrewd Grocer

makes it

Perfection Cream Sodas

on the order list for various reasons—the chiefest being that particular and economic housewives, women who know and appreciate biscuit goodness, always insist on

It could hardly be otherwise. First Quality goods are bound to capture the market and that Quality must last if that brand of goods holds the market.

The immense sales of

Perfection Cream Sodas

can be explained in no other way. It does pay the grocer to recommend and push them and most grocers know it.

THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada

CRISP
TASTY
APPETIZING

IF THEY ARE

McLAUCHLAN'S Cream Soda Biscuits

they are THE BEST soda biscuits on the market

TEST THEM AT OUR EXPENSE.

McLAUCHLAN & SONS CO., Limited - - - OWEN SOUND, ONT.

Known and Loved for SIXTY YEARS

COX'S GELATINE

needs no introduction.

It is one of the old institutions of all English speaking lands.

PURITY and STRENGTH are the watchwords of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Philip, of the same town and occupation, has given up business.

J. W. McMicken, of Moose Jaw, confectioner, has assigned to J. McWilliams.

W. C. Hume & Co., confectioners, of Canora, are advertising their business for sale.

Leandre Paradis, of St. John, grocer and poulterer, etc., has had his stock damaged by fire.

P. & J. Tremblay & Co., bakers, of Hull, have assigned to H. V. Duggan and Jos. Desautels.

MONTREAL RETAILERS

Discuss the Exhibition of Groceries — Their Annual Picnic.

Attendance at the monthly meeting of the Montreal Retail Grocers' Association, held last Thursday evening, was most satisfactory. It is a long time since such a large number turned out at a meeting which did not promise something exciting in the way of elections or other matters along that line.

The chief topic under discussion during the evening was the exhibition of groceries to be held in the Arena from April 18 to 27. The grocers present were enthusiastic over the fair, and evidenced great interest in the progress being made by the committee. Secretary Beaudry, addressing the gathering, pointed out the educative value of such an exhibition, and prophesied untold benefits for the retailer as a result of the fair. He urged those present to give their heartiest support to the movement in order to ensure its being the success it should be. The grocers are right behind the movement, and will do all in their power to make things run along smoothly before and during the course of the fair.

It was announced that the grocers would be supplied with tickets for their customers' use. In the course of the fair grocers of the city will be entertained at a luncheon.

Mr. Beaudoin moved, seconded by Mr. Plourde, that the association run its annual picnic this year as usual. He thought that Ile St. Amour, near Valleyfield, would be a fine place to hold the usual sports. He received the support of the grocers present, and the motion carried. The date for the picnic was not fixed, but will be decided upon later.

J. A. Labonte, seconded by Mr. Dore, proposed that the grocers should lend their presence at the annual picnic of their confreres in Ottawa. The Ottawa grocers' picnic will be held in Alexandria about the middle of July. This motion was unanimously carried.

Some discussion took place on the liquor license question but nothing definite was done.

Secretary Beaudry announced that important matters would be brought up for discussion at the next meeting.

President A. Laniel occupied the chair.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

E. D. Marceau Company, Montreal, in this issue are advertising their several brands of teas, coffees, spices, vinegar, and other specialties. Some attractive prices are given.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

A Surety of Success

When you stock

Nicholson's Mince Meat

you practically take out a policy assuring success.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST, MONTREAL

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents **MONTREAL**

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade. the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

"M. H. C. POPULAR" CHRISTMAS CRACKERS

we have to offer the very best value and selection as to contents, variety and color.

PAPER TABLE SPECIALTIES—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them?

All goods sold by us are manufactured at our factory in Hampstead, London, England.

MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal

That's the safest and best Chocolate to handle.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

It is more delicious than any other imported or domestic chocolate—

As a food it is pure, rich and palatable—

As a seller with your best trade it needs only a trial to make regular customers.

Every Jobber.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

People are using more Chocolate now than ever—

This fact is largely due to the taste created for it by

Mott's

brands of

Chocolate

"Elite" and "Diamond" brands

Purity always wins out.
Every Jobber.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

---

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

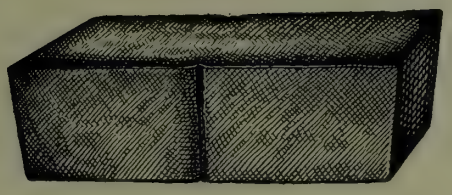
Prices on application to the general agents for Ontario

MacLaren Imperial Cheese Co.

TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

Our Twin Block Pure Maple Sugar



PURITY

This Sugar has stood the test of Government analysis for years.

PRODUCTION

The enormous sale and high reputation this Sugar has attained has led others to imitate it.

THE LAW

We have taken legal proceedings against our competitors for infringing our registered trade mark "**Twin,**" and have obtained an **injunction** restraining them from using or in any way offering for sale Maple Sugar under the name of "**Twin Block.**"

WARNING

We caution the trade not to be imposed upon by unscrupulous imitators who offer you inferior goods represented to be our famous **Twin Block.**

Sugars Limited - - Montreal

FRUIT NEWS

California Navels are running to large sizes, and prices have to be graded accordingly.

OUR QUOTATIONS will be found interesting.

The BEST extra fancy and extra choice BRANDS offered.

MESSINA LEMONS

You will do wel to remember that the first direct steamer for Montreal with Lemons sails from Messina on the 10th April. Our purchases ahead have been sufficient to insure you Lemons till then, and our prices will be independent of the higher figures which are sure to rule on the other purchasing markets.

STRAWBERRIES AND NEW VEGETABLES

Fresh supplies coming along daily, as per our price list. You will make no mistake passing your orders on to our care.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria Grapes, Figs, Dates, Almonds, Walnuts, Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point,** quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON
91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.
11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FREDK. FISHER & SONS

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

FRUITS, VEGETABLES AND FISH

Lemons Steadily Rising—Oranges Stronger—Expedients for Surmounting the Car Shortage Difficulty—Pineapples Very Firm—Florida Celery Crop.

The Toronto and Montreal markets are again only moderately active this week, the "between seasons" period giving the jobbers and importers a few quiet moments in which to indulge their prophetic instincts, and foretell to an admiring and attentive clientele the exact future condition of the markets as it has appeared to them in dreams. If the future actually turns out to be as rosy as some of them forecast, a large majority will soon have to quit prophesying and get down to work, for there's big business ahead.

Owing to the lateness of the Montreal vessels, lemons will be scarce and high for another month at least. The "Fremona," which sailed on the 10th, cannot arrive for another three weeks, and it will be several days after that before her cargo can be got at.

Purchases are being made in New York, and all receiving points, for the Summer supply and there is at present every indication that the market will rule firm to higher, largely owing to the great demand in Northern Europe and Russia. Boston reports an almost bare market on lemons, but several direct shipments are due there this month.

Transportation in California is rapidly assuming an acute stage. The car shortage has been so bad that numerous expedients for handling the crop are being resorted to. Two prominent Redlands houses shipped several cars of fruit to Port Los Angeles, and from there by steamer to Portland and Seattle, when it was forwarded to northern and eastern points. Another firm shipped a car of fruit east in a box car. This is probably the first time on record that such a thing has been done. A Toronto house received a car under ventilation, and the stock opened up in fine condition. A somewhat risky substitute, this, for refrigeration, but in the present instance, at least, no bad effects resulted.

Oranges are firm, but the unusually large sizes which have been in evidence throughout the season have tended to lower the quality of the crop. The high prices may be put down to the car shortage, though in regard to this a well-known New York receiver said recently: "It seems deplorable that such a condition should exist, but from the point of view of the grower, the fact that the railroads have been unable to handle the 25,000 carload crop expeditiously has been one of the best things that could have happened, since it has prevented the glutting of the various markets and consequent demoralization of prices." Unfortunately the growers' point of view is not altogether that of the importer.

Pineapples are in good demand, but will be a little scarce for the next week or so. We have something to say as to the situation elsewhere. Bananas are higher at seaport than they have been in three years.

The Florida celery crop this season promises to be a record-breaker. From four to six carloads a day are being shipped out, and bring prices which, if not exactly fancy, are at least satisfactory to the growers.

MONTREAL.

GREEN FRUITS—Prices on the whole keep up, and business is more or less limited. Cocoanuts are higher, prices now asked ranging between $3.50 and $4. Pineapples have advanced 25 cents since last report. Lemons are obtainable for slightly lower prices, $2.65 to $2.75 being ruling figures for Mexicans. Californias are up.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	2 00
" jumbos	2 00	2 50
Cocoanuts, per bag	3 50	4 00
Pineapples, crate	5 50	5 75
Apples, bbl	3 00	5 00
Lemons	....	3 00
Mexican oranges, box	2 85	2 75
California oranges, new navels	3 50	3 85
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 65
Florida oranges, box	....	5 00
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
Florida grape fruit, box	....	6 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	up

VEGETABLES—Trade in vegetables is not so great as it might be owing to the high prices ruling. Tomatoes and cabbage are in good demand, these lines, with celery, being chiefly asked for by the trade. Few grocers have the trade which will warrant them buying other lines quoted in more than small quantities.

Parsley, per doz. bunches	....	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	3 00	4 50
Montreal cabbage, per doz	0 50	0 75
American cabbage, bbl	....	1 25
Florida tomatoes, crate	4 50	5 50
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 60
Boston lettuce, per doz	1 00	1 50
Celery, per doz	0 25	0 90
Florida celery, case	....	3 50
Asparagus, doz. bunches	....	10 00
Radishes, doz	0 65	0 75
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 75	2 50
Potatoes, per bag	0 90	1 00
New potatoes, lb	....	0 06
" " bbl	....	9 00
Jersey sweet potatoes, basket	....	2 25
Spanish onions, crate	3 00	3 25
Red onions, bbl	....	4 50
" bag	1 60	1 75
Beets bag	1 00	1 25
Carrots, bag	1 00	1 10
Mushrooms, lb	....	0 75
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	1 00	1 25
New Orleans shallots, doz	....	0 60

FISH—Since the closing of the Lenten season there has been very little movement in the fish line. Demand has fallen off perceptibly in all varieties. Staple lines are asked for as usual at this season of the year. Prices show a few changes this week as will be seen from the quotations hereunder. Fresh haddock is higher, being sold at 13c to 14c. Shadd are also advanced, the price being 5 cents above last week's figure. Labrador salmon in half barrels are now on the market, obtainable for $6.50. Lobsters are quoted this week, as

are also Standard oysters in sealed tins, the price asked for this line being 40 cents per imperial quart.

Fresh and Frozen Fish.

Haddock, per lb	0 05½	0 06
Halibut, express, per lb	0 13	0 14
Grass pike, express "	0 05½	0 07
Mackerel, small, " "		0 08
Frozen cod, " "		0 04
Dore, " "	0 08	0 08½
Smelts " "	0 08	0 10
New tomcods, bbl		1 00
Steak cod, lb		0 07
Pike, lb		0 18
Dressed bullheads, lb		0 10
Shadd, each		0 30
Haddock, fresh, lb		0 05
Lake trout, lb		0 10
White fish, lb		0 07
Smoked and Salted—		
New haddies, boxes, per lb	0 08½	0 09
Kippered herring, half boxes		1 10
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 04½
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Medium boiled lobsters		0 18
" live "		0 18
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 00
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT—Lemons and oranges continue firm, the former undoubtedly exhibiting a steadily advancing tendency. Higher prices may be looked for until the arrival of the first Montreal steamer. The cranberry season has run its course. Most of the dealers managed to clear

To Shippers of

EGGS and BUTTER

We have a splendid outlet for your produce, and are buyers of all your Butter and Eggs.

Will name a price each week for your shipments.

CORRESPONDENCE INVITED

WHITE & CO., Limited

PHONE MAIN 4106

TORONTO

ECONOMY

in buying Lemons with a low price and uncertain quality isn't ECONOMY. "ST. NICHOLAS" and "HOMEGUARD" are a uniform high-grade pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

ARRIVALS THIS WEEK:

2 Cars Valencia Oranges, ord. 420s, large 420s and 714s.
1 Car Navel Oranges, large sizes.
2 Cars Palermo Lemons, large cases, 300s.
1 Car Native Onions
1 Car Florida Celery.
1 Car Florida Tomatoes.
Also Strawberries, Spinach, New Cabbage and other Early Vegetables, all at close prices.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

OUR CUSTOMERS ARE HAPPY

since we started shipping ***Signal*** and ***Warrior*** brands California Seedless Oranges from Redlands and Chase & Co.'s ***Florida Celery*** from ***Sanford***, also ***Grape Fruit*** from ***Dunedin*** (the real silky kind). Special prices for large lots. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

I offer for prompt shipment:

2,000 boxes (60 lbs.) ***Sair Dates***

1,000 bags French Peanuts

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The shrewd Grocer stocks our

Pure Apple Juice

for a variety of reasons, but mainly because it is pleasing to the palate and as wholesome as our justly famous line of

Jams and Jellies

The demand for these trade-builders is increasing. Can you supply the demand?

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6½	a lb.
" " No. 2,	4c.	a lb.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.

E D S

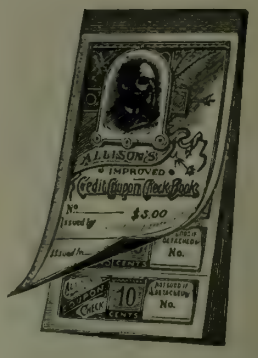
Can you afford to sell any product which may cause business to decline? If not, you'd best line up with shrewd grocers and push

"E.D.S." BRAND
Jams and Jellies

Not because I say they are the purest and the best, but because the Dominion Government declares that brand superior to all others manufactured in Canada. Write for particulars.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Summer freight rates are now in effect.

SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

VERRET, STEWART & CO.
LIMITED

12 Port Street, - - MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

out their remaining stock, but one or two were not so fortunate. The Spring banana trade is starting up actively and prices are firm. Pineapples are much higher, but prices will come down before long. Grape fruit continues first-class in quality, but stock is rapidly getting out of the market. Strawberries are easier, but the hot weather in the south has spoilt a large proportion of the stock in transit. The Louisiana is rapidly supplanting the Florida stuff.

Oranges	3 00	3 25
" Ordinary Valencias, 420's		4 00
" Large " 420's	4 50	5 00
" Extra choice navels, 96's, 112's, 126's, 250's.	2 75	3 25
" " " 150's, 176's, 200's, 216's	3 50	3 75
" Palermo bloods, in ½-boxes, 80's 100's, 150's		2 25
" " " in ½-boxes, 1 0's, 180's		2 50
" Ovals, 80's, 100's, 150's, ½-boxes		2 25
Extra fancy navels, 96's, 150's, 176's, 200's, 250's	3 25	4 00
Bahamas, 126's, 150's,		2 75
Mexicans 126's, 150's, 176's 200's, 216's, 250's	2 50	2 75
Grape fruit, Floridas, 80's, 96's	4 00	5 50
" 48's, 64's	4 50	5 50
Lemons, No. 1's 300, 360		3 75
" " 2s 300, 360		3 25
Pineapples, Florida and Cuban, 30s and 24s, 36's.	5 00	6 00
Apples, snows	2 00	3 00
" Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties per bbl		3 00
Bananas, Jamaica firsts, per bunch	1 75	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Floridas, per qt		0 60
" Louisiana, per pint	0 12½	0 15

VEGETABLES—Trade is quiet, but there are several alterations in prices. Yellow onions are somewhat easier, and last week's quotation of 80 cents for new beets and carrots is hard to get. The first shipment of Florida tomatoes has been received and stock reported excellent. Rhubarb is a little firmer.

Potatoes, Delawares, per bag	0 95	1 05
" Ontario	0 75	0 85
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 00	3 25
Onions, Spanish, per large case	3 00	3 50
" " small case	1 15	1 25
" Red Globe, per bag		1 75
" Yellow Danvers, per bag of 75 lbs		1 90
" Green onions, per doz		0 15
" Dutch sett per lb		0 07½
Cabbage, new Canadian, per case	2 75	3 50
" old, per bbl	1 75	2 00
" per ton		20 00
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 30	0 40
" Boston head, per doz	1 00	1 25
Radishes, Roseland, per doz		0 50
Cucumbers hot house, per doz., fancy Boston	1 50	2 25
" out-door, per hamper	5 00	6 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
" green, per bushel		4 50
Tomatoes, fancy, per crate	4 50	5 50
Tomatoes, Florida, per crate		4 00
Parsley per doz		0 25
Celery, California, per crate, 6, 7, 8 doz.		6 00
" Florida, 4 and 6 doz., per case	3 00	3 25
Asparagus, fancy California large, per bunch		0 75
" per doz	2 00	2 25
Fancy Baltimore spinach, per hamper	1 00	1 25
Rhubarb, per doz. bunches	1 00	1 25

FISH—Fresh caught trout and whitefish should be arriving by the end of next week. One or two lines quoted regularly have dropped out, but prices for the remainder rule about the same. Flounders have dropped a cent. A few fresh caught pike and carp have come to hand, but the demand is not great.

Haddock, fresh caught, per lb		0 07
Whitefish, winter caught, per lb	0 07½	0 10
Trout, per lb		0 10
Ciscoes, per basket		1 30
Finnan haddie, per lb.—fresh cured		0 10
Oysters, per gal		1 80
Labrador herring, per half bbl		3 00
" " bbl		4 75
Smelts, No. 1, per lb		0 08
Cod, fresh caught, per lb		0 08
Halibut	0 12	0 14
Yellow pickerel, winter caught, per lb	0 07½	0 08
Tubilees, per lb		0 06
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Finnan haddies per lb		0 04
Digby herrings, per bundle		0 60
Bluenose cod, per lb		0 06
Halifax fish cakes, case		2 40

ALASKA SALMON FOR CANADIAN

All British Columbia Salmon Cans Should be Stamped for Identification.

P. B. MacNamara, Canadian commercial agent at Manchester, has written again about the fraud practiced in Great Britain of substituting red Alaska for British Columbia salmon. He says:

"My informant assures me that British Columbia salmon of all grades reaches this country without mark of origin on the tin, and in almost all cases without marks other than an identifying mark on case in which shipped, corresponding with mark on B.L. for identification.

"There would be no possibility of fraud if the tins were stamped with a letter identifying the river, as after the tin is filled it could not be branded. The great part of the Alaska fish that contribute to the fraud is caught by large firms owning vessels adequately fitted up for catching and canning the fish on board, and hence it is effected at little cost as compared with cost to canners. This class of salmon is plentiful, large quantities are caught, but the quality is much inferior, being coarse and hard, neither can it compare in the matter of cleanliness with that put up in canneries as the space on ship is limited as well as the fresh water supply. The best quality of Alaska red salmon is selected to carry out the fraud,

NEW PACK
BRUNSWICK BRAND
SCALLOPS
CLAMS

First orders in have preference. Freight prepaid on all shipments of canned goods. Price lists and information on goods cheerfully furnished. Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

Since introduction to Canada

"King Oscar" Sardines

have secured such a hold upon the public that the grocer finds it easy to buy in larger quantities——
"King Oscar" Sardines do not stay on your shelves, they sell freely and well.

For sale by all Wholesale Grocers

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker, 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

GROCERY Business for Sale—$1,300 new stock and fixtures, corner store; growing business; good reasons for selling; this is a snap. Address R. C. Strutt, corner Parliament and Sydenham Streets, Toronto. [16]

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION WANTED.

ENERGETIC, capable English grocer (36) married, desires situation in the Northwest or British Columbia; sailing May 3. W. G., 411 Market Place, Weaste, Manchester, England.

COMPETENT and reliable young man, with references, wants position as traveller in West. Send all applications to Box 142, GROCER, Toronto. [15]

TRAVELLER WANTED

WANTED—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

AGENCIES WANTED.

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, Eng.

A MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

YOUR SODA FOUNTAIN AND ICE CREAM TRADE

Do you want to do a little better than last season? See how our rates compare with prices paid for last year's supplies.

PHOSPHORIC ACID
FRUIT ESSENCES
HARMLESS COLORS
ICE CREAM POWDER

We can supply you at **right prices**. Drop us a line for folder.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

and a label bearing 'British Columbia Salmon,' without any other mark is put on in England. This salmon is bought from 17s. to 17s. 6d. per case, and is put in competition with genuine British Columbia salmon at 22s. to 22s. 6d.

"In many cases the fraud is discovered, and complaints, returns and cancel of orders follow, yet a great quantity reaches the consuming public upon whom the fraud is constantly perpetrated. Last season's pack of British Columbia salmon is very small. Prices in consequence will be higher, as best quality is very scarce indeed. One large firm is short 10,000 cases on existing contracts, and other firms are situated similarly."

THE GRECIAN CURRANT SITUATION.

Those who read the article in a recent issue of The Canadian Grocer on the "Grecian Currant Retention Law" will be interested in some statements made a few days ago by Frank W. Jackson, New York, of the Grecian Currant Company. He said: "Currants on the spot have been subjected to some pressure during the past ten days in view of the earlier date when shipments from Greece will have the advantage of the payment of the export tax in cash rather than in currants. It was generally believed that the export limit, of which we have made mention already, would not be reached until about the last of April, but the demand from various markets has been considerably heavier than anticipated with the result that currants take advantage of the change in tax for shipment about April 1st.

"Our to-day's cables report the foreign market as steady and the impression is general in Greece that the market will not change to a lower level. It is reported on what seems to be good authority, that the quantity of currants in Greece for export, aside from retention currants, is not above 8,000 tons. It would at least appear that 10,000 tons would be sufficient to cover the available stock.

"The export of currants from Greece to the first of March is 18,000 tons in excess of the export to the world's markets to the same date last year. An interesting comparison might be drawn from the export figures to England. England purchased about 19,000 tons from March 1 to August 23 last year. Should she buy as many currants between these dates for the present season her purchases would be 10,000 tons more or less in excess of last year."

PRESERVING FISH.

A New Method Devised in Australia—Not Yet Patented in Canada.

J. S. Larke, Canadian commercial agent in Australia, writes:

Some time ago a system of preserving fish was patented in Australia, Great Britain and the United States, but no protection was taken out in Canada. A short time ago the Fisheries Department of this state made an investigation into its merits, and the experts of the department believe the process to be one of considerable value. It is exceedingly simple and not expensive. The fish are immersed in a tank, through which a stream of salt water, which has percolated through bone charcoal, is kept in circulation. At the one end of the tank is the reservoir of bone charcoal through which the water filters, and at the other end the water passes out through a series of sponges and sand, which collects the mucus of the fish and enables the water to be re-used. In Sydney the salt water used was water from the ocean. The fish lie in the tank five or six hours. The process is described in the United States patents, which can easily be obtained in Canada. It is not claimed that this process alone will preserve the fish for any length of time. Cool storage in addition is required, but the fish do not require to be frozen, hence the cells of the flesh are not burst and the full flavor of the fish is retained. A test of fish which have been preserved in cool storage in this way for several days has been made by the fisheries experts, who assert that the flavor cannot be discerned from fish that had been freshly caught. Canadian fishermen can make an experiment which would not be costly, and thus satisfy themselves of the value of the process.

STOCKS OF LARD.

According to the monthly bulletin issued by the N. K. Fairbank Co., the stocks of lard held in Europe on April 1 were 92,100 tierces, a gain of 12,200 over a month before. Stocks afloat for Europe on the first instant were only 60,000, as against 75,000 on March 1. The total stocks in Europe and afloat on April 1 were thus 152,100, a shrinkage of 2,800 from last month's estimate. On April 1, 1906, they were 164,000, on the same date, 1905, 168,450, and two years previous to that only 91,100.

The total number of tierces held in America on April 1 were 79,212, a drop of 5,601 from last month's figures, and an increase of 1,629 over last year's holdings. On April 1, 1905, the stock on hand was 154,068, in 1904, 135,488, and in 1903, 37,131.

Of the European cities Hamburg is again in the lead with 25,000, the Baltic ports rating second with 19,500. The former shows an increase of 5,000 tierces over last month's holdings, and the latter a gain of 1,000. With regard to the other European cities, the order is substantially the same as last month, the only noticeable change being Berlin, which, with 6,000 tierces, an increase of 4,000 over March 1, rises from 7th to 5th place in the list. All but two show a gain over last month. The American cities, on the other hand, without exception, show a falling off of from one to twenty-two hundred from the stock of March 1, New York heading the list with a drop of 2,203.

IF YOU WANT YOUR CUSTOMERS TO LIVE LONG FEED THEM ON FISH.

There's no healthier diet in the world and none that tastes nicer for breakfast than

"Halifax" "Acadia" or "Atlantic" Codfish

The sale of these brands increases every month because they meet the requirements of particular people.

Atlantic Fish Companies, Limited
LUNENBURG, NOVA SCOTIA

A. H. BRITTAIN & CO., General Agents for Quebec and Ontario, Board of Trade Building, MONTREAL

You can't beat the West — Booths selling fast — one exhibitor will give away a Grand Piano — another will give away a pony and cart — The railroads will give excursion rates — Every resident of Western Canada will be invited — Thousands will come — Our association will meet in annual convention — Its the Food Manufacturers greatest opportunity —

Western Canada's Big Pure Food Show
Winnipeg July 1-13-07.

Secure a space and share the profit — you can't lose.

Address
U.S.A. Counties Secretary
Retail Merchants Assn of Western Canada
53 Scott Block
Winnipeg Man

GROCERY NEWS OF THE ATLANTIC PROVINCE

Halifax, April 9.

With improved weather conditions the receipts of eggs are increasing and the price is showing a steady decline. They have dropped three cents per dozen since last report and a further decline is sure to follow next week. The price of butter is steady but the receipts are better and more local made stock is reaching the market. There is a good market for all that is brought along. Cheese are very firm.

Fish—The fish markets are very dull, both home and foreign at the present time. According to advices received here there is a slump in the foreign markets and the fish dealers of Newfoundland have been hard hit. One firm has already been forced into liquidation. It is stated that they paid a million dollars too much for their fish the past season. For the first time for several weeks fresh boiled lobsters were offered for sale in this city during the week just closed. They are small in size and retail at $1.00 per dozen. Halibut is more plentiful now and the demand is fair. The retail price has dropped from 20 to 15 cents per pound.

New Fruit and Produce Co.

A company to be known as the Hants County Fruit and Produce Company has been incorporated under the laws of Nova Scotia. John L. Sexton is the president, and F. H. Manning, of Falmouth, the secretary and manager. The company will occupy the large brick warehouse built by Manning and Sexton, on the site of the old Dufferin Hotel in Windsor. The capital stock of the company is $10,000 and it has power to buy, sell or handle on consignment all kinds of farm produce, especially apples in their season, and to carry on a general wholesale and retail flour, feed and grain business. The company will rent storage for fruit and other goods or act in the capacity of general warehousemen. As a side line the company intends handling all kinds of farm machinery, wagons, etc.

More Mixed Farming.

A well-known agriculturist says that the tendency of farming in the Annapolis Valley has been to run more and more exclusively into fruit raising. For years past there have been those who have advised against this. The trend of events now seem to emphasize the arguments of those who have advocated mixed instead of exclusively fruit farming. With the prices for apples remaining stationary, and those for butter, beef, pork, poultry, mutton, cheese, etc., advancing the temptation to neglect everything else for the orchard is growing less strong, and we may expect to see a revival of stock-raising in its various forms in Annapolis and Kings counties. This will have a doubly good effect, as it will enable the farmer to increase his cash sales and cut down the big fertilizer bill. If the Valley farmers can solve the problem of fertilizing their own farms they will be on the way to prosperity. Times have changed within a quarter of a century in Nova Scotia, and now there is a demand for more than the farmers can produce, and the prices are greatly advanced. Butter and eggs command a better price than ever before.

Grocer's Money for Charity.

The late R. T. Forristall, grocer, left an estate valued at between 30,000 and $40,000. He bequeathed $200 each to five charitable institutions, and directed that the residue be divided among such charitable institutions as the executors may see fit. The stock is now being appraised by F. T. Courtney and W. Stetson Rogers, and the business is offered for sale by tender.

Thomas Major and Sons, grocers, are retiring from business, and the premises are on the market. The stand is an exceptionally good one for a grocery and has been used as such for more than forty years.

J. H. Treen, commission merchant of Sydney, was a visitor to the city this week.

The West India liner Olenda, landed 6,000 packages of sugar and 800 packages of molasses at this port last week.

A STORE KEEPER WITH IDEAS

The many general merchants who are subscribers to The Canadian Grocer will have been interested in the advertising device described in last week's issue by R. J. Thomas, of Hartford. They will be interested in the accompanying pictures of Mr. Thomas himself and of his store. Mr. Thomas' advertising device was a means also of disposing of the packing cases and boxes that often accumulate in a way to become a nuisance to the merchant. It is worth noting that Mr. Thomas' credit is reported A1 by Bradstreet.

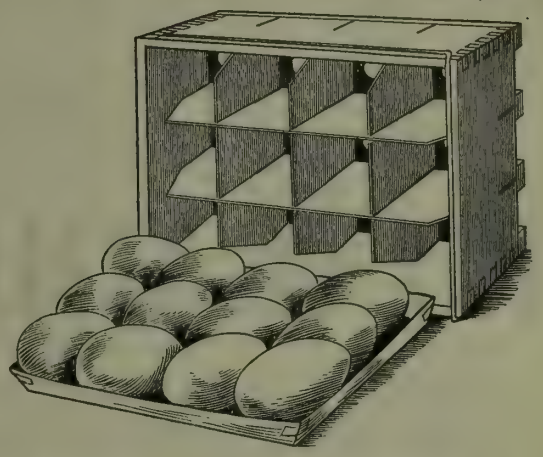
DRINK MELAGAMA.

Minto Bros., proprietors of "Melagama" tea, have had erected on the roof of T. Lindsay & Company's warehouse, at Ottawa, a large electric sign, which ever and anon flashes to the public the advice: "Drink Melegama Tea." It is a proof of the progressive spirit of this firm. They are always ready to assist the retailer and—as everyone knows—no matter how excellent the value of an article it has to be advertised. The proprietors of "Melagama" are never behind in this respect.

Fielding & Campeau, Windsor, had a fire recently which practically destroyed their stock. They have installed an entirely new stock, as well as a very large cooling room to accommodate their provision and meat department.

IT IS FOOLISH TO BREAK EGGS!

When for a very small cost you can install a system for delivering eggs from your store to the customer's house with absolutely no breakage.



THE STAR EGG CARRIER and TRAY

are indispensable to the grocer who wants to stop the leaks in his business.

The old-time pasteboard and wire carriers are costly, slow and clumsy. Not only does the Star egg carrier quickly pay for itself by stopping breakage, but it saves much time, and time is money.

The Star egg carrier is not only quick but it is automatic; it will deposit the eggs anywhere (either one or two dozen) without waiting for a dish to place them in or waiting for anyone at the house to receive them; moreover as the carrier need never leave the delivery boy's hand there is no excuse for losing it.

Ask your jobber to send you a sample order, or write to the Canadian agents :

The MacLaren Imperial Cheese Company, Limited

TORONTO, ONT.

A Twentieth Century Business Plan

Even suppose I marketed my cigars in the old way—the way all my competitors market theirs--Grocers couldn't possibly make a mistake in stocking my

PHARAOH and PEBBLE

because their superiority to all other cigars as trade winners is admitted by a big majority of the Grocers in Canada. They say that my plan of doing business is not only a surety of the goodness of my cigars, but it also safeguards their profits absolutely and completely. Do you know the advantages of my plan to you? A post card brings particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer! You ***must*** sell tobacco. ***You can not afford*** to sell ordinary tobacco, because the man who pays the bills argues: "If his tobacco is no good I've no faith to place in the purity and wholesomeness of his provisions." Eiminate all doubt from that man's mind by stocking

T. & B.

the best pipe tobacco ever placed on the Canadian market. Ask any dozen pipe lovers you know which tobacco you should stock and their decision will please and pay us both.

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

LOOSE-LEAF ACCOUNTS IN COURT.

John A. Green, secretary of the National Association of Retail Grocers of the United States, in the weekly bulletin of the association says about loose-leaf book-keeping:

On account of the many devices being placed on the market for keeping a record of credit between the retailer and the consumer, many letters of inquiry have reached this office in regard to whether a loose-leaf system would have any standing before the courts.

There are, at the present time, a great many of the retailers adopting the new system and discarding the old ledger, and the duplicate loose-leaf method is gaining ground every day. Hence, the many inquiries in regard to its standing before the courts.

The following result of a thorough examination by the authorities of this question was made public in the Banking Law Journal for July, 1905, which I think has a direct bearing on the question at issue, and we are not aware of any higher court decision specifically relating to the admissibility of loose-leaf books as evidence since the time when the above was published, nor bearing upon the weight of credibility of such evidence as compared with evidence afforded by a bound book. The report was as follows:

"A correspondent writes asking 'As to the admissibility in evidence of loose-leaf books' and for citation of any decisions which have been rendered by the courts on this point. We find no decisions of any of the higher courts bearing upon the admissibility of loose-leaf books as a distinctive form, but believe they are admissible as evidence, to the same extent and for the same purposes as bound books of account, while having certain decided advantages in respect of convenience.

"A notched stick, pieces of board sawed out of a corn crib, and boards upon which the measurements of lumber were kept, all have been held good books of original entry, and receivable as evidence.

"The manner of keeping the accounts, and their purpose, is the important consideration, rather than the form of the books themselves."

Where accounts offered in evidence as books of original entries had been started in a small pass book and continued on sheets of paper attached together, and were objected to on the ground that the entries made upon the sheets were not made at the time of their respective dates, the dates not being in chronological order, and the ink having the appearance of being fresh, indicating that the entries were made simultaneously, it was held the account was admissible for whatever it was worth, going to the jury subject to criticism and cross examination.

Where account books have become shop-worn, the outside covers and some inside pages lost, the threads binding the leaves in some cases loosened, and leaves fastened together with a pin, held admissible their condition being a matter going to their weight and credibility with the jury.

LIGHT WEIGHTS IN NEW YORK.

Dishonest Methods Checked by Prosecutions—Some New Devices.

In the annual report recently issued of the Bureau of Weights and Measures, New York, 2,750 violations with penalties aggregating $68,750 were reported.

According to the following paragraph in the report, some New York grocers have a systematic method of cheating their customers:

"One of the largest retail grocers in Brooklyn was visited by an inspector at noon on a certain Saturday, who tested a number of packages of flour and sugar, which he found short of weight from four to six ounces. He warned the manager and the clerks not to sell these short weight packages, but to refill them to the correct weight. The answer given by the manager was that 99 out of every hundred grocers did the same. At about 8 p.m. that same day the inspector visited the store while several packages were being sold, and upon the reweighing of a three and a half poung bag of flour purchased it was found to be one of the several bags examined that day, and four and one-half ounces short weight. The result of this inspection and prosecution was very effective in stopping this kind of larceny, and the fact that the dealer was fined $100 spread through the grocery trade, with the result that it is now hardly possible to find a short weight package sold, and not one genuine complaint has been received of late indicating that such frauds are practiced any longer."

Some of the devices used by butchers

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St. Lower Tow
Warehouse: 119 St. Andrew St. Lower Town
Branch 179 St. Joseph St. St. Roch

We shall receive from different European firms, per Str. direct to Quebec, $25.000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

in "fixing" the scales are interestingly described as follows:

"There was one brand new and indeed an ingenious electric device discovered this year. It consisted of an incandescent bulb hung on the hook of a scale, presumably to show the face of scale to better advantage to the customer, who, by the way, only looks at it when his purchase is on it, and does not discover that the scale pointer starts at two ounces beyond the zero point. An inspector found the bulb suspended as described. A new excuse went with the new trick. It was merely hung out of the way, said the dealer, but upon inspection it showed that it was two ounces in the 'weigh.'

Another explanation given for a scale found seven ounces fast was that the scale had a hole in the pan and it was an ounce against the dealer, so to obviate any possible chance of losing one ounce on account of such hole, he placed a bag with a seven-ounce bar of solder in it, hung upon the pan, and began selling turkeys at 22 cents per pound.

"The attachment game is worked only by the boldest butchers who give short weight and it is only resorted to upon Saturday nights during the rush hours, at which time many of them have been found. It is used because it is surer than the overcharge method, inasmuch as the weight of attachment is always paid for, and is shown on scale in the weight charged."

THE GROCER AND TEA.

To the Editor of The Canadian Grocer:

It has occurred to me lately, especially during a recent visit to the town of Simcoe, that the great abuse that the retail trade is suffering from (in the line of business I am in) is the tea pedlar.

In the town mentioned I recently hired two young men, and made enquiries at every dwelling house there as to the line of tea they were drinking, where they got it from, and also left a sample of "Salada." I found that at least three houses out of every five were getting their tea through a well-known tea pedlar in London, Ont., and getting only indifferent tea at that, certainly nothing like the quality that the retailer has for sale, but most of them keep it in the back-ground, and push their bulk teas, giving the desired opportunity to the pedlar to get in his "fine work" with the consequence that there was comparatively little tea sold by the retailer in Simcoe. If the retail grocer was only true to himself, he would soon have the tea trade back to where it belongs, and this impressed itself so strongly on me, that I am taking the liberty of asking publicity from my experience in your widely circulated journal.

A. S. GORMALY.

Toronto, April 6, 1907.

WALL PAPER ADVERTISING.

Good stores are paying more attention than ever to the advertising of wall papers, and such a policy must certainly be profitable. Some have even devoted an exclusive ad. to this line occasionally. We note with satisfaction the better tone that pervades their talks to the public, and this comes from a better appreciation of the merits and possibilities of the goods. One ad. that we have picked out at random has an attractive illustration and is headed "Artistic Wall Decorations." Part of the matter following is reproduced:

"Spring is at hand, which means that you soon will be brightening up your present home. We have a very nice line of high-grade wall papers, made for those who appreciate the best efforts of clever artists in most elaborate combinations, with which you will be able to match any particular kind of house-furnishings." The heading is excellent; the word "decorations" gives the goods a higher standing in the eyes of the public than would the mere term "wall papers."

On one side
you will always find that
"Cow Brand" Baking Soda
is the purest and strongest baking soda you can buy.

On this side
you will find
Satisfied Customers,
Steady Demand
and
Good Profit.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

DON'T GROPE AROUND IN THE DARK

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of The Canadian Grocer

One Cent. Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Determine to
Fully Satisfy Every
Customer For
Wall Paper
If you have not just the right goods in stock, give us the particulars and get
Stauntons'
Decorative Specialties
which will help you to make the sale and win for you another pleased customer. Write us for samples. Be assured of prompt and efficient service.
STAUNTONS
LIMITED
Makers of
Superior Wall Papers
TORONTO

EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

DO YOU WANT TO SHARE THIS TRADE?

Premises to Let — Consignments Received for Storage and Distribution.

Best Storage in the West—on spur track in the wholesale centre.

F. T. FISHER

Drawer 14

Edmonton, Alberta

BANISH "BLUE MONDAY"

Your stock is not complete without our new LAUNDRY SOAP

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

SUNNY MONDAY

SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

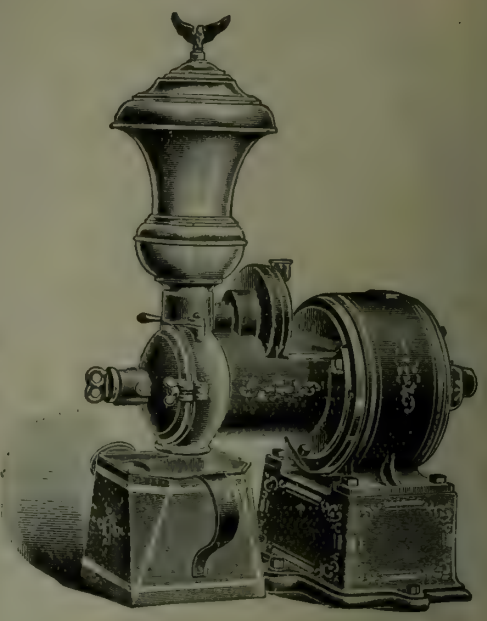
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S- A.

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

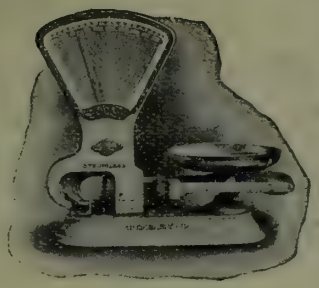
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

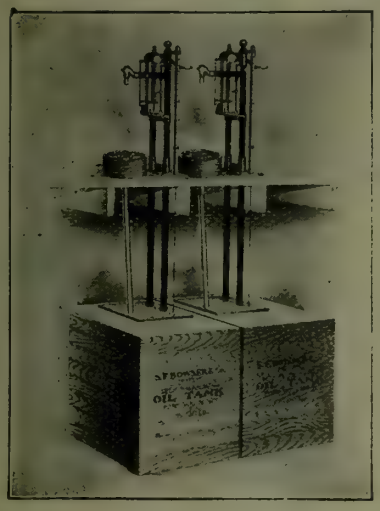
"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Bowser Oil Tanks Pay



CUT No. 35
CELLAR OUTFIT
FOR TWO KINDS OF OIL

The purchase of a Bowser Self-Measuring Oil Tank does not mean an additional expense. As in all good investments, there is a first cost, but the money saved by the Bowser in the first year alone will repay the original price.

The Bowser Pays Because

It is an oil saver, and oil costs money.
It is a labor saver, and labor costs money.
It is a time saver, and time is money.

Our booklet B tells why the Bowser saves. Send for it to-day.

S. F. BOWSER & CO., Inc.

Makers of Kerosene and Gasolene Tanks

66-68 Fraser Ave. TORONTO

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS.

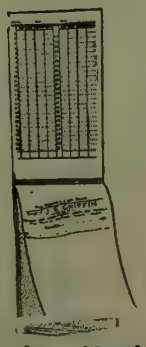
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book

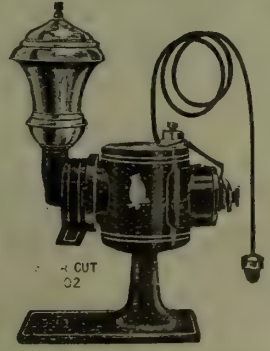
is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited

Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

IT IS JUST THIS

The quality of Maconochie's Pickles cannot be improved. Money will not do it—we pay the highest price for the best raw materials the world produces. Skill will not do it—the art of preserving vegetables in vinegar has in Moconochie's factory reached the highest state of perfection that the human brain can devise. Still we are not satisfied. To have placed in the hands of the grocer the **greatest value** in pickles is not enough.

LOOK OUT FOR THE NEW SCREW BOTTLE

If we could not improve the contents, we found there was room for improvement in the bottles. We are therefore putting on the market an entirely new style of bottle, handsome in appearance, easily opened, and air tight. The stopper is gold lined and waxed to resist the action of the vinegar, thus preserving the flavor of pickles from contamination with cork, rubber or metal. No cork screw is needed to open the bottle; there is no lever to rust and get out of order.

THIS BOTTLE WILL APPEAL TO YOUR CUSTOMERS

just as strongly as a combination of quality, value, and profit appeals to you.

Order from your wholesale grocer, but in justice to yourself refuse to accept a substitute.

A price list of Maconochie's goods can be obtained from the agents

MacLaren Imperial Cheese Company, Toronto

Maconochie Bros. Limited
LONDON, ENGLAND

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 12 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cans.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 70
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	8 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's ... $2 85

Canada Flakes "Household" 24/25 s 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ¼ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	per doz.,	$	.90
1 " "	4	" "	"		2.40
½ " "	2	" "	"		4.75
¼ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32c.
Milk chocolate—	
5-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	26 c
6-lb. bxs.. 12bxs. in case, ½-lb. pkgs.	26 c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

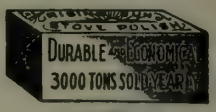
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES



& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

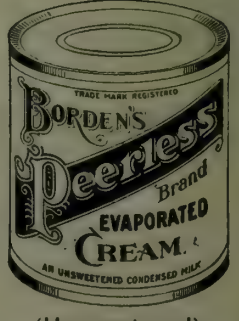
TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

SELLING SATISFACTION

is a leading attribute of

BORDEN'S BRANDS



"Eagle Brand" Condensed Milk — ***"Peerless Brand" Evaporated Cream*** (Unsweetened)

No milk can be purer—No brands more profitable to sell—All jobbers sell them

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	5	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per d

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate	
30-lb. wood pails, per lb.	0 07
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 78
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	4-lb. tins, per doz.	$ 1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar	0 75
"	1-lb. jar "	0 25
F. D.,	½-lb. tins, per doz.	0 85
	1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	½-lb. jars "	0 25
Old Crow," 12-lb. boxes—		
	½-lb. tins, per lb.	25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30

Crystal Soap Chips, per lb. 5c.

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

	1-case	5-case	10-case
Taylor's best borax soap	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to	3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

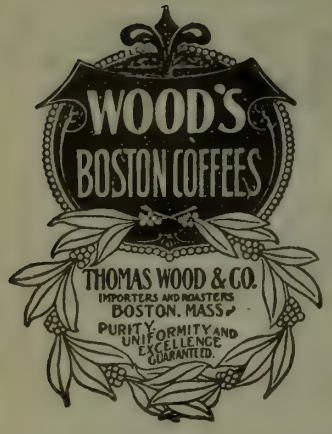
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



Originality

The originality of a subject, says Disraeli, is in its treatment.
And why not?
It is in the "treatment," which includes the blending, of

WOOD'S COFFEES

that makes them so supremely original—so original that they are matchless in their delicious and palate-tempting qualities.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06½
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
6-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07
SAN TOY STARCH.
pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
" 3-lb. cartons, 36 lb.. 0 06½
" 200-lb. bbl..... 0 05½
" 100-lb. kegs..... 0 05½
Canada Laundry, 40 to 46 lb..... 0 04½
Ivory Gloss, 3-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 07½

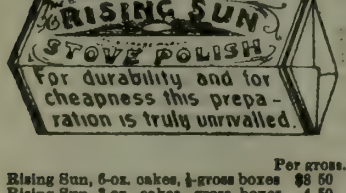
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
Per lb.
No. 1, London— 6½c.
In papers of 4 to 5 lbs.....
Blue, white or assorted.
In Pictoria Cardboard Boxes—
4 lbs. net weight..... 8½c.
1 lb. gross weight..... 8½c.
½ lb. gross weight..... 9c.
¼ lb. gross weight..... 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight..... 9½c

Stove Polish.



Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes $8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, ½-gross boxes.... 10 00
Sun Paste, 5c. size, ½-gross boxes.... 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label— Per case
2 lb. tins, 2 doz. in case..... 2 00
5 " 1 " " 2 45
10 " ½ " " 2 40
20 " 1 " " 2 35
(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can..... 4 40
1 " " per case..... 4 90
" " " " 5 45
" " " " 5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
" 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
5¢ lots prepared up to 40c. rate.
Empire Golden Syrup—
Cases, 24—2's. 2 10 Bbls. per lb. 0 02½
" 12—5's. 2 45 ½-bbl. " 0 03
" 6—10's. 2 40 Kegs " 0 03½
" 3—20's. 2 35 Pails, $1.10 and $1 50
Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

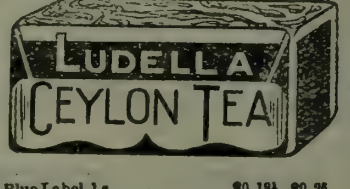
ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.
Barrels, 60 lbs..... 0 02½ per lb.
Half-barrels, 350 lbs.. ..... 0 03 "
Kegs, 150 lbs..... 0 03½ "
2-gal. pails 24 lbs..... 1 10 each.
3 " " 38½ lbs..... 1 50 "
2-lb. tins, 24 in case, per case.. 2 00
5-lb. " 12 " " .. 2 45
10-lb. " 6 " " .. 2 40
20-lb. " 3 " " .. 2 35

Teas.

SALADA CEYLON.

Wholesale. Retail.
Brown Label, 1's..... $0 20 $0 25
" " ½'s..... 0 21 0 26
Green Label, 1's and ½'s 0 22 0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s 0 30 0 40
Red Label, 1's and ½'s..... 0 36 0 50
Gold Label, ½'s..... 0 44 0 60



Blue Label, 1's..... $0 18½ $0 25
Blue Label, ½'s..... 0 19 0 25
Orange Label, 1's and ½'s 0 21 0 30
Brown Label, 1's and ½'s 0 28 0 40
Brown Label, ½'s 0 30 0 40
Green Label, 1's and ½'s 0 35 0 50
Red Label, ½'s..... 0 40 0 60

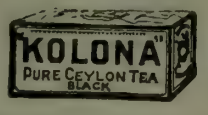
LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black. lb.
"A," 1's and ½'s $0 45
"B" 1's and ½'s..... 0 40
No. 1 "C," 1's and ½'s 0 35
No. 2 " " 0 30
No. 3 " " 0 22
No 4 " 1's 0 20
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19

MOTHER'S FAVORITE MELAGAMA TEA.

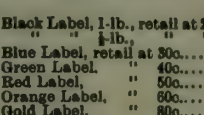
put up in 30, 60 and 100 lb. boxes.

Wholesale Retail.
Black, green, mixed, 1 lb..... 0 18 0 25
" " ½ lbs..... 0 19 0 25
" " 1 lbs. & ½s.. 0 20 0 30
" " 1 lbs., ½s & ¼s. 0 28 0 40
" " 1 lbs. & ½s. 0 35 50
" " 1 lbs. & ½s. 0 40 60



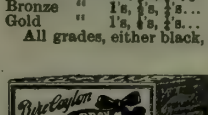
Ceylon 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c..... $0 19
" " ½-lb., " " 0 20
Blue Label, retail at 30c..... 0 22
Green Label, " 40c..... 0 28
Red Label, " 50c..... 0 35
Orange Label, " 60c..... 0 42
Gold Label, " 80c..... 0 55



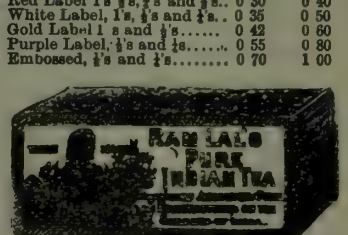
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

Wholesale. Retail.
Brown Label, 1's and ½'s.. 0 20 0 25
Crimson " 1's and ½'s.. 0 22 0 30
Green " 1's and ½'s.. 0 25 0 35
Blue " 1's, ½'s, ¼'s, ⅛'s 0 30 0 40
Bronze " 1's, ½'s, ¼'s... 0 36 0 50
Gold " 1's, ½'s, ¼'s... 0 44 0 60
All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

Wholesale. Retail.
Yellow Label, 1's and ½'s..... 0 20 0 25
Green Label, 1's and ½'s..... 0 22 0 30
Blue Label 1's and ½'s..... 0 25 0 35
Red Label 1's ½'s and ¼'s.. 0 30 0 40
White Label, 1's, ½'s and ¼'s.. 0 35 0 50
Gold Label 1's and ½'s..... 0 42 0 60
Purple Label, ½'s and ¼s..... 0 55 0 80
Embossed, ½'s and ¼'s..... 0 70 1 00



Cases, each 60 1-lb..... $0 35
" " 80 ½-lb....} 0 35
" " 80 1-lb....}
" " 120 ½-lb..... 0 36

"CROWN" BRAND

Wholesale. Retail.
Red Label, 1-lb. and ½s.....$0 35 $0 50
Blue Label, 1-lb. and ½s..... 0 28 0 40
Green Label, 1-lb..... 0 19 0 25
Green Label, ½s 0 20 0 25
Japan 1s 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $....
" II 40-lb. boxes..... ....
" III 80-lb. boxes..... ....
EMD AAA Japan, 40 lb "at..... ....
" AA " 40 " " ....
Blue Jay, basket fired Japan, 70 lbs., ...
"Condor" IV 80-lb. " ....
" V 80-lb. " ....
" XXXX 80-lb. boxes.... ....
" XXXX 30-lb. " ....
" XXX 80-lb. " ....
" XXX 30-lb. " ....
" XX 80-lb. " ....
" XX 30-lb. " ....
" LX 60-lb. per case, lead 0 27½
packets (25 1's and 70 ½'s) ....

"Condor" Ceylon black tea in lead packets
Green Label, ⅛s, ¼s and ½s,
60-lb. cases .....retail 0 27½ at 0
Grey Label, ⅛s, ¼s and ½s,
60-lb. cases .....retail 0 30 at 0 33
Yellow Label, ¼s and ½s,
60-lb. cases .....retail 0 35 at 0 36
Blue Label, ⅛s, ¼s and ½s,
50-lb. cases .....retail 0 40 at 0 30
Red Label, ⅛s, ¼s and ½s,
50-lb. cases .....retail 0 50 at 0 34
White Label, ⅛s, ¼s and ½s,
50-lb. cases .....retail at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30½
No. 3 ..... " 0 25
No. 4 ..... " 0 20
No. 5 ..... " 0

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.... $0 46
" Amber, 3s. and 3s..... 0 60
" Ivy, 7s..... 0 50
" Rosebud, 7s..... 0 51
Chewing—Currency, 12s. and 6½s.... 0 46
" Old Fox, 12s..... 0 48
" Snowshoe, 6½s..... 0 51
" Pay Roll, 7½s..... 0 56
" Stag, 10 oz..... 0 45
" Bobs, 6s. and 12s..... 0 45
" " 10 oz. bars, 6½s. 0 45
" Fair Play, 8s. and 13s 0 53
" Club, 6s. and 12s. 0 46
" Universal, 13s..... 0 47
" Dixie, 7s..... 0 56

JOS. TOOTE, QUEBEC.

Cigars, per thousand.
Cote's Fine Cheroots, 1-10 .....$15
V. H. C., 1-20..... 25 00
St. Louis (Union), 1-20 ..... 33 00
Champlain, 1-20..... 35 00
El Sergeant Premium, 1-20—1-40 ..... 55 01
J. C. Cl, Havana P. Finos. 1-20..... 75 00

Cut tobaccos.
Petit Havana, 1-3, 1-13—1-6..... ..... 0 48
Quesnel, 1-4, 1-2 ..... 0 65
" 1-9 ..... 0 60
Cote's Choice Mixture, ½-lb tins..... 0 75
" " ¼-lb " 0 75
" " 1-lb " 0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal
EMD, pure distilled, highest quality.. $0 32½
Condor, pure distilled..... 0 27½
Old Crow..... 0 23½
Special prices to buyers of large quantities
White Wine, proof..... 0 32
" extra strength pickling 0 28
" XXX 0 25
" XX 0 20
" X 0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....$1 10
Gillett's cream yeast, 3 doz in case....1 10

1. **Whole Fruit**
2. **Delicious Flavor**
3. **Attractive Glass Jar**

"Batger's"

Strawberry Jam has all these, and other points, also, that have made if so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz.

Strawberry Jam

Agents :
ROSE & LAFLAMME
Montreal and Toronto

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL

A lot of grocers spent

One Cent

last week in dropping us a post card for our price list of

MATCHES

They are this week making

Dollars

If you did not write us do so now—

Address as under

The Improved Match Co., Limited

Head Office :
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Every day our factory is in operation, we turn out 150,000 cans. We're as busy as we can be, running every day and a good many nights.

ACME CAN WORKS MONTREAL

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CORN
LOW PRICES
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

SWIFT'S "SILVER LEAF" LARD
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(*Continued on page 4.*)

PURE MAPLE SYRUP

The genuine Maple Syrup this season is scarcer and higher in price.
We have secured a limited quantity of the genuine article—pure sap.
Put up in the following sized packages:—

Our Prices Are Right.

Wine Quart	Tins	Cases	24 Tins
Imp. Hlf. Gals.	"	"	12 "
Wine Gallon	"	"	8 "
BULK--Kegs containing 15/20 gals.			

Freight paid on 5-Case lots.

For every day selling you cannot beat either in price or quality

"ANCHOR" MAPLE SYRUP MIXTURE

Send Us Your Orders.

Wine Pints—cases 2 doz.		$2.50 c/s.
" Quarts · "	2 "	4.80 "
" Hf. Gals. "	1 "	4.80 "
" Gallons "	½ "	4.50 "
Imperial 5-gallon tins		3.90 tin.

Freight paid on 3 Case lots.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

Success in pleasing **our customers** has
ecured to us a large and increasing Tea trade
ound, genuine Teas, at right prices, in lead packets
ave the Grocer valuable time, and bring to him
atisfactory results
upply **your customers** with Blue Ribbon Tea
elected from only the finest gardens of India and Ceylon, and
urprise them with its delicacy of flavor and aroma
ufficient to please the most exacting critics
amples sent to all interested grocers on application to

The Blue Ribbon Tea Co., Limited

12 Front Street East, Toronto

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.
TRADE MARK
CANADA PAPER CO. LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WE WRITE ADS

Retail Merchants,
We can DOUBLE YOUR TRADE
by a series of Strong Advertisements in your local paper.
Full information on request.
Latourette Adv. Agency
Fenton, Mich.

SECOND ANNUAL
EXHIBITION OF GROCERIES

AT

THE ARENA, MONTREAL

April 15th to 27th

See ***The Canadian Canners'*** demonstration of ***Canned Fruits, Vegetables, Meats, Jams*** and ***Catsups.*** Experts in charge will be pleased to show you how you can increase your profits and your customers.

Have them demonstrate and explain to you the difference in Peas as regards quality, etc., viz :—

Grade 1, Extra Fine Sifted (Petit Pois)
" 2, Sweet Wrinkle (Extra Sifted)
" 3, Early June (Sifted)
" 4, Standards

CANADIAN CANNERS, LIMITED
Hamilton, Canada.

Packers of

"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose" brands.

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short-sighted policy to stock an inferior brand of canned goods. You clinch both Reputation and Profit by stocking the housewife's favorite, the far-famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you've never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand.**

The Old Homestead Canning Co.

PICTON, ONTARIO

In the face of all competition "SALADA" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years.

THERE MUST BE A REASON 3

Draw your own conclusions

Black
Green
Mixed

Sealed Lead packets only.

GOOD POINTS

Never sold by Peddler.
Never cut in price.
Profit guaranteed.

Wholesale terms cheerfully furnished.

"SALADA," Toronto - Montreal

It's House-cleaning Time.

¶ Every housekeeper in the land these days has need of a thoroughly good cleaner.

¶ The go-ahead Grocer who sells

Gillett's Lye

knows it's the cleaner most people use.

¶ Its enormous demand is the result of the many and varied uses to which it can be so satisfactorily put.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

ESTABLISHED, 1852.

Sterling Brand Pickles — None Better

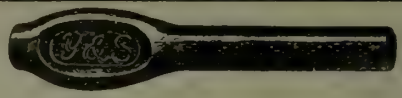
Sterling Brand Relishes — First in Merit

Sterling Brand Catsups — The People's Favorite

Made in Canada by

The T. A. LYTLE CO. Limited

TORONTO, - CANADA



Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

Valencia Raisins

Next time you Order, ask for

"M.D.&Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto.

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

SULTANA RAISINS

Fine and Choice **30 lb. Boxes**

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

DID YOU EVER WEIGH

the matter in your own mind and consider what a difference it would make in your annual profits if you were able to secure orders from your customers for ALL their requirements in your line. For instance, are there not some who persist in going to the OTHER store for their COFFEE? They have the impression, rightly or wrongly, that the other grocer suits their taste in Coffee better than you can do, the NET RESULT being that the other fellow gets the profit—Coffee is a profitable line, too.

Try Greig's White Swan Blend

and see what a difference it will make in your trade. It is the kind of Coffee that people come back for. Only the other day a lady bought a pound tin of it in a store, not 100 miles from Toronto; the second day afterwards she returned for four pounds more "for fear it should all be gone." That's the kind of Coffee it is. Try a sample lot and see how your sales will grow.

The 1-lb. tins are handsomely embossed and decorated, and just as high-grade as the Coffee itself.

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

DO YOU WANT TO SHARE THIS TRADE?

Premises to Let — Consignments Received for Storage and Distribution.

Best Storage in the West—on spur track in the wholesale centre.

F. T. FISHER

Drawer 14

Edmonton, Alberta

2 in 1

certainly does take the shine out of them all. Then it's handier; a good deal handier and better, and it's a business builder.

2 in 1

saves money for your customers because it saves shoe leather. Most shrewd grocers recommend it all the time.

When ordering please mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada, Buffalo, U.S.

NICHOLSON

D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A B C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg.

NO. 3

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :

HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and gavlanized linings. For grocers, butchers, club and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON, 422 and 424 St. Paul St., MONTREAL

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

Camp
Counsels.

YOUR CUSTOMERS KNOW
what they want when they ask for

"Camp"
COFFEE

They desire a beverage that is quickly and easily made, economical in use, invariably delicious in flavour and fragrance. Such, and such alone, is "CAMP" Coffee. See that they have it!

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

THE GROCER is the one man who cannot afford to ignore public opinion, and he is also the one man who dare not even attempt to fool the people. The health-giving and health-sustaining qualities of Pork and Beans were never before so universally admitted.

ESSEX
PORK and BEANS

being in popular favor, because of genuine goodness, are stocked by all shrewd grocers. THE ESSEX BRAND is famed for its flavor throughout the land. Our process of canning assures that delightful flavor so pleasing to the palate ; and therefore——

THE ESSEX BRAND assures the particular trade.

The Essex Canning and Preserving Co.,
8 Wellington St. E., Toronto Limited

CALENDAR ADVERTISING
PAYS
LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO.
Limited
Box 580, London, Ont.

Pure Food is Essential to Good Health
Grocers Buy
Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited
PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents :
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld , Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

A Delicious Cup of Coffee

Our 1-lb. tin **"CLUB"** brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—**"CLUB" BRAND**. Try us,— that is all we ask to convince you of the superior value of **"CLUB" COFFEE**.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Merchants 522

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention

ROWAT'S

For all round Quality,
Style of Package,
Price and Profit

ROWAT'S
Pickles and Olives

are unequalled in Canada.
Ask your jobber for

ROWAT'S

FRENCH TELEGRAPH CABLE COMPANY

CALL
C.P.R. TELEGRAPH

to insure prompt delivery of your cables to EUROPE.

See that each copy of cable is marked in handwriting, "VIA FRENCH CABLE."

Shortest, quickest, safest route.

Agents Wanted in all Principal Cities in Canada

C. A. CHOUILLOU & CIE.
Agents
14 Place Royale **MONTREAL**

Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED
NURSERYMEN
BROWN'S NURSERIES P.O., ONT.

Tartan BRAND

SIGN OF PURITY

Rice Our travellers have a big snap in Japan Rice.

Prunes All kinds and sizes from 30/40 to 90/100, also packages.

Figs We can interest you.

Vinegar Order the best Imperial.

Marmalade New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

SURE, STEADY SALES!

You may be able to reap fairly good profits from sales of inferior maple syrup for a time, but sooner or later you will be compelled to stock the **absolutely pure article.**

Consumers know what pure maple syrup is and they are bound to have it eventually.

Don't wait for a drop in your maple syrup business, but stock

"PRIDE OF CANADA"
and "PRIDE OF QUEBEC"

brands at once.

These are the **real, genuine maple syrups** which are always asked for after first trial.

The Maple Tree Producers' Association
WATERLOO, QUE.

Seasonable Sellers

There is a time for everything—a season for every commodity. This is the season when

Mathieu's Syrup

of Tar and Cod Liver Oil

sells very quickly and in very large quantities, because as a cure for Coughs, Colds, Grippe, Bronchitis, and all affections of the chest and throat it is unexcelled. It is a family remedy throughout Canada and is well advertised.

Send your order to-day for another supply.

Every season is the headache season, and Mathieu's Nervine Powders sell through every season.

J. L. MATHIEU CO.,
Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores.

RED FEATHER SPICES

AND

IMPERIAL VINEGAR

The Two Best Lines of Their Kind in Canada To-day.

WE SELL THEM BOTH.

W. H. GILLARD & CO.

Wholesale Grocers and Tea Importers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

In the fore-front
and unapproachable for
Purity,
Cleanliness,
Flavor,
Aroma,
Healthfulness,
stand the teas of

Japan

They can absolutely not be imitated and once the lover of good teas has tasted their delicious flavor, it's all up with other teas.

It pays you to sell

Infants' Delight SOAP

Best for little folks

Best for big folks

Big profits—pleased customers—

Canada's Best Toilet Soap

Write for prices and samples

John Taylor & Company

Toronto

Avoid substitutes or imitations

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

Royal Crown Witch-Hazel Toilet Soap is a Skin Food, Too

It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by wide-spread advertising.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 594-596 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

24

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - **Montreal**

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

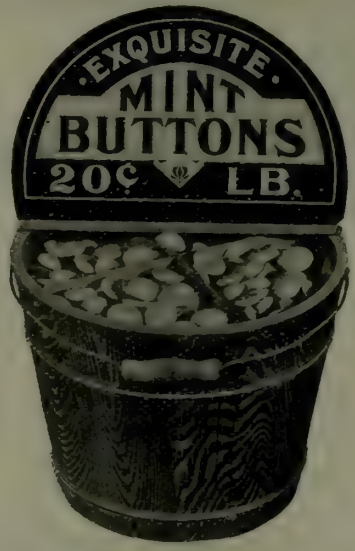
BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams



Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—
DIAMOND BRAND.

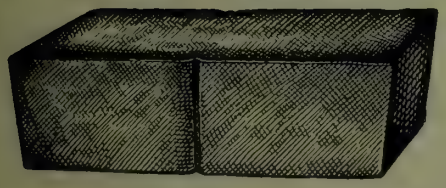
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 case lots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s,** and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Montreal

Order from your jobber, or send your order direct, giving us your jobber's name.

Queen's Manzanilla **OLIVES** Stuffed Plain

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

DON'T GROPE AROUND IN THE DARK

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of The Canadian Grocer

One Cent Per Word.

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

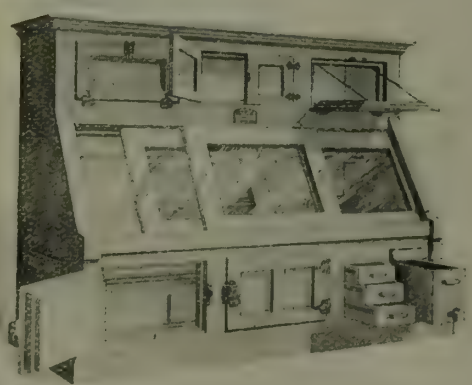
ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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CAPITAL	1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

THE METROPOLITAN BANK

Capital Paid Up,	*$1,000,000*
Reserve Fund,	*$1,000,000*
Undivided Profits,	*$ 133,133*

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL
GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor

RENFREW, - - ONTARIO

The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL
Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, Sask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Spare Time Work for Boys

We will provide not only the work, but the capital as well, to start any bright capable boy making money after school hours and on Saturdays.
We want several new boys in your district to act for

OUR PUBLICATIONS.

We will send the first supply of 5 copies free, to be sold. After that a special price. The work is easy; no money required to start. Write and we will send you supply at once and full instructions.

The MacLean Pub. Company
10 Front St. E., TORONTO, ONT.

NOTICE OF REMOVAL

William Galbraith & Son, now at No. 68 McGill Street, beg to announce their removal in a few days to No's 80 and 82 St. Peter Street, Montreal.

Our friends and patrons will always find the latch string out at this address and we hope to continue to receive a fair share of your custom, if honest values, quality of goods, and square dealing merit it.

WM. GALBRAITH & SON,

80 and 82 ST. PETER STREET, MONTREAL

We control "Canada's Pride" canned goods for Montreal. These goods are unrivalled in the Dominion.

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

"The only out and out Canadian Manufacturer of Cocoanut."

Established 1894

WHITE MOSS COCOANUT

STANDARD GOODS

"Liberal Terms and Treatment."

CANADIAN COCOANUT CO., MONTREAL

J. ALBERT McLEAN, PROP.

REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins
California Loose
" Seeded, 16 oz.
" " 12 oz.

under to-day's cash importations.

Write for our prices.

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting represen tatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

CATSUP

The cold weather being now over, we can ship this line without danger of frost, and the season when it is most largely used is at hand. Stocks are far from plentiful, so the line will stand looking into.

We are offering in the Champion and Sweet Clover Brands, Pints and Quarts, the lowest figure consistent with high quality on the market to-day.

Our travellers have full information. If they don't call, phone us.

James Turner & Co., Limited, Hamilton, Ont.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

Square your accounts

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

THE BEST **LAUNDRY SOAP**

To do one thing well ensures SUCCESS. To sell one perfect vinegar is to win trade.

Happy Thought!

To do as successful grocers are all doing—stock the purest vinegar made, the kind that brings repeat orders.

WHITE, COTTELL'S

PURE MALT VINEGAR

for pickling or for table.

OUR ADDRESS:
Warner Road, S.E., LONDON, ENG.

BUSINESS CONDITIONS IN THE CANADIAN WEST

(By The Canadian Grocer's Special Correspondent.)

Winnipeg, Man., April 15, 1907.

What is the actual outlook for business in the Canadian west? Has the country suffered much as a result of the hard winter? Will the severe winter seriously affect immigration, or will it affect it at all? Collections are slow now and money seems to be unusually tight in the west. Is this condition likely to last long? These are questions in which the business men of the country are very much interested and it is important that they should be acquainted with the actual conditions. Business men want the truth about the situation, not statements colored by the buoyant optimism of the west or the rose-tinted eyeglasses of the east.

To begin with, it must be admitted by all who give the subject any consideration that there is something wrong with the present state of affairs. Money is undeniably "tight" and business is suffering as a consequence. The banks are carrying many large business concerns and they are finding it hard to get the money to supply the requirements of their customers. In the winter season when money should be plentiful it is becoming increasingly difficult to make collections.

Railways at the Bottom of it.

The root of the trouble, as far as the west is concerned, lies with the railways. They have not kept up with the growth of the country. Their rolling stock and motive equipment are inadequate, under even the most favorable circumstances, to handle the western traffic; consequently the worst winter in twenty years put the junior road almost completely out of business and very seriously crippled the senior road. These are facts which cannot be disputed.

Even had the past winter been normal there were special reasons why the railways were up against a serious situation. In the Fall, when every available car is required to move the wheat crop, there was a sudden and unexpected call from Alberta to move live stock east.. Heavy falls of rain in Alberta during the month of August were responsible for a luxuriant growth of grass and the ranch cattle were fat and in prime condition. At the same time there was a rise of about two cents per pound in the price of beef in the London and Liverpool markets. Heavy shipments resulted, and 1906 was undoubtedly the greatest cattle year the west has ever known. These cattle shipments required a great number of cars, and while the cattle shippers in Alberta were prosperous the farmers in Saskatchewan and Manitoba complained that there were insufficient cars to move their wheat. When navigation closed at Fort William it was seen that there had been much reason in their complaints. When navigation closed, on Dec. 12th, the big terminal elevators at Fort William and Port Arthur were practically empty, and from Sept. 1st, 1906, to Dec. 12th, 1906, the number of cars shipped was 2,443 less than for the corresponding period in 1905. Practically the whole of the Saskatchewan and a good proportion of the Manitoba crop remained to be marketed. The whole of the 1906 crop will not be marketed until the 1907 crop is ready for transportation.

Fall of the Egg Basket.

Now, it is a commonplace remark that the west has all its eggs in one basket, that everything depends upon the wheat crop. Generally speaking, this is true, and when the railways were unable to move the crop promptly it was inevitable that there should be a serious shortage of ready cash in the country. It is true that money was advanced by the banks on the security of the crops, but it must be remembered that these advances have been hindered by a world-wide money stringency, due to a great variety of causes. On the great bulk of the wheat crop yet unmarketed the banks have not advanced any cash, probably because they were unable to do so in the state of the money market this winter.

As it Looks Now.

This, then, is the present situation. Money is undeniably "tight," and all interests are waiting impatiently for the opening of navigation. When the wheat crop commences to move the present stringency will be greatly relieved and most of the obligations of the west will undoubtedly be discharged. There is no reason for undue anxiety; in fact, the business men who are best acquainted with conditions in western Canada, and who have had the longest experience in business in the west, are the men who are most optimistic as to the immediate future. The prosperity of the country rests upon too sure and stable foundations to be disturbed seriously by the circumstances of the last six months. Western Canada is past the experimental stage. The tide of immigration is flowing in, unchecked by startling and exaggerated reports of the rigors of a severe winter, the railways are planning larger extensions this season than in any previous summer, and real estate values are steadily advancing. A little patience on the part of eastern manufacturers and wholesalers is all that is required. In a few weeks conditions will right themselves.

In one respect the severe winter, with its resulting hardship to business, has been a blessing in disguise. It has brought to the attention of the general public, of the railway officials, of the Railway Commission, and of the Government, the fact that the equipment of the railways is quite inadequate to the needs of the country. Great efforts will now be made to remedy this state of affairs; greater efforts than would have been made had not the need been made so apparent by the events of the past few months.

PERSONALS.

J. E. Lawrence, grocer, of Burlington, is dead.

Coote & Kaiser, general store, Napinka, are dissolving.

J. W. Burgess, grocer, of Wallaceburg, has sold out.

J. T. Hill, grocer, of Hamilton, has sold to F. R. Martin.

W. A. W. Burnett, New York, was in Montreal this week.

T. Owens, of Owens & Sons, general store, Stonefield, is dead.

A. L. Anderson, grocer, of Toronto, has sold to W. G. Kent.

G. O. & G. E. Oakes, grocers, etc., Montreal, have registered.

Rowe & Rowe, general store, Waterville, Quebec, have dissolved.

The assets of Ennes Dixon, general store, Rimouski, have been sold.

Babcock Bros., grocers, of Oshawa, have sold to the Reliance Loan Co.

The assets of Joseph Cote, general store, Isle Verte, Quebec, have been sold.

Aurele Binette, grocer, of Montreal, has assigned to Bilodeau & Chalifoux.

A. J. Hoffman, grocer, etc., of Kenaston, has been succeeded by Beise Bros.

James Herald, grocer, of Winnipeg, has been succeeded by Roberts & Boyce.

E. H. Keith & Co., grocers, of Amherst, N.S., have assigned for the benefit of creditors.

The assets of Thomas Simard, of Lacaux Sables, general store, were sold on the 11th inst.

T. J. Cooke & Co., grocers' sundries, etc., Montreal, have dissolved. Thomas James Cooke registered.

Gervais and Dionne, grocers and liquor merchants, of St. John, N.B., have gone out of business.

The general stores of Assaly & Co. and of Low & Burnside, both of Iroquois, have been burnt out.

W. P. Eby, of the Eby, Blain Co., Toronto, is in Port Arthur this week looking after the firms' spring business in the north.

F. Hartley, manager of D. Graham, Sons & Co.'s general store, Inglewood, was in Toronto this week, buying for the summer trade, and was a caller at The Grocer office.

Fred C. Grasley has joined the traveling staff of Lucas, Steele & Bristol, Hamilton. Mr. Grasley is well known in the Cobalt and Parry Sound districts, and will soon be among his old friends.

FROM GROCER CORRESPONDENTS

BELLEVILLE.

This city is situated in the midst of probably the most fertile vegetable and grain portion of the Province of Ontario, and it is an undisputed fact that within the counties of Hastings, Prince Edward and Northumberland, there are more canning factories in the same area than any similar area in all the rest of Canada. Especially is this true of Prince Edward County, noted almost as much for its fruit as its vegetables. Millions of cans are exported from this county of corn, peas, tomatoes, beans, apples and other fruit, and each year is adding to the number of new factories. Naturally one would imagine that canned vegetables would be obtainable here at a minimum price, but such is not the case. Just ask the retail grocers. Your correspondent made a canvass of the leading grocers to-day. I found that nearly all of them reported their sale of canned peas, beans and corn just as brisk as ever, but there is one drawback. A few years ago every grocer in the city would sell 4 cans of the above with a can of tomatoes for 25 cents. Now you can get a can of peas, corn and beans or two cans of one and one of another for a quarter, but tomatoes are not included in the list. Nay, nay. If a customer wants two cans of tomatoes now he pays in some places 25 cents and in a couple of stores they are sold at 10 cents each and the latter claim they are losing on them just because they have sold them at that price for some years.

The suspicion which the people were naturally bound to harbor over the big "Chicago Exposee" in regard to canned goods was felt in Belleville to a considerable extent and it was no doubt felt elsewhere. It was enough to make people who were accustomed to use canned meats a little dubious, as the evidence of fraud was so flagrant. A prominent grocer said to-day, that since the Canadian Government had become deeply concerned in enforcing the Pure Food Law the people were regaining confidence and the sale of canned goods was regaining its normal condition. And, by the way, several of the grocers say their sales of canned peas, corn and beans are going well and they have not sufficient to last out the season, but their supply of tomatoes is sufficient owing to the fact that they can't sell any at three for a quarter.

Several retail grocers are not a bit backward in registering what they consider a good sized kick. They claim that certain wholesalers are, and have been, selling direct to consumers, such as hotels, restaurants, boarding-houses and in many cases "particular friends" or in other words, private individuals, and the retailers naturally look upon this as an injustice. This is not intended to reflect upon any Belleville wholesalers, but outside travelers have been known to do this and these firms will not benefit thereby, according to what was told no later than to-day by a prominent and wide-awake merchant, and he was not a bit backward in mentioning the names. "If some of these offending wholesalers wonder why their orders are falling off here they should know the reason," said he. "The strange part of it is that some of these firms buy from the manufacturers on the strength of being wholesalers and then sell to others who are not retailers. The manufacturers sometimes take big risks.

It is generally understood that a movement will shortly be started among the grocers for earlier closing. For some time here there has been no regular closing hour owing to the abandonment of the grocers' branch of the Retail Merchants' Association. One big store is now closing at 6.30 instead of 7 and at 10 o'clock instead of 11 on Saturday and it is expected that others will follow suit. The people are agitating for it and if the time comes when Saturday night delivery is done away with clerks, merchants and citizens will be delighted.

One thing Belleville grocers were glad to tell your correspondent was that there was no serious cutting in prices. To tell the truth the people are wise enough to appreciate that fact, as its evil effects have left an impression not soon to be forgotten.

CHATHAM.

The Retail Merchants' Association here is energetically pushing the proposal to relieve the pressure of Saturday business by establishing a market day on Wednesday as well. The matter came up at the regular monthly meeting on the 8th, Wm. Anderson, spokesman of the committee in charge, reporting that circulars to the customers and farmers had been drafted explaining the advantages of the move. The city council have been asked to remit the fees of farmers coming to market on Wednesdays, and efforts will be made to secure special rates on railroads and in other ways to help along the project, which is one particularly of interest to local grocers. Hitherto Saturday has been a rush day, invariably necessitating the hiring of extra help; but it is hoped the new move will divert much of this business to Wednesdays.

The R.M.A. also decided to put their foot down heavily upon the concert ticket and programme advertising nuisance. In the matter of delinquent debtors, the association has already brought about good results. At Monday's meeting a number who had settled were stricken from the list.

Active interest is manifest just now in the organization of a board of trade. A public meeting to deal with the matter has been called for the 12th.

Chairman Wm. Anderson of the library board was in Toronto last week, representing that body at the meeting of the Ontario Library Association.

Wallaceburg's vote on April 8th on the proposal to fix the assessment of the Hawken Milling Co. resulted in the by-law being carried by a vote of 325 to 3.

S. H. Knight, of Moose Jaw, formerly proprietor of the general store at Northwood, is revisiting old friends in this vicinity. He looks prosperous.

Geo. A. Stacey and two sons have returned from a visit to relatives at their old home at Port Hope.

A new block is being built on Ct. Clair St., which will be occupied by Alf. Deloge's grocery and R. I. Weaver's meat market.

The Kent Canning Co. are building a considerable addition to their factory.

Harold English, of the Orchard Home Farm, Harwich, reports a fair outlook for the 1907 fruit crop. Apples, he says, will be an excellent crop this year, but pears, especially Kiefers, will be a total failure. Peaches will be a light crop. The Winter has been hard on the San Jose scale, which does not seem as active this season as in former years. The showing for smaller fruits is good.

Jos. Martin has purchased the Maple City Confectionery, on Fifth St., North Chatham, formerly owned by J. E. Burgess and D. Edwards.

INGERSOLL.

A system of advertising that is both attractive and effective has been adopted by Beattie & Co., grocers. It consists of making extensive displays of many of the leading articles in their windows and at the front of their store and marking the price of each in bold figures on heavy white cardboard. A large display such as is referred to, with the many advertising cards, is certain to arrest the attention of the passer-by or the customer, and with the prices apparent at a glance many purchases are undoubtedly made that would not have been under ordinary circumstances, and the clerks are spared the trouble of producing this and that article and making known the price. Your correspondent was very favorably impressed with this method of advertising on passing Beattie & Co.'s store recently and in conversation with the manager, John S. Smith, he was informed that it was productive of very satisfactory results.

One great advantage of this class of advertising lies in the fact that the display may include some article to which no thought of purchasing has been given by the passer-by or the regular customer. It is brought to their notice more particularly by the advertising card and as both the article and the price appeal to the one who has paused to look at the display, a sale is quickly made. In this way the transient trade will be increased and many permanent customers won. The intention of the plan is not to emphasize "bargains," but the variety of articles that is to be found in the store and the price at which each ar-

ticle can be obtained without the usual questioning, which is distasteful to many people unless a purchase is absolutely necessary. At this season of the year, when garden products, such as cucumbers. ripe tomatoes, lettuce, etc., are just coming in, and the prices are fluctuating almost daily, a "bulletin" system, or whatever one may choose to call it, is particularly effective, and many sales are made that would not be if the customer had to walk in and enquire as to the prices.

Everyone is aware that "plain figures" go a long way nowadays in commercial circles, especially when backed up by honest goods and fair treatment. Beattie & Co. also know the value of printers' ink and through their combined systems of advertising the public is constantly kept in touch with their stock and their prices.

* * *

Grocers everywhere are familiar with the products of the Ingersoll Packing Company and they will no doubt be interested in anything that denotes advancement on the part of this enterprising firm. Some months ago, it will be remembered, the office of the firm was almost totally destroyed by fire and they were compelled to secure new quarters at once. Last week plans and specifications were received by the company for an imposing office building, the construction of which will be commenced as quickly as possible. The site for the new building will be on the northwest corner of Wonham and Victoria Streets, in close proximity to their large factory. The building, which will be 58 x 60 ft., will be one story with basement. It will be constructed of stone and pressed brick, and according to the plans will be elaborate in every detail. The vestibule will be 26 x 16 ft. and the floor will be of tile. The main office will have a floor space of 40 x 28 ft. In addition to the main office there will be five private offices and stenographers' office. The interior will be finished in quarter-cut and red oak. The plans indicate that the building will be one of which not only the company but all citizens may feel proud.

* * *

One disappointing condition that has existed at the local market for months is the scarcity of poultry and the attendant exorbitant prices. For years past this has been regarded as a poultry section, but for some reason that is difficult to explain the offerings at the local market have been decidedly small for a long period. The scarcity may be explained to some extent by the fact that during the autumn many buyers go through the country and buy up practically everything available for shipment to Toronto and other large centres. Not only do they offer a market for the young fowl, but the old hens are also taken. The farmers in many instances sell off everything but the young stock on which they depend for their egg production during the winter and spring and as a result they have nothing to offer in the way of dressed poultry to the people who week after week anxiously visit the market. Only a few pairs of chickens and an occasional turkey have been displayed at the market in several weeks and the price for chickens has on one or two occasions jumped to $1.50 per pair.

The Ingersoll Board of Trade is rapidly taking rank with the most active and progressive bodies of this kind in the province. At a largely attended meeting last week the proposal to establish a Carnegie library received enthusiastic endorsation. A committee which had been making investigations submitted a report which embodied the recommendation that application through the mayor be made to Mr. Carnegie for a grant of $10,000. After considerable discussion the report was adopted.

Another matter of much importance to shippers was brought before the Board in the form of a report from a committee which had been dealing with it since the previous meeting. The committee reported having examined a copy of the draft bill of lading submitted by the railways of the Dominion to the Railway Commission. The more important recommendations made by the committee were:

"That the owners of goods should hgve the privilege of arranging for storage and insurance when the company notify the owner that they have no storage accommodation.

"In handling goods to connecting lines responsibility should not cease till receipt has been obtained for delivery.

"Time should be extended one week for making claim.

"The time for making delivery should be extended 48 hours before storage charges begin.

"Shipper should be notified before railway company receives freight, providing pressure of traffic or cars are wanting for reasonable despatch, and the company should be liable, except when proper notice is given."

* * *

The present prices of dairy cows will go a long way in explaining the high prices that are being paid for butter. Last week H. McDermott held an auction sale at which twenty-five dairy cows were sold, the average price being $54.45. The first pair of cows sold for $80 each.

* * *

H. B. Smith of the Ontario Department of Agriculture, who has been touring Western Ontario, was in the vicinity of Ingersoll last week. Asked as to how the potato crop would result this year, Mr. Smith said there would be an immense waste through rot and another affection called the "scab." Mr. Smith added, "Of course Oxford is a more loamy county, but what potatoes there are, are similarly affected." Mr. Smith strongly advised the planting of some of the newer varieties of potatoes in order to overcome the present difficulty.

* * *

Reeve M. T. Buchanan has given notice to the council that it is his intention to introduce a by-law regulating the distribution of bread, a matter in which all grocers should be vitally interested and they should use their influence to the fullest extent to have their bread supply delivered to them in the best sanitary condition possible. Mr. Buchanan is strongly of the opinion that the bread is not being delivered in a manner that is conducive to good health, and his proposed "legislation" is awaited with a great deal of interest.

Grocers, as well as housewives, know full well the necessity of house-cleaning. The bright days of early spring reveal patches of dust on the topmost shelves which are anything but pleasing to the eye; in the store-room are piles of boxes and a miscellaneous collection that should be removed, while here and there, throughout the store, attention is necessary before everything is spick and span for the summer season. In these days when the human family is beset with microbes and germs on all sides, grocers know that the neat, tidy appearance of their store counts for a great deal. If the store is inviting and the articles properly displayed there is every probability of the volume of business increasing, for the meaning of the familiar words, "cleanliness is next to Godliness," were never so fully understood as at the present time.

The house-cleaning season has opened with local merchants, who are now losing no time to put their stores in bright and attractive condition for the summer season. Stocks are being rearranged, paint and paper freely used, and everywhere throughout their stores there are indications that stamp them as being strictly up-to-date in sanitary methods. For a town of its size, Ingersoll has every reason to feel proud of its grocery stores.

* * *

To those who have listened to the interesting tales of grandfathers and grandmothers of the sugar-making days when the sap kettle was kept boiling day in and day out, there is, indeed, room for sad reflection on the scarcity of maple syrup now-a-days. In this section of Ontario the maple timber is rapidly disappearing, and instead of the thousands of trees which annually yielded up their supply of sap some 50 years ago only hundreds are now being tapped. The high prices for wood during recent years, and the desire to cultivate as much land as possible, led the farmers to reduce their "sugar bushes" to but a shadow of what they once were, and those who look forward to the maple syrup season know only too well what the result has been. Very little syrup is now made for the market by those who are fortunate in possessing the sugar bush. Not one-half the quantity of syrup offered in other years has been brought to Ingersoll this season. The supply has been so small that grocers will have to depend almost entirely upon the output of the lower provinces for what they require. All dealers are making the same complaint, that it is almost impossible to secure home-made maple syrup in large quantities. The unusual shortage this season is partially explained by the unfavorable weather conditions, but at the rate the bushes are being depleted of maple timber the situation is not likely to be improved in years to come. For some time past the local grocers have been buying rather large quanti-

ties of maple syrup from eastern manufacturers, and the indications are that the bulk of their supply this season will come from that source.

KINGSTON.

Kingston merchants are looking for increased trade now navigation is opened up and sails are being hoisted. The Str. Aletha made her first trip, calling at the different wharves on the islands and loading up with fresh eggs, butter, maple syrup, etc. News from the Brockville district notes the fact that the flow of sap this spring is exceedingly large and farmers need not buy so much Redpath, Woodside, or St. Lawrence and fool the innocent city folk. Maple syrup costs from 75c. to $1 a gal. and retails at 25c. and 30c. a quart. A lot is being shipped to the west, where all good things go, especially clerks.

A good, all round clerk is hard to get. No class of men are criticized more.

Jim, the grocer, to the knight of the grip :

"Do you know where I can get a good clerk ?"

"Well, let me see. Yes, Jim B—— is O.K., but he drinks. Bert R—— is good but he don't get around to open up till 8, losing a lot of 7 o'clock trade. Arthur K—— is a good window and store trimmer, but he is a poor salesman. He will sell to-day's goods and leave last month's on the shelf."

In a nutshell, a good clerk should be a live man ; one who thinks, thinks, thinks, thinks, and studies goods and customers. He requires to be shrewd and have good manners ; be reserved and not too familiar. Goods well displayed are half sold, but don't put goods in the window that are injured by light and sunshine, such as biscuits, cereals, etc. When you open a new box of goods, bring the old ones to the front, for stale goods are a great injury to the manufacturer's reputation. Don't get careless, if you do your trade will leave you.

The Peterborough grocers, I see by last week's issue, are suffering from cuts by the butchers and are anxious to find a remedy to meet them. It is a mean practice of the butchers and will surely fall back on them. They should keep to their own commodity. In Kingston we have a branch of the Wm. Davies Co. of Toronto. They sell tea, sugar, butter and eggs, etc., and sometimes put dodgers in the local papers offering corn 4 for 25c., etc. etc. This makes grocers handle meat and cut the price, and so trade is crippled and all suffer except the consumer.

Too bad, too bad. Organization is the remedy, not retaliation.

Travelers who cater to hotels and boarding houses and small concerns are getting the cold shoulder from legitimate retailers here and should get the same medicine all over Canada. Retailers should appreciate houses who do not sell to the riff raff trade and should hold their orders for them.

John F. Baker, traveler for Geo. Robertson & Son, is not feeling as well as his host of friends would like. There is not in all the traveling fraternity a man with more philanthropy to the square inch than John. To know him is to love him. He is straight in all his dealings and that is the kind of man the world is in need of. His many friends hope he will gain in weight and strength and regain his good looks, for he certainly resembles royalty when he is himself.

Sugar is advancing. Where will it go? If we only knew, we would soon be independent.

The usual quorum of grocers had their weekly talk on the market square and Jim used strong language. He said the grocery trade was getting on a low level when grocers jump on their delivery wagons and run after orders, getting down on their knees and pleading for trade. It reminded him of the spring organ grinder and the monkey on the string. Jim said he liked the people to come to his store and see what they were getting. Running after trade encourages credit and takes away independence from the dealer.

Mr. Cockburn, of Comfort Soap fame, paid his usual visit to our city and we were glad to see him. We like his soap. He is all right. He was a useful and prominent figure at our grocers' picnic and his genial manner in conducting the Comfort Soap race made friends for him among the gentle sort who took part in the race. Forty ladies started in that famous race. It was a picture not to be forgotten and when they finished the race they fell exhausted in the arms of the good-natured grocers who awaited their arrival. Some were longer recovering consciousness than others, but they all came to, and marched off with their aprons full of Comfort Soap, besides some getting gold, silver, and gunmetal watches.

LONDON.

Price-cutting was the chief matter discussed at the annual meeting of the Retail Grocers' Association last week, the question being threshed out in all its bearings. The net result was the appointment of a committee to interview offenders with the view of turning them from their evil ways, the committee to report at next meeting. In the meantime the committee found that with one or two exceptions, all are willing to turn over a new leaf. The cutting, as a rule, is confined to canned goods and sugar, which latter, many dealers feel in view of the recent advance in wholesale price and the prospect of the commodity going still higher, should be increased rather than reduced in price by retailers.

The meeting of the association was largely attended and exceedingly harmonious. Not a little discussion occurred on the question of continuing the Wednesday half-holiday during the coming Summer and on a vote being taken it was resolved to observe the half-holiday during June, July and August. A committee was appointed to wait on the city council and endeavor to have the peanut and push-cart men prevented from selling goods on the streets during the coming Summer. The grocers claim they have suffered greatly from the opposition created by these curbstone merchants last Summer, and they feel something should be done to put a stop to it. The meeting considered the telephone question at some length, the final decision being that the association had done all in its power to impress upon the city council that the rates at present charged by the Bell Company are too high and that it is opposed to that company being given a new franchise unless rates are lowered. The secretary was instructed to get after those grocers who have not yet secured membership in the association, and endeavor to induce them to join. The election of officers resulted: President, Harry Ranahan; first vice-president, Thomas Shaw; second vice-president, W. T. Mullins; secretary, C. Hayes; treasurer, Ed. Ryan; executive committee, J. Haskett, R. A. Ross, C. H. Lee, Thomas McCormick, G. Drake and W. E. Vandeveer.

A deputation of city bakers waited on the license committee of the city council at its last meeting and urged that no action be taken on the request that a by-law be passed making two and four-pound loaves the standard of all bread coming from bakeries. The deputation contended that ingredients were costing much more to-day than ever before and it would be simply impossible to sell a two-pound loaf for five cents. One of the aldermen maintained that bread should be sold by the pound, as in Europe, and that with the cost of wheat the price would fluctuate. The upshot was, that the committee decided to allow things to remain as they are. Curiously enough, the next morning the first raid in two or three years was made on bakers' wagons and about fifty loaves in all were seized for the benefit of local charities because they did not bear the prescribed label. When weighed many of the loaves fell short of the necessary one and a half pounds.

Fruit-growers hereabouts are likely to suffer heavily as a result of recent frosts. The premature warm weather of the latter part of March caused the canes on many bushes to send forth their tender buds, and when the frost came raspberry bushes were almost totally put out of business for this year. Thimbleberries, although suffering heavily, are injured to a much less extent. It has not yet been learned that any of the larger fruits have been seriously injured.

MONTREAL.

Since the maple goods season has come on grocers in different parts of the city have been giving considerable attention to maple syrup and maple sugar. Window displays are seen in all sections, some very attractive windows being noticeable on St. Catherine street. A. Dionne & Co. gave one entire window to maple sugar during the week.

Burglars spent an enjoyable evening in St. Catherine street retail stores recently. The gentlemen of the night commenced operations at Winch's meat market, smashing the plate glass door and stealing the few coppers which happened to be in the till, as well as several hams and sides of bacon. From Winch's the operators walked to the English Provision Company's store, a little further west. Here they gained entrance in the same manner and secured a couple of dollars in coppers and smashed the cash register. They helped themselves to pickles, selecting several

lines of the real article. Their final call was made upon J. G. Cote, 887 St. Catherine street west. Here they rested after their labors, spreading out a royal feast of liquors, bread, biscuits, cooked meats and other delicacies. Cigars were smoked and then the burglars departed for their honest beds. The police were kind enough to lend their absence during the evening's entertainment, which favor was justly appreciated by the men of the mask—but not by the grocers.

Bodes Gum Company, capitalized at $20,000, has been incorporated, the following being the incorporators: H. W. Prendergast, L. Gosselin, F. W. Hibbard, H. G. Temple, J. W. Withell.

W. S. Silcock has been appointed sales agent for Montreal for the Hovey Bros. Packing Co., Sherbrooke, Que.

PETERBOROUGH.

The Retail Merchants' Association met in the Y.M.C.A. parlors lost Thursday night for the purpose of discussing a couple of by-laws recently passed by the city council. There was a large number of merchants, including several grocers, present, and a keen interest in the discussion was displayed.

The sign by-law, passed some time ago, was the first to come up. This by-law prohibits any sign overhanging the street whatever, except illuminated signs. The owners of these are compelled to take out a license, which costs $2 per year. The sign is erected and examined under the supervision of the city engineer. The merchants were unanimous in condemning this act of the council as unfair, unreasonable and uncalled for.

One of the grocers present pointed out that nearly all the illuminated signs used in the city were in front of hotels, cigar stores, pool rooms and other such places, and he thought it was high time for the retail merchants to call a halt. He, for one, did not propose to be legislated against for the benefit of a few other business places.

The box by-law met a similar fate. This act prevents the merchants receiving any goods through the front door of their store after twelve o'clock on all days except Saturday, and on Saturday no goods at all can be taken in. In many cases the stores have no back entrance, and in others the back door is very hard to reach, especially in winter. The result is that the merchants are very often put to great inconvenience.

In the opinion of many, the present state of affairs will add greatly to the interest taken in organization. If the merchants stood together no such by-law could be passed. The opposition would be so strong that the aldermen and mayor would think a long time before acting.

A committee of about twelve merchants was appointed, and they waited on the city council at a meeting on Monday night. They presented their views to the council and the box by-law will be amended according to their request. But the sign by-law stands. That means that every sign in the city not illuminated, and which projects from the building, must come down. This will affect about 200 or 250 stores, offices and other places of business. The retail merchants put up a strong fight in both cases, and would have had the sign by-law repealed had it not been for the fact that it was passed about 25 years ago, but had not been enforced until this year.

* * *

A couple of the members of the Retail Merchants' Association have hit upon the idea of holding a retail merchants' banquet in the near future. The scheme is to get a large majority of the merchants together and then have one or two outside speakers present to give a talk on organization and some of the leading topics of interest to the trade generally. So far, the suggestion has met with favor wherever mentioned, and if those at the head of it proceed with their scheme it will undoubtedly prove a big success.

* * *

The annual meeting of the board of trade was held last week, when Dr. M. A. Morrison was elected president to succeed D. Hughes-Charles, who had acted in that capacity for four years. There was a large attendance and considerable interest was displayed. The board is in a good condition, and it is fully expected that it will prosper greatly during the next year. The officers elected were as follows:

President, Dr. M. A. Morrison; vice-president, Geo. A. Gillespie; treasurer, W. H. Bradburn, secreaary; T. Quartermaine. A nominating committee was appointed to select members for the council to represent the different lines of trade.

The new vice-president, Geo. A. Gillespie, is a young man, and a better man for the position could not be found. He is a member of the grocery firm of White & Gillespie, and is a very large cheese buyer. He represents the Eastern Ontario Dairymen's Association on the committee which is arranging for the big dairymen's exhibition, and he is one of the most active and progressive men in the city. He is known and is very popular in the city and through the whole district, and he will be of great value to the board of trade.

* * *

Harry Bradshaw, who has become well known to the Peterborough public through his connection with G. A. Oke, fruit and fish merchant, has purchased the grocery business of A. M. Harmar, and took possession on Monday. The stand is a good one, being located in a thickly-populated part of the city. Mr. Bradshaw will carry a full stock of fruits and vegetables as well as groceries, and there is no reason why he should not be very successful.

W. H. Wrighton, who has conducted a grocery business on Peterborough's main thoroughfare for over fifty years, has decided to retire from active life in July. He is now offering his business for sale.

Last month Mr. Wrighton celebrated his golden jubilee in business life, and he holds the unique record of being in one line longer than any other man in the city.

He first embarked in the grocery trade in March, 1857, in the old American Hotel block, which stood at the corner of Brock and George streets in those days.

About thirty years ago Mr. Wrighton removed to his present stand. He is now in his 75th year, and feels that he has earned a well-deserved rest. Mr. Wrighton has for many years bought and sold furs, and has been a prominent figure on the Peterborough Cheese Board. He bought for Ayer & Co., of Montreal, and other firms, retiring a few years ago. His premises, which belong to Mrs. Edgecumbe Pearse, of Rubidge street, will, after he vacates them in July next, be leased by a new tenant. The store front will also be improved.

Mr. Wrighton can recall with interest many incidents of business life in the early history of Peterborough, and there are none who are in the same business to-day as they were when he first started out in 1857.

Mr. Wrighton's many friends trust that he may have a quiet sunset to his active busy life, and that he may live many years to enjoy a well-earned rest.

* * *

The demand for canned goods this year is very good. All the merchants report quite as large, and some report a little larger, sales than usual. The price, of course, has a good deal to do with this. When the cost to the retailer was raised it was not increased in proportion to the consumer. Corn, peas, beans and pumpkins sell at 10c. and three for 25c., there being two grades. Tomatoes sell at 10c. and 12½c. The merchants, therefore, are not making a fortune out of it, as they are pay- $1.17 per dozen. On the whole, the consumption of canned goods in the city is much larger than in previous years owing to the substantial gain in population. But had the price not been kept down the demand would certainly have fallen off. As it is, a few merchants put the price up to 12½ cents on the corn, tomatoes and peas, and their trade in these lines decreased.

ST. CATHARINES.

The enterprising firm of McLaren & Co., operating the most extensive departmental store in the Niagara district, have let the contract to paint and otherwise improve the interior of their extensive establishment on St. Paul and Ontario streets.

The nursery firms of A. G. Hull & Son and Reid & Bunting have gangs of men employed arranging and preparing

for spring shipments of fruit and ornamental trees and small fruits and ornamentals.

Owing to the cold weather that prevailed during all of last week, when ice was formed, great fears were entertained that the buds of fruit trees would be injured, but upon investigation it is found that the buds have not advanced far enough to receive injury.

The International Hotel, owned and managed by William Gordis, has been receiving a coat of paint in the interior, and other improvements have been made to this popular hostelry.

Michael Hannon, formerly of Thorold, has purchased the New American Hotel on James street from Delos Spence and will take possession at the beginning of the fiscal license year. The price paid is said to be $8,000. Slough & Bush, the present tenants, have brought the hotel into prominence as a home for travelers, and having spacious grounds it is the favorite stopping place for farmers to locate their horses and conveyances.

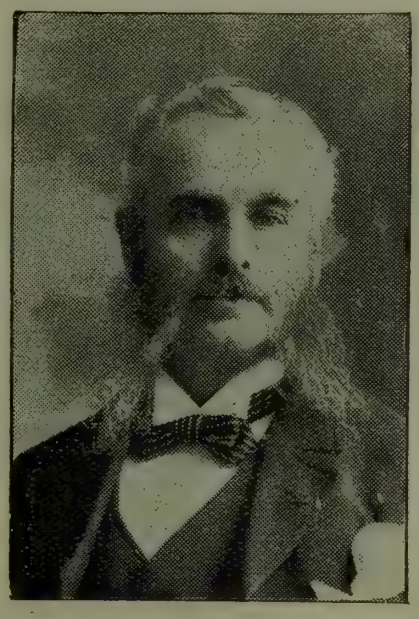
Stewart Nelson, for some years past an efficient employe in the wholesale liquor store of Dennis C. McGuire, in this city, has purchased the Union Hotel and business of Mrs. Willis at Merritton. Mr. Nelson is well and favorably known in this section of the country.

Late inspections of the peach trees in and near St. Catharines show that the fruit buds are mostly killed. Though frosts were not so severe as in some other winters, the trees had become weakened by the San Jose scale and did not have the strength to ward off destruction by the cold weather.

Speaking of dressing store windows, there is scarcely any city where this art is carried out to the same extent as in St. Catharines. The merchants take pride in making a good display in their shop windows, and a number of firms employ experts to carry out the designs. There are not many dry goods establishments but they all carry extensive stocks, and two of them, the McLaren Company, and the J. D. Tait Company, each have buyers who visit the European and best American markets twice a year to make their selections. The grocers are not behind the dry goods merchants to see that a showy window display attracts customers. Even those which are small concerns vie with their bigger neighbor to make a good display of the goods they carry. A few of the grocers deal in early American vegetables, etc., from the south, and they let the people know of their arrival by a display and advertisements in the local newspapers. The principal retail grocers are Joseph Voisaid, M. McGuire & Company, Garner Brothers, A. Welch & Son, J. Festing, Frank Wilson, E. Gander, D. Weir, Bradley & Son, J. T. Timmons, Sherwood & Son, James Lee, Charles M. Gibson, alderman; D. L. Cruikshank, R. Watson, Becker & Co., John Beal, J. and G McLean, A. Foster & Co., M. Kane, M. Sennett, M. Tinlin, M. Cameron, in addition to a large number of smaller concerns. As there are two enterprising wholesale firms of grocers, W. H. Merriman and Ross, Parnell & Atkinson, who have travelers who call on the retail trade frequently to secure orders, and as the telephone is extensively used here, the depleted stock can be readily replenished.

There is a good field for a grocers' union, as there are so many persons in the trade. There was a healthy Retail Grocers' Association at one time, but disaffection crept in; they did not have sufficient confidence with each other; some broke the rules and cut prices and the association soon ceased to exist and now each one arranges his methods as best suits himself.

There is a Retail Merchants' Association still in existence, but the members meet only about once in the year, and that is mainly to look after the municipal assessment rolls. All persons engaged in the retail trade, who are governed by rules and regulations laid down by the provincial association, are eligible for membership. The president of the local association is Mr. James N. Walker, druggist and ex-alderman; the secretary being Mr. George Bradley, grocer. There is a wide field of usefulness for an association of this nature if it be properly managed, as there is such a rich agricultural and fruit-raising territory around this city.



E. K. BARNSDALE, STRATFORD

President Retail Merchants' Association who is Retiring from active Management of his Business.

STRATFORD.

Stratford's live Retail Merchants' Association will meet again this week and many important questions will come up for consideration, including the auto-delivery system, early closing by-law, etc. The association is doing splendid work in this city. E. K. Barnsdale, the president, is a live business man. He has built up a large grocery business which is known as the "Hub." The firm does a very extensive trade in all lines of groceries. Mr. Barnsdale is an ex-alderman of the city. C. N. Greenwood, the vice-president of the association, is a member of the undertaking firm of Greenwood & Vivian. The secretary, E. A. Rea, conducts a good drug store in the city, and the treasurer, R. S. Jones, is a progressive groceryman. It will be seen that the association is representative of the different lines of business.

The Retail Merchants' Association has its different sections. The officers in the grocery section are: R. S. Jones, president, and E. O'Flaherty, secretary.

The association has a splendid collecting department and the secretary of this department, J.S.Smith, is doing excellent work gathering in old accounts. A black list of all "bad pays" is kept by the retailers and is carefully looked after. It is proving a splendid help to the members.

Messrs. McCully & Hough recently purchased the grocery business of Ald. C McIlhargy.

The week-end market was a large one, but prices did not differ from those of the week before, except eggs. This product was very plentiful and sold at 15c., 16c. and 17c. per dozen. This low price is the same as that asked by the grocers. Maple syrup is plentiful on the market.

A change is taking place in the management of one of the leading retail establishments of the city, the Barnsdale Trading Co. E. K. Barnsdale retires from active management of the company and the store will henceforth be under the management of H. C. Wilson and B. Williamson, two young men who have been in the employ of the company for years. Mr. Barnsdale will retain the presidency of the company and the position of foreign buyer and adviser. A. C. Barnsdale will be secretary-treasurer and the business will be continued on the same basis. This change will relieve E. K. Barnsdale, who is now overtaxed with the detail of management, and he will have more time to devote to other outside interests that have been a great financial benefit to the company.

Mr. Barnsdale, who is a live grocery man and president of the Retail Merchants' Association, has been in business in this city for 35 years. During that period he has never had to resort to the division court for collecting any of his accounts. Mr. Barnsdale always felt that every customer that traded with him was honest, and he endeavored to run his business on honest principles, always being sincere in saying "Yes" or "No" on all business transactions.

At the regular meeting of the Trades and Labor Council, held Friday evening, the members decided to urge upon all merchants the necessity of using the union label.

TORONTO.

S. J. Clark, who has been in charge of the fruit and vegetable business of Swan Bros., and connected with that firm for over a dozen years, has had to quit work altogether on account of his health. He had a bad attack of pneumonia two years ago and did not take sufficient care of himself in the convalescent stage, with the result that he is now trying the open-air cure on his ten or fifteen acre farm to the north-

east of the city. Mr. Clark has the largest, and probably the finest, kennel of cocker spaniels in America, and carried off most of the prizes awarded for this breed at the last New York dog show. Some time ago he bought up George Gooderham's kennels, and will devote most of his time to the development and improvement of the breed. We are far from being blind to the possibilities afforded the budding humorist in the last statement, but we prefer the higher credit for having omitted to remark that Mr. Clark is indeed "going to the dogs!"

* * *

In extinguishing a small fire which started in one of the rooms of the second storey, R. E. Stroud, who has a corner grocery on Yonge street, had his stock slightly damaged by water.

VICTORIA, B.C.

Business in all lines is very brisk this season; all merchants report sales very heavy and feel decidedly optimistic about the future of Victoria.

Real estate offices have sprung up like mushrooms during the last few months; business in that line being very active. Some large turn-overs have been reported. This activity is due to numerous strangers thronging in here, and seeking homes in this delightful climate. They are a splendid class of people and a decided acquisition to the community. The bringing of these people here must be attributed almost entirely to the efforts of the Victoria Tourist Association, which is a splendid organization and has done much for the city, and all Victoria merchants readily acknowledge that the gradual increase in business is due to the steady influx of people into the city and surrounding districts.

In connection with the "Tourist Association," there is a free exhibition room, which is used exclusively for the display of goods manufactured in Victoria. This is a large hall, well lighted, and spaces are rented to local dealers and manufacturers, who make very attractive displays of their productions, and the public are very cordially invited to inspect the same.

* * *

The Government is taking vigorous methods to clear the country of fruit pests. Inspectors are traveling the country and compelling the owners of fruit trees to either spray them or cut them down, thus doing away with a lot of old and useless trees and orchards that are veritable breeding places for fruit pests.

This action has added another article for the grocer to handle, which is a mixture for killing fruit pests and is known as "tree spray." It is put on the market in a concentrated form, in quart, half-gallon and one-gallon tins, which retail for 35c., 50c. and $1 respectively. Grocers find a ready sale for this article, as most people find it very convenient in this form. The "spray" is manufactured in Victoria by the British Columbia Soap Works.

* * *

"Have you any Seville oranges?" is a question which all Victoria grocers have been asked many times of late, and the answer is invariably "No, am very sorry, but we cannot procure them." This has been the state of affairs for many years here, and undoubtedly all Victoria grocers would be greatly interested if any one could show them how they could procure these famous marmalade oranges, at a reasonable price. Would it not be to the interest of some of the eastern merchants to look into this matter?

* * *

A petition has been circulated among the grocers of the city asking for a half-holiday every Wednesday during the summer months. The petition met with very little opposition, and it is thought that the holiday will come in vogue a little later on. The system was introduced last summer, and the holiday was immensely enjoyed by both employe and employer.

* * *

Australian butter has been selling very readily at 31c. a pound, but the supply is almost exhausted and the price has advanced to 34c. wholesale.

Local creamery is still holding at 35c. for one pound bricks.

Fresh eggs have advanced to 30c. per dozen retail, but now that Easter is over a decline is looked for. Vancouver readily takes any surplus and this demand keeps the market steady. This also applies to hot house lettuce, cucumbers and rhubarb.

Oranges have advanced in price and are very scarce, particularly small sizes. The wash-outs in California are the main cause of the shortage. The present prices are: Navels, $3.50 to $4 per box; seedlings, $3 to $3.75 per box.

A plentiful supply of coal oil is on hand once more. This is a great relief to everyone, after a shortage which lasted over three weeks.

WRAPPING ORANGES BY MACHINE

The latest automatic device to do away with hand labor is a machine which wraps oranges. According to reports, the tissue paper runs off a roll as big as a barrel, is cut, printed, graded, held to receive the orange which drops into it and finally twisted up and laid in the box for shipment. But California interests don't find that the machine has an automobile attachment which will bring the oranges to the market when the railroads fail to furnish cars.

TECHNICAL EDUCATION.

A fully-stocked shop of the value of $2,500 is the prize that is being offered grocers' clerks in connection with the technical education scheme promoted by the National Association of Grocers' Assistants, in Great Britain, who are urging the various educational authorities throughout England to arrange special courses of instruction for those employed in the grocery and provision trades. During the Winter these classes will be held at different centres. An examination of the students at the various classes is being arranged to be held in London early in 1908, when a first prize of $2,500 will be awarded to the assistant who displays the most expert knowledge of his trade. The winner may choose his shop in any locality, and will be given six months to decide where he will start in business.

McEwan Bros., Goderich, came near having a fire last week. There was a blaze in the chimney which brought out the fire brigade and collected a crowd, but no damage was done.

BOOST THE RETAILERS' CONVENTION

To the Editor of The Canadian Grocer.

In your issue of April 5th you have an editorial on "Organization," and state that your advocacy of a national association is not a passing fancy, and that you intend to keep at it till something is done.

As a grocer interested in the welfare of the grocery trade, may I ask what is it you are striving for in the way of organization that is not fully met in the Retail Merchants' Association? Why be like Don Quixote, tilting at windmills, when you might be doing splendid service in backing up and supporting an organization that from the record of good work accomplished in the interests of all retailers should deserve the hearty support of every trade paper, and which needs the helping hand of such an influential journal as The Canadian Grocer? Your quotations from the pen of John G. Green, secretary of the National Association of Retail Grocers of the U. S., confirms and proves the absolute necessity for the co-operation of all retail interests, in order to accomplish the best results, and in what better way can this be brought about than by an organization combining all classes of retailers united under one common banner?

The annual meeting of the Ontario Provincial Board of the Retail Merchants' Association is to be held in the City of Hamilton on July 3rd and 4th, and in connection therewith there will be a meeting of the Grocers' Provincial Committee to discuss matters directly affecting the grocery trade. Why not use this opportunity? Arouse the interests of the grocers and have them there in large numbers.

F. C. HIGGINS.

Toronto, April 8th, 1907.

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ORGANIZATION.

F. C. Higgins, whose letter appears on page 32, urging that the retail grocery trade accept the grocers' section of the Retail Merchants' Association as their organization, is a leading spirit in the Retail Merchants' Association, and a very active and progressive merchant, conducting one of the best grocery stores in Toronto. We are very pleased to have his letter and publish it, but it does not convince us that the grocers should not have an independent, self-contained organization of their own.

If the principal objects of grocery organization were the principal objects of the Retail Merchants' Association; if the problems of the foodstuff trade were the problems of all retailers; then there could be no question but that Mr. Higgins is right. Is he? In the conduct of their business do the same difficulties and problems confront grocer, hardwareman, drygoodsman, druggist, jeweler, bookseller, house furnisher and merchant tailor? Are the results to be attained by the organization the same for all of these branches of retailing? Mr. Higgins will say: "No, we quite agree that they are not, and we have our various trade sections, each dealing with its own affairs."

Now, let us ask, which is the more important, the Retail Merchants' Association or the grocery section of that organization? If the horse is to be before the cart, the association must take precedence of a section, and naturally its work and objects bulk larger than those of the subsidiary organization. This is where we have to disagree. The Retail Merchants' Association is concerned largely with legislation and the collection and prevention of bad debts. These are important matters, but, in our opinion, they are small compared with the issues that would confront a strong national retail grocers' association. Probably the question of pure foods, in which the grocers of the United States have taken so active a part, would come first. Then there is the betterment to be wrought by organization over the whole ground of food stuff retailing.

For the grocer, the grocer's organization is more important than the organization of all retailers. The trade cannot be roused to take the interest in a branch association it would in an association of its own.

Mr. Higgins quotes Secretary Green, of the National Association of Retail Grocers of the United States, who has given years to building up a strong retail grocers' organization, and then says: "Let us co-operate with all retail organizations to secure legislation common to all."

PRINCE EDWARD ISLAND RIGHT.

In the eyes of the Province of Prince Edward Island, this Dominion is dishonored. That province came into the confederation on the understanding that uninterrupted means of communication be established between it and the mainland. This has not been done. For weeks almost every year the island is isolated and its trade suffers severely, to say nothing of the general inconvenience. The province is more than justified in its present agitation for a tunnel, and the Government at Ottawa should go into the matter seriously and either demonstrate that the undertaking is unfeasible or unjustifiable, or go on with it.

If the island were a stronger voting power at Ottawa its indignation would probably cut more ice, and at this distance it looks to us as if the Garden of the Gulf should throw its influence in favor of a union of the three Maritime Provinces to create thereby a province as influential as any in the confederation.

BUNCO AGENT.

Success has its annoyances no less aggravating than failure. This has been brought home to us by an individual passing under the name of Raymond—but a thief by any other name might cheat as well. He has been dodging about Ontario for some time past, taking subscriptions for The Canadian Grocer and diverting the entire proceeds to his personal profit. It's easy enough to ask "Why don't you catch him?" but he has the habit of turning up in most unexpected places like a flea and hopping off again before we can get the heavy hand of the law upon him. Besides being a thief he's a mean thief. He may need the money and that might be offered as an excuse for collecting it, but what rhyme or reason is there in collecting half-tone engravings of a man's place of business, ostensibly for a "write-up," in The Grocer, only to chuck them into the first vacant lot he came to? Look out for him, and should he happen along give him reason to think the way of retribution is both hard and leathery.

TRAFFIC TROUBLES.

What the freight congestion is costing Canada no one can estimate. If it does not check the present industrial development and commercial prosperity we may be thankful. The west, from the nature of things, is worst off, but trade in the east is hampered in a way that is very harmful to business. A Toronto wholesale grocery house shipped a car of goods to Blind River, on the north shore of the Georgian Bay and it was twenty-four days on the way. Three days would have been a long time. Another house shipped a car to Calgary on Jan. 5, and it arrived on April 6. A Montreal firm shipped a car of sugar to Oshawa on March 25. It did not arrive and tracers were sent out. It was reported to have reached Belleville on March 28. Then four different conductors reported the car empty. The sugar was found in another car in Midland and it finally reached Oshawa this week. For a week prior to Wednesday the Grand Trunk has been refusing cars altogether and the C.P.R. has been furnishing only a quarter of requirements. Freight offering is increasing instead of diminishing and when the railways will catch up it is hard to imagine. The opening of lake navigation will relieve the traffic between east and west. The situation is such that the Government should be taking a much more active part in solving the problem and in preventing the recurrence of the difficulty.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Sugar—Advanced 10c.

Montreal, April 18, 1907.

A period of quiet seems to have settled down over the trade, a sort of preliminary to the opening of navigation. Business is reported by most houses as being quite on the dull side. Orders are few and small. Grocers, particularly those on the route of the boats, are awaiting the opening of navigation before ordering goods to replenish depleted stocks. Freight rates will then be lower.

Sugar has been advanced ten cents since last report. There is not much business being transacted in this line since the change went into effect. Molasses is still quoted at the old figures. It is moving but slowly. Canned goods are going into consumption slowly but surely. Stocks are gradually ebbing away. In teas prices continue firm with little chance of lower figures being witnessed. Currants are slightly easier, while raisins are quiet. Evaporated apples are still quoted at 10c., but there is very little business being transacted. Coffees and spices are unchanged.

SUGAR—Sugar advanced ten cents all along the line the end of last week. Business at the higher figures is not very brisk. The market at present is about steady.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 10 lbs	4 95
" " box s, 50 lbs	5 05
Extra ground, bbls	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 5-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — There has been no change in the molasses situation since last report. The price asked at the islands remains 15c., but there appears to be but little trading at the figure. Corn syrups are advanced.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02¾
" ½-bbls	0 03
" ¼-bbls	0 03¼
" 38½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb. " ¼ doz. "	2 35

TEA—Very fair amount of business is being done in teas. Some are waiting with interest to see what will be done this year regarding the duty on tea in England. Last year it was reduced, and it is possible that there may be a reduction in July this year. Should there be, it is possible that prices here will change somewhat, as under the lower duty there would be a greater demand for the better grades of tea in England, which would be obtainable for the same price as the cheaper, resulting in the receipts on this market of many low-grade teas. It is likely that present high prices will hold for some time unless such a change in duty takes place.

Japans—Fine	0 24 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 33
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hyons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES—Coffees remain unchanged since last report. Business is satisfactory to dealers, although not very large in volume. It is expected that the opening of navigation will result in an increased trade.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS—For the season of the year business is reported better than usual. Orders are frequent, but not large. Little is being done in raisins, which are without change as to price. In currants, statistically, the position is the same as last week, but the market, locally and abroad, is easier in tone, owing, no doubt, to the lack of spot business. Figs, which have been so low all along, are selling at reduced figures. Dates appear to be in fair demand. Holders are offering freely. Nuts are unchanged.

Valencia Raisins—	
Fine off-stalk, per lb	0 08¾ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04 0 04½
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 50
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
Californian Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seed d, 1-lb. pkgs	0 10¾
Loose Muscatels 3 crown	0 09¾
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06¾
90 100s	0 06½
Oregon prunes (Italian style), 40-50s	0 07¾
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 06¾
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08¾
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

PEELS—Peels are high and scarce. trading is dull.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 11 0 12

SPICES—A featureless market rules. Trading is more or less limited, as it usually is at this season.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

BEANS—Dealers continue to quote as below. Demand is fair.

Choice prime beans	1 45 1 50

MAPLE PRODUCTS—The crop this year appears to be satisfactory, quite up to last year's output. Dealers report the arrival of a number of lots, which are being disposed of at satisfactory prices.

Pure maple syrup, bulk, per lb	0 06 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08½ 0 10
Pure Beauce County, per lb	0 09 0 10

RICE AND TAPIOCA—Several facts have made necessary the advance in rice prices. The famine in China, and the increased demand on the part of that country and Japan have been the means of advancing the prices in Burma, where our supplies come from. Since the importers are forced to pay higher figures, it is but natural that the trade should be asked more as well. It is said that the consumption of rice in Japan is increasing wonderfully. At the present time the demand is much above the production. Tapioca is without change.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C C rice in 10 bag lots	3 05
C C rice in less than 10 bag lots	3 15
Tapioca, medium pearl	0 07 0 07½

EVAPORATED APPLES—Evaporated apples are still quoted at 10c., but there is little business being done at this figure. There seems to be more offering than there is demand for at present. Lower prices may be expected if existing conditions continue much longer.

RAW FURS—Prices remain:

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Spring rat	0 20 0 35
Fisher dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 6 50
Weasels	0 10 0 50
Skunk	0 40 1 00

NEW CANNING FACTORY.

Tenders have been awarded for an immense canning factory to be erected this spring at Weston, at a cost of about $20,000. The plant will be one of the largest in Canada, and will be devoted to the preservation of fruit and vegetables. It will give employment to about 200 hands.

CANNED GOODS

MONTREAL—Jobbers report a very good demand for various lines of canned goods. A great many grocers are awaiting the opening of navigation before replenishing their stocks for the spring trade.

TORONTO—This time last year there was a good deal of speculative buying of tomatoes. Some of the goods bought then are going over retail counters today. Jobbers are practically unanimous in reputing that sales for consumption are quite equal to last year. Some say the demand from the north is greater. The Canadian canners express the view that there will be a scarcity of tomatoes by August, and they have offered to take back the stock at the price they got for it last year. The bulk of the jobbing trade are not, however, very bullish in regard to tomatoes. Peas are said to be none too plentiful, and beans are in a very strong position. Corn is plentiful. Many fruits are already quite cleaned up and all lines are strongly held.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf" "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 3½	1 30
" standard gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted	....	8 90
" " not pitted	..	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red solid pack	....	7 40
Gals., red, standard	....	5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals, solid pack	....	8 50
Lawtonberries—		
2's, H S.	1 80	1 77½
2's preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's sliced	2 02½	2 00
2's grated	2 12½	2 10
2½'s whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L S (Shafferberries)	1 55	1 52½
2's, H. S.	1 7½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s	....	0 25
" Portuguese ¼s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 20
Kippered herrings, domestic	....	1 00
" imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 40
" 2s, "	2 50
" 6s, "	7 50
" 14s, "	17 50

Per dozen tins.

Chicken, 1's, boneless	3 00
Turkey, 1 s, "	3 00
Duck, 1's, "	2 85
Tongue, 1 s, lunch	3 00
Soup, 2's, giblet	1 95
" 2's, tomato	....
" 3's, "	....
Pig's feet, 1's, boneless	1 40
" 1½'s "	2 50

ONTARIO MARKETS.

Pointers:

Sugar—Very firm at the advance.

Lemons—Steadily advancing.

Pines—Easier.

Provisions—Lower.

Butter—Higher

Toronto, April 18th, 1907.

Sugar was the feature of the grocery trade this week. The advance stimulated buying, and as the firmness continues there was no apparent need for resitation. Canned goods continue to leave jobbers' hands at a rate that leads to the comment that the trade is very satisfactory. The railways on Tuesday began to receive lake and rail shipments for northern Ontario and the west; and the north, so the reports go, is experiencing a spring appetite of fine dimensions. A very lively trade with that section of the province is anticipated. Freight congestion is still hampering business and no one can say when things will move freely again. Valencia raisins are in good demand and stocks here are limited.

Trade, as a whole, is quiet, but improving. It is better this week than last, but there is no rush. The very bad state of the rural highways is causing some tightness of money. At any rate collections are reported by some a little slow, and the roads are in such a state that they might well be blamed for anything.

TEA.—The demand for tea, stimulated by the firm and advancing markets that have continued for months, is not diminishing. A report from London states that lower priced teas have again advanced. The average of the public sales' prices for the month of March in London were: Indians, 9¼d.; Ceylons, 8½d.; against last year's prices, Indians, 7⅛r.; Ceylons, 7d. The British budget is expected to be delivered this week. Pending that event the London market is quiet.

COFFEE.—The situation abroad is unchanged and the market is quiet. Locally, a fair trade is passing at unchanged prices.

SUGAR.—The expected rise in refined came Thursday of last week after we had gone to press. It considerably stimulated buying, and sugar has been

the feature of the grocery trade this week.

The market continues very firm. Cuba is the determining factor. European beet was quoted on the day of the advance at 9s.2¾d.; it had risen to 9s.4d. by Monday and was still going up. Willetto & Gray, New York, at the close of last week, said of raws:

"The notable features of the week come from Cuba, which now absorbs all attention both at home and abroad. As a result of a discontinuance of work by 18 centrals, and a large reduction in receipts at shipping ports, the European markets advanced 1½d. over night and maintained the advance at the close at 9s.3d. for beet sugar, equal to 3.93c. per lb. for centrifugals.

"An active demand also set in here for Cuba sugars, and all available parcels were quickly absorbed by refiners for both immediate and future delivery.

"In view of the large stock of sugar now in Cuban ports it is not to be expected that any sudden or important advance will follow at once, but a good healthy, steady and firm market, with gradual advancing tendency, can be confidently looked for.

"The American beet sugar industry will be the largest benefactor by an advancing sugar market throughout the world as it will receive the full benefit of the rise in raw sugar as well as in refined.

"In London the market is quiet and steady, operators being disposed to await the bringing in of the Budget on the 18th inst., when it will be known whether any change is to be made in the British tariff.

"According to the latest advices it is generally expected that the European beet sowings will show an average increase of 5 per cent. over those of last year, which would be moderate."

Of the Cuban situation, Willett & Gray said:

"The crop accumulation reached its height and began the descending scale in weekly production during the week under review.

"The reduction of 18 centrals at work and 21,000 tons in receipts was not unexpelted by us, as our information for some time has pointed to a sharp change in conditions during this month.

"We expect to see the crop returns grow materially smaller each week until the end of the campaign. At just what rate of decrease this will prove to be is impossible to say or forecast, hence we will keep to our crop estimate of 1,250,000 tons minimum until such time as the visible crop approaches this amount; after which we will add the weekly receipts if the visible exceeds our estimate.

"The present visible is 1,065,000 tons, requiring 185,000 tons more to complete a crop of 1,250,000 tons.

"Much depends upon the time when the general rains set in and put an end to grinding. The season thus far has been so abnormally dry that an unusually early rainy season would not be surprising."

"Messrs. Guma & Mejer cable to-day their estimate of the Cuba crop as 1,350,000 tons."

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 95	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 50
Berlin granulated		4 40
Phœnix		4 50
Bright coffee		4 30
Bright yellow		4 35
No. 3 yellow		4 35
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Molasses prices are unchanged. Corn syrups are higher.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 24
Corn syrup, bbl., per lb.		0 2½
" -bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 50
" 2 gal. "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 ") "		2 45
" 10-lb. " (in ½ ") "		2 40
" 20-lb. " (in ¼ ") "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 ¼35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 18, 1907.

BUTTER—Situation about unchanged.

CHEESE — Receipts new make increasing. Prices steady.

EGGS—Featureless market.

PROVISIONS—No change of note.

Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75

DRIED FRUITS — All markets are firm. Jobbers report a good demand for Valencia raisins, and stocks here are getting into small compass. Evaporated apples are, if anything, easier.

Prunes Santa Clara—	Per lb			Per lb.	
100-120s		0 04½			
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes		0 07
80-90s "	0 06	0 06½	50-60s "		0 07½
70-80s "	0 06½	0 07	40-50s 25-lb"		0 09
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Apricots, per lb				0 25	0 26
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	" (8½)	0 08½			

Uncleaned, ½c less.

Raisins—		
Sultana	0 12½	0 15
" Fancy		
" Extra fancy		
Valencias, selected	0 09	0 09½
Seeded, 1-lb packets, fancy	0 11	0 11½
" 16 oz. packets, choice	0 10½	0 11
" 12 oz. " "	0 09	0 09
Dates—		
Hallowees 0 05	Fards choicest	0 09
Sairs 0 04½	" choice	0 08½
Domestic evaporated apples	0 09	0 10

NUTS.—Prices are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb	0 13½	0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES—Markets are firm and prices unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—No change in prices is noticeable here.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

HIDES, TALLOW, RAW FURS — Trade is very quiet; prices are unchanged.

Hides, inspected, cows and steers, No. 1		0 10½
" " " No. 2		0 09½
Country hides, flat, per lb., cured		0 08½
" " green		0 07½
Calf skins, No. 1, city		0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 06½
Pulled wools, super, per lb		0 25
" " extra		0 27

FURS.

	No. 1,	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	3 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 10
Marten,	3 50	20 00
Muskrat., No. 1	0 32	0 30
" " 2		0 25
" " 3		0 18
" " 4 and kits		0 05

IN GLASS HOUSES.

From The Kingsion Whig.

To the editor: We often hear our retail merchants kicking vigorously when Kingston people go to Toronto and Montreal to buy. I fear, however, that their kick is out of place, when members of their own families buy hats and dress goods in Toronto. The retail merchants' association might give a heart-to-heart talk to their erring brethren.—LOYAL CITIZEN.

Bert Potts, of E. Potts & Son, Woodstock, was in Toronto a couple of days last week.

Major John Sloan, of John Sloan & Co., Toronto, started Wednesday with his wife and daughter on a holiday trip to the Old Country. They will sail from New York, land at London, and, after a time in England, will go to Ireland, the jovial major's native land. They will sail for home on June 13th.

RETAIL GROCERS' VIEWS OF CANNED GOODS CONSUMPTION

(By Canadian Grocer Special Correspondents.)

A recent editorial in this paper propounded the question, "Do high prices check consumption," wherein special reference was made to canned tomatoes. The response was immediate, and one of the replies was published in a recent issue. The general interest which has been manifested in the discussion has induced us to print the following opinions from our own special correspondents in the various towns:

MONTREAL.

High prices have affected the canned goods trade in Montreal. Grocers find that they cannot do business when they are forced, for their own protection, to put up the prices, as in the case of tomatoes, to 12 cents, when for years the ruling figure asked the public was 10 cents. At this price the business was always found to be a paying one. The general impression appears to be that once a figure over 10 cents is reached it is time to buy something other than canned vegetables for dinner.

Tomatoes, which usually sell so well, this year are not being sold in nearly the usual large quantities. One grocer said that he was able to sell three times as many cans of tomatoes at 10 cents as he could at 12 cents, which he is now asking.

One reason why retailers object strongly to the higher prices asked this season is that they can no longer retail their canned goods three tins for a quarter. Now, where formerly a customer would purchase three tins, only one is bought. The grocers are sore on this matter.

Sufficient stocks are held by most grocers to carry them through to the new pack. Any shortage anticipated will be in tomatoes.

Corn sells in large quantities. Some grocers are selling as much corn this year as they did tomatoes last season. Beans are in good demand. Peas are also selling very well, about the same quantities being disposed of as for the same period last year.

There was one retailer to whom The Grocer spoke who had exceptional facilities for buying. He said that his sales of all lines had doubled within a year. Sales of tomatoes, corn and peas had increased particularly. He said that he thought the reason for the increased sale of peas with him lay in the fact that last year he was able to sell this line at a very low price and the canned peas were introduced into many homes where they were formerly unknown, the result being that a taste was cultivated for them and now they are bought regularly at the usual prices.

Canned fruits enjoy an average sale. Strawberries are very short. Some retailers report having had the opportunity of returning the goods to their jobbers at higher prices than they paid for them. They thought it better to hold on to their stocks, however, and they are justified in so doing.

Canned meats are reported very slow since the exposure last year. An uptown grocer reported his sales as having fallen off fully 75 per cent. Another found canned meats a dead line. This prejudice will doubtless wear away, however, as it has been demonstrated that the Canadian packers of canned meats operate factories which are models of cleanliness.

Imported specialties are selling in about the same quantities as last year.

TORONTO.

In large cities like Toronto or Montreal where there is more room for difference of opinion than in the smaller towns, one does not expect to find the dealers unanimous in their opinion one way or the other, and yet in Montreal investigation showed that the general feeling among the retailers was almost universally that of depression in canned goods consumption, with special reference to tomatoes. The Toronto retailers do not altogether follow this view of the situation. Several of those to whom the question was put were quite positive in their assertions that so far from the demand lessening, their books showed an increased sale over last year, and they were seriously contemplating the necessity of laying in a further stock before the new pack was ready for the market. The large dealers are not affected much either way, the majority of their customers being of the class who are quite ready to pay two or three cents more without asking any questions. "In fact," said one prominent retailer, "I doubt if two-thirds of my customers know to within a few cents just what they are paying for canned goods." A good deal of grumbling is heard against the big department stores on the score of under-selling the retailers' market. Buying, as they do, direct from the manufacturers, these stores are able to continue last year's prices of 10 cents each or three for 25c. on all canned goods, including tomatoes, and clear as large a profit as the retailer, owing to the increased trade which the reduction attracts. Some of the smaller retailers declare that this is taking the bread out of their mouths, but the majority of these complaints emanate from the chronic grumblers, who would not be satisfied if peas, corn and tomatoes enjoyed a ready consumption at 15 cents straight.

GUELPH.

Regarding your question as to whether the sales of canned goods have decreased or increased this year, I would say that after interviewing the different grocers, the general opinion seems to be that the sale has not been as good as usual.

One of the busiest grocers said to me that he thought the revelations of "The Jungle" in Chicago had not hurt the Canadian canners' business at all. He said that his business in canned goods seemed to be rather increased, and that he would be run out before his usual time. Others thought that the sales had not been quite so good, expecially in tomatoes, on account of the higher price.

Another dealer said that the sale of his finer line of canned vegetables and meats was dead, but on account of pushing cheaper lines, such as four tins of peas for 25c., three tins of corn for 25c., and one tin of corn, one of peas and one of tomatoes for the same price, he was doing a larger business than formerly. There is no doubt that the unpleasant taste left in the mouth by the reading of "The Jungle" has caused many intelligent, thinking people to limit their use of canned goods, but I think it is up to the grocers and canners to educate the public that the Canadian goods are clean, pure and analyzed first quality every time. If The Grocer would publish an article describing one of our best canneries, their methods and plant, I for one, would undertake to have it published in our local papers either as an advertisement or as reading matter, and if the grocers in other cities would do the same, it would materially help the sale of our Canadian canned goods.

The public have a short memory and already they are forgetting the horrible story of Chicago and for a salesman to say that the goods are Canadian made is, or ought to be, sufficient to insure a sale any time.

CHATHAM.

Retail dealers as a whole state that, though it is a little early in the season to speak definitely, the demand for canned goods promises to fairly equal, and possibly exceed, that of last year. A good trade is already being done in peas and corn, for which there is a liberal demand. Tomatoes are not selling quite so well, the high prices seeming to have a rather deterrent effect.

LONDON.

So far as your correspondent can learn from conversation with local retail grocers, the demand for canned goods this season in London is at least equal to that of a year ago. Before certain dealers began a few weeks ago to cut prices on what are regarded as the lower grades of goods, business in these lines was somewhat quiet, but since the cutting commenced, housekeepers have discovered that there is not much difference in canned goods after all, and there has been a very brisk demand for the cheapest kinds. The regular prices have been: Tomatoes 2 cans for 25c.; corn, 10c. per can, and peas, 3 for 25c. Now all but the so-called higher grades are selling: 10c. per can for tomatoes,; corn, 3 for 25c., and peas, four for 25c. "And," remarked one dealer, "I can sell at these figures and not lose money either. It all depends on how you buy," he added knowingly.

INGERSOLL.

Enquiries among the grocers elicited the information that canned goods were moving rather slowly, compared with former years. This is particularly true of tomatoes. The falling off in the demand for tomatoes is explained by the fact that the crop in this section last year was probably the most plentiful ever known, and housewives, as a rule, seized upon the opportunity to increase their supply. Another factor in a measure responsible for the slow trade in

(Continued on page 41.)

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 18, 1907.)

Sugar continues to climb upwards, another rise of 10 cents being noted this week. Values are steady in most lines of general groceries and a number of small advances are noted. Bakers' cocoa and German sweet chocolates have advanced 1 cent per lb. and there is a steady upward movement in nearly all lines of foreign dried fruits.

Business is very active in spite of the continued tie-up on the Canadian Northern lines, but money is reported "tight" because of the unsatisfactory transportation conditions.

CANNED GOODS—There is a steady movement of staple lines at unchanged prices. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 06½	2 04
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 4	1 41½
2's Egg, h avy syrup "	1 86½	1 84
Raspberries—		
2's red light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 93	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 84
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " " "	1 90
" 3 " " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 85
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River s Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb talls, per case	15 00
" " flats, per case	15 50

SUGAR—The price has been advanced 10 cents and quotations are now as follows:

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " sacks	4 95
Icing sugar in bbls	5 70
" in boxes	5 90
" in small quantities	6 30
Powdered sugar, in bbls	5 50
" in boxes	5 70
" in small quantities	5 75
Lump, hard, in bbls	5 80
" " in ½-bbls	5 80
" " in 100-lb cases	5 80
Raw sugar	4 50

SYRUPS AND MOLASSES—Quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bols. per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 30
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. p ils, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 10
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—Cooking figs in sacks have been advanced to 6 cents per lb. Peaches are easier. We quote:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 1¼
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selecte "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 1
" " " 3 "	0 10½
" " " 4 "	0 10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 8 -90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Voetizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking in tanns, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (2 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 2½
Peaches, choice, per lb	0 15
Peaches "	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—There is a brisk demand for evaporated fruit and the trade are expecting a further advance in the near future. Evaporated apples are selling now at 10¾c to 11c per lb., and the dried fruit commands a price of 9¾c per lb.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario h ney, 5-lb. tins per case	8 75
" 10-lb " "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5 lb. tins, 1-doz. case	8 40
" " 10-lb. " ½ doz "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO— Japan rice has been reduced to 4½ cents per lb. We quote:

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04½
Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per cwt	7 50
Sago, per lb	7 75
	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 8 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½

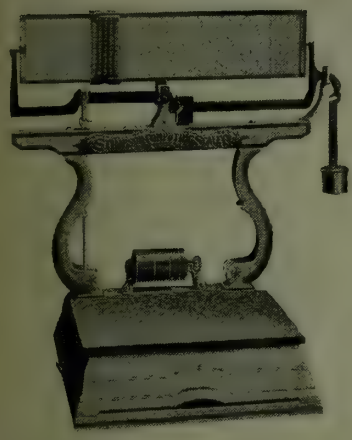
Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.



Stop the Leaks in Your Business

This scale gives the weight and value at the same time by one movement of the poise.

Write Us About It.

Stimpson Computing Scale Co.

34 Arthur Street, corner Notre Dame Ave.

Winnipeg, - Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Persons addressing Advertisers will kindly mention having seen their Advertisement in this paper.

Do You Sell Baking Powder ?

Would You Like to Sell More Baking Powder at a Larger Profit?

We have a selling plan for

Gold Standard

BAKING POWDER

"Guaranteed the Best" — that will interest you and pay you well

Fill out the blank below and we will forward you an outline of our plan.

The Codville-Georgeson Co., Limited

WINNIPEG, MAN.

Kindly forward me full particulars about your special offer on GOLD STANDARD BAKING POWDER.

My name is _____

My address is _____

Can. Grocer

Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES—In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" " " white, "	1 85

SALT—There has been a reduction in the price of salt. The f.o.b. price of carloads at Fort William and Port Arthur, $1.05 for fine and coarse; $2.40 for 3's; $2.30 for 5's; jute sacks, 23c; cotton sacks, 30c; rock salt, $1.30 per cwt.

WASHBOARDS—There has been a general advance of 25c to 50c per doz. in all lines of washboards.

PAN-DRIED OATS AND THEIR MAKERS

It is to a German by the name of Ferdinand Schumaker that we are primarily indebted for our morning dish of porridge; but Ferdinand is out of date, and, if we could taste the porridge that he turned out so many years ago it is probable that we should discard it for something more appetizing to the modern palate. But though Schumaker is but a memory, his original idea has expanded and materialized and been improved upon until to-day the man who does not make breakfast food a regular part of his morning meal is a rara avis, and probably an unhealthy one at that. As to the form that our breakfast food takes, that need not be a matter for much controversy, for anybody who has once tried the famous pan-dried oats (and who has not?) can seldom be induced to experiment with other brands. The story of a success is always of interest, and a few particulars of the methods by which this product has reached its present popularity may not be out of place.

Tillson's Pan-Dried Oats are manufactured at Tillsonburg and the town is indebted to George Tillson, its founder, for its present name. To his son, E. D. Tillson, it was indebted also for its first mill, a sawmill, which, being afterwards remodelled as a grist mill, was the foundation of the present plant. Six years ago the mills were formed into a joint stock company, with the management in the hands of G. W. and E. V. Tillson. The exact method of pan-drying by which such excellent results are obtained is a secret which the company have steadily refused to divulge, but a visitor to their factory comes away with the impression of system, cleanliness and modern methods of handling, the equal of which would be hard to find.

"Pan-dried" is simply the difference between properly and improperly dried oats. An unpleasant flavor was often given to the oatmeal by the smoke and fumes which were let in by the old-fashioned square kiln with perforated bottom. In the Tillson method the oats are given a pure coke and coal heat and no smoke is allowed through. Before the oats are rolled they are put through hexagon reels, sieves, double

The Pan-Dried Hockey Team of Tillsonburg.

cylinders, cockle machines, smutters and other processes calculated to rid them of every speck of dirt and rubbish. Pandrying and absolute cleanliness are the two things which make for perfection in Tillson oats, and the company is justly proud of the immense success which they have built up by their rigid adherence to them.

The Tillson Company have had their reverses to face and their difficulties to overcome. Theirs is not a success gained either by chance or influence. The reverses were met and the difficulties surmounted with the same spirit of indomitable energy and courage that has always characterized them and they stand to-day an example of industry, progressiveness and hard work that may be safely followed by their younger competitors.

The Tillson Company have made it a rule to put nothing in the way of encouraging any sort of sport that finds favor among its employes, and home-and-home hockey matches are played regularly during the winter. There is keen competition among the boys to make the team, and a general excellence of play is the result. The photograph which is reproduced on this page shows the team in all its glory, and a fine looking lot of fellows they are.

To the Tillson Company also belongs the credit of having given a stimulus to hockey in Toronto, in a section where it was badly needed. The Tillson Cup, a cut of which is shown herewith, was donated by the company three years ago to be competed for by grocers. Last year the James Lumbers Co. were the runners up against the Grocery Brokers' team, the latter winning the cup for the third time in succession by the narrow margin of one goal.

VIEWS ON CANNED GOODS CONSUMPTION.

(Continued from page 37.)

this line is the increased prices. This fact is especially noticeable in the sale of peas and corn, the output of which from a retail standpoint, also shows a dropping off. Corn is now selling at ten cents straight, while in former years it was always three cans for a quarter. The same condition of affairs applies to the tomatoes and peas. The latter are being sold at three cans for a quarter, but only two cans of tomatoes may be had at this price. Of course the season is rather early, but the indications do not warrant the belief that there will be as large a demand for canned goods in general this year as in the past. The salmon trade shows greater activity and will probably increase, as is usually the case with the advent of warm weather, when this product will, to a very great extent, take the place of cold meats. Canned pumpkin is not as popular as heretofore, which is explained by the scarcity and attendant high price of milk, which is essential in its preparation for the table.

J. C. Groom, Niagara Falls, has taken a partner, and the firm name is now Groom & Radford.

TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer)

St. John, April 15. 1907.

Business generally is reported to be in a very healthy condition. Merchants are greatly pleased with the trade this month thus far, and are looking for a continuance of good orders. Sugar has advanced and a slight increase is looked for in molasses. Eggs are somewhat easier, butter continues firm, and fresh fish show signs of a decline in price and a better supply. The market in grains is firm, but as yet no change in prices is recorded.

The advance in sugars took place on Thursday, all grades going up ten cents a hundred pounds. This will, no doubt, affect the molasses market.

The Tillson Hockey Trophy, held by the Grocery Brokers, Toronto.

Molasses — Choice Barbadoes — The early demand in Newfoundland has apparently been satisfied and the market has consequently declined. Considering the short crop and that there are practically no supplies in Porto Rico this season, the present prices seem reasonable and should lead to a large consumption. It is understood that heavy sales have been made in Barbadoes at the present prices.

Fancy Barbadoes—The market has advanced 1½ cents per gallon from the low point touched in March. This is equal to 2 cents landed gauge. The market is very firm in sympathy with the stronger sugar market, and the price of fancy molasses depends wholly on and will follow the course of the raw sugar market.

Porto Rico—Advices from Porto Rico are to the effect that the east end, which three years ago shipped to Canada about 12,000 to 13,000 puncheons of grocery molasses. will produce this season only about 150 puncheons, which shippers state they are advised will be the last grocery molasses produced in the east end of Porto Rico. This shortage will have to be made up from other islands, so the position for regular Muscavado molasses appears to be a very strong one.

* * *

In the produce line, eggs went off two cents a dozen, and will probably continue to decline slightly each week. Butter is coming in very freely but as yet there has been no change in quotations. So far the dealers say the demand is limited. Fresh fish are beginning to come in now, but as yet the quantities have been too small to have any effect on prices.

* * *

In the fruit market bananas are coming in freely, and oranges, particularly Valencias, are being handled in large quantities. All kinds of pork products continue high.

Maple sugar and candy have made their appearance on the market and are meeting with a ready sale; the former is selling for 18 cents a pound retail and the later for 25 cents.

JAMES TODHUNTER DEAD.

James Todhunter, of Todhunter, Mitchell & Co., Toronto, died at his home, 85 Wellesley St., Toronto, on Wednesday. He had been ill some months and had to give up active business over six months ago. Mr. Todhunter was an Englishman and spent some years in the grocery business in London. Coming to Canada, he and Mr. Mitchell founded the spice business that has since grown to such large proportions. Mr. Todhunter restricted his energies almost entirely to his business. He was of the old-fashioned type of merchant, reliable, methodical and thorough, and throughout a long business career has enjoyed the respect of a wide commercial community. He leaves a widow.

Geo. Barron, of Barron's, Toronto, reports the arrival of their second car of California navels this month. The sizes run more evenly than has been the case hitherto, and the stock was not abnormally large.

SITUATED WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

ENGLISH BREAKFAST BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

WE INVITE THE PUBLIC
TO VISIT
OUR EXHIBIT
AT THE
ARENA, Montreal
APRIL 15-27
CORONA
HAMS, BACON, LARD, PRODUCE, Etc.

CUT OUT THIS AD.
Customer presenting at our office will receive COMPLIMENTARY TICKET

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous

Ryan Brand

of provisions may appear some day.

To-day shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because particular people, knowing the genuine goodness of our provisions, will have none other. The trade of particular people does pay.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese continues firm, but the market is featureless. The make up to the present time has not been large and receipts, in consequence, are not great. Then, the attractive prices obtainable for butter have influenced many ... opening their factory. Early this year everybody believed that factory owners would make cheese in the Spring, so high were the ruling prices for this article at the time. Butter was not occupying a very strong position, and it was not thought that it would attract the attention it does now. When butter prices began to soar some little tim ago those who had been talking cheese then turned their attention to butter. As a matter of fact, there appears to be more interest taken in butter now by factorymen. For this reason cheese is not of such paramount importance as it would have been had January predictions worked out.

Old cheese is pretty well cleared up, few lots remaining unsold. What there is obtainable is sold at figures slightly lower than ruled last week. There is so little on the market that the price is not likely to cause any particular interest if it be one-quarter or one-half cent one way or the other.

New fodders, as has been stated, are not coming in freely at the moment. Cheese factories are making the line in more or less large quantities, but shipments to Montreal have not been frequent. In a week or two there will be much more cheese on the market than there is to-day.

It is a little early yet to mention the export season. Few cheese men will express their views upon the possibilities for this spring's trade. Just what kind of a market will rule is too much of an uncertainty to be talked of freely.

Prices for new butter last week soared 'way up, and stayed there. Everybody is asking for new goods. Nothing else will satisfy them. Dealers are at their wits' end in trying to give everybody satisfaction with the small lots of the new article which they are receiving. With most of the creameries in the country operating one would think that there would be plenty of butter for everyone, but so far there has been a scarcity which is very keenly felt.

Up to the end of last week, there had not arrived sufficient new butter to go around, allowing every person a share. Until all enquirers are supplied with at least a first lot, there will be a feeling of unrest in the market. Happily, butter this week has been coming in very well and wants are being supplied. High prices are not at all surprising considering conditions. Lower figures will not be witnessed until the market begins to be glutted, or at least extremely well supplied with new butter.

Old butter is practically cleaned up. The odds and ends of stocks held by various firms have nearly all been cleared out. It is safe to say that holders were glad to see the last packages of this nature leave their warehouses, as, in most cases, it was not of the best.

No one is looking forward to much of an export business at the opening of the usual export season, owing to prices in Canada being so much above the ruling figures in the old country. That there will be a decline is certain, as present quotations cannot last, but how soon will the market be upon an export basis?

Locally, trading is fair, there being good demand for all lines at ruling figures.

THE PROVISION SITUATION

Live hogs are another quarter down this week and the whole provision market is weak. Stocks held by packers for domestic trade can be replaced at lower prices and with the uncertain market in Great Britain there is increasing pressure here to sell. The demand is not rising to meet it. While fair trade is passing, the usual heavy spring demand has not begun.

The Old Country market is down 1s. to 2s., owing to the continued pressure of heavy Danish receipts. The Danes seem to have extended their bacon industry for good. The bulge is about 5,000 hogs a week, making deliveries between 32,000 and 33,000, instead of 27,000 or 28,000 a week. London quotations for Canadian at the decline are 54s. to 56s. and the packer claims to be making a loss at that. The Danes can make a little profit at 55s. and their quotations this week are 55s. to 58s. They must find an outlet for five or six to ten thousand more hogs a week. It means lower prices, which Canadians must meet.

Live hogs are quoted this week at 6.15 f.o.b. country points and that price is being pretty well adhered to, especially west of Toronto; east, where the Montreal and Ontario buyers come into competition there is an advance occasionally to as much as 6.25. Killings last week were about 24,000 and this week will be about the same. As the farmers generally like to get rid of their hogs before seeding, falling prices do not seem to have retarded delivery. The hogs coming forward are running pretty light showing that the farmers are keeping pretty well cleaned up. Wm. Harris, Toronto, one of the best informed men in the trade, stated to The Grocer this week that he did not think the farmers were much increasing the number of their hogs and he couldn't understand why, because they were the most profitable stock a farmer could raise.

Lard, compound tierces, per lb.	0 09½	0 09¾
" " tubs	0 09¾	0 09¾
" " 20-lb. pails, wood	2 05	2 10
" " 20-lb. pails tin	1 95	2 00
" " cases, 1 - lb. tins, 60 lbs. in case	0 10	0 10½
" " " 5-lb. "	0 10½	0 10¾
" " " 3 lb. "	0 10	0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 75	24 75
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Extra plate beef, per bbl	12 50	13 00

BUTTER—Butter continues rather firm, but easier prices are expected in the near future. Receipts are larger each day, and it is expected that the amount received will be so large as to necessitate a decline in prices shortly. At the moment, good prices are being paid for new creamery. Large rolls are high also.

New creamery, choice, boxes	0 30	0 33
" " pound prints	0 31	0 32
Large rolls	0 23	0 25½

CHEESE—The make of cheese is increasing. Fodders are selling around 12¾c., while the old cheese is quoted as high as 14c. and 14½c. Demand is fair.

EGGS—Receipts of eggs have been very good lately, but not sufficiently heavy to warrant the commencement of pickling and storing. Quotations are a little higher than those given last week. Some dealers ask 18c. Others demand 17c. and there are some who will not sell under 19c.

HONEY—Honey is unchanged. Little business is being done.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

PROVISION MARKETS

MONTREAL.

PROVISIONS—Business is limited, the trade apparently holding off for the opening of navigation, when shipping facilities will be better. Local trade is fairly good.

Lard, pure tierces	0 12½	0 12¾
" 56-lb. tubs	0 12¾	0 12¾
" 20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12¾	0 13
" " 5-lb. "	0 12¾	0 13¼
" " 3-lb. "	0 13	0 13¼
Long clear bacon, per lb	0 11	0 11¼
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams per lb	0 15	0 15½
Medium hams, per lb		0 15
Large hams per lb		0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain per lb	0 15	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	24 00
Lard, tierces, per lb	0 2	0 12¾
" tubs "	0 12¾	0 12¾
" pails "	0 12¾	0 12¾
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	11 00	12 00

TORONTO.

PROVISIONS.—In sympathy with the lower prices for hogs, pork products are easier this week and lower prices are being quoted for long clear, smoked breakfast bacon, hams and backs. Prices for lard and beef remain steady. There is a fair demand for provisions, but no marked activity.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

SPRINGTIME is at Hand !

The season for increasing the sales of

Clark's Canned Meats

is opening.

For fine quality and perfect condition of our products, and careful attention to the best interests of the trade,

We Yield Place to None!

Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 25
Veal	0 08	0 10½

BUTTER.—The bad country roads are the determining factor in the situation this week. Prices are higher than a week ago, but to say they are firm would be tempting Providence. Everyone expects them to go lower. No one is taking on more than his trade will dispose off immediately. There are practically no creamery solids or dairy tubs on this market.

	Per lb.	
Creamery prints	0 29	0 30
" solids	0 25	0 26
Dairy prints, choice	0 25	0 28
" " ordinary	0 23	0 24
" rolls, large choice	0 24	0 25
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 21

EGGS.—While the bad roads retard also the supplies of eggs coming forward the price is held steady by the packers, who are now taking the surplus over immediate consumptive demand. Lower prices are anticipated.

Eggs (strictly new laid)	0 17	0 17½

CHEESE.—New cheese is not a factor on the market yet. The little made is going at the factory at 12⅛ to 12¼c. Old cheese is selling between 13⅜ and 14c. Holders are not anxious. The exports from Canada during the past two weeks were 16,000 boxes less than during the same two weeks last year.

Cheese	0 13½	0 14

HONEY—The market is quiet. Prices are unchanged.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY.—Practically no supplies are coming forward. Business is very limited, at unchanged prices.

Live Weight.

Old fowl	0 11
Ducks	0 17
Young chickens	0 13

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 15
Tom Turkeys	0 14
Hen "	0 18

WILSON'S Fly Pads

Advertising contracts for the coming summer will cost 70% more than last year's.

This will create another large increase in the demand.

Archdale Wilson, - Hamilton, Ont.

NEW CHEESE MARKET.

A representative meeting of cheese men and others of Norfolk County have passed a resolution requesting all cheese-makers in the county to co-operate in organizing and establishing a cheese market in Simcoe, to be ready for the opening of the Spring season.

J. L. Watt, of J. L. Watt & Scott, Toronto, has started on an extended European tour with Mrs. Watt. They will go first to Italy and visit a number of Mediterranean cities before going north. They will be away three or four months.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

PROFIT MAKING

This is what we are all trying to do, in fact it is the all-necessary thing in order to make any business a success, and a large share of the responsibility lies with the buying end of the concern. Buying is a feature in our business to which we pay special attention. Our output has grown to such demensions that when an opportunity presents itself—to pick up a large block of goods at an interesting price—we are always ready to jump in and scoop the lot.

This is one way by which we can help to make buying easy for you, because we are always willing to share this extra profit with our customers.

Barbadoes Grocery Sugar

just arrived and now is the time that you should have some of this line in stock. There is a good demand for it and if you will only let your trade know that you have it, you will be surprised at the turnover, and the best feature about this line is you can make a substantial profit on it.

In small barrels, about 240 lbs., at **3⅜**c.

New Brazil Nuts

They are washed and are the finest quality we ever had, **15½**c. lb.

Prunes

We have a complete stock of all sizes, from 90/100s to 40/50s in 25 and 50-lb. boxes, also some of Tillson's in 10-lb. boxes. This size package has become very popular.

Tillson's 40/50—10-lb. boxes, **8⅞**c.
" 50/60—10-lb. " **7½**c.

Cascade Salmon, $1.00 doz.; Royal Club Finnan Haddie, **90**c. doz.
Dold'sCondensed Soups, **85**c. doz.; Fard Dates, 60-lb. boxes, **5**c. lb.
Brown Sago, **4½**c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally
By T. Johnson Stewart

The grocer who does not believe in advertising is not dead—although he has slept for long. For almost six weeks we were constrained to imagine that he had journeyed on, or that he had sold his grocery business and made a flank movement on Cobalt. Imaginings are generally vain and idle. Mine were both. Because the grocer who does not believe in advertising — who has never believed in advertising, and who will never believe in advertising—came along the other day and with the aid of a picturesque and varied vocabularly attacked our "theory of advertising" just as recklessly as we have seen men, not in the grocery business, attack a Welsh rarebit a few hours before the dawn. And the unbelieving rascal could talk like an Irish bard or a lady determined to emancipate her sisters from the exasperating rule of mere man and confer the suffrage on the female population of the world. Again and again the scribe attempted to trip up the orator; but the rushing, bubbling torrent of words flowed on until he ceased from pure exhaustion. Then I read a few sentences from authoritative sources, and, although I do not think that there is a grocer in Canada ignorant of the facts conveyed, yet I'll reprint them to show that there are real live grocers who attribute their success to a judicious use of printer's ink, thereby upholding our advertising philosophy.

* * *

Sir Thomas Lipton, who has made $50,000,000 in twenty years, attributes his success to printer's ink employed in the advertising columns of the newspapers.

James Butler, of New York City, who was a poor man fifteen years ago, is a multimillionaire to-day. He attributes his success to judicious advertising.

Sir Wm. Mackenzie is one of the wealthiest men in Canada to-day. He only abandoned the grocery and provision business to manipulate four thousand miles of railroad and control the traction systems of many of our biggest cities. There are some things which poor, penniless grocers cannot do —they cannot buy up electrical systems and control thousands of miles of railroads. And all the world knows that Sir William believes in advertising, and lots of advertising at that. To clinch my arguments I handed a batch of 21 "Trade-bringers" to my sceptical friend—ads. written by a grocer in a small city—ads. which have actually demonstrated in cash returns the benefits attending common-sense advertising; but the unbeliever vanished while I read McCrea & Son's letter and would not be convinced at all.

"These ads. were all successful; that is, they paid us good hard coin for the money spent, and I thought you might like them to illustrate or criticize."

We certainly do like them, Mr. McCrea, and we would like to print a number of them in this issue—if we had the space. We will pick out one at random from this batch of trade-bringers. There is nothing remarkable about that ad.—not excepting that it is pretty full of good sound sense. McCrea & Son have values for the people of Guelph—good values—and this kind of advertising pays because McCrea & Son make good. There is no exaggeration, no slashing and cutting of prices, but there is a plain, straightforward statement of good values. That sort of advertising always wins the better trade—the trade it pays most men to cater to. Greatly reduced prices never fail to frighten particular people away from any store. The grocer, above all other merchants, must be exact in his advertising, because the shrewd housewife can almost tell the state of his stock after reading his ad. Many grocers might profitably model their advertising after McCrea & Son's. The main point about all successful merchandizing is touched on here. McCrea & Son prove their ads.

REMINDERS.

Remember

THAT $2.60 will buy a shaded and gilt 10-piece Toilet Set while our Special Sale lasts.

THAT we are serving Cowan's celebrated Cocoa and Eating Chocolates free and demonstrating their Chocolate Icings every day this week at the Main Store, Wyndham St.

THAT 25 cents will buy 4 packages of McCrea's Jellies, 15 different flavors.

THAT 20 cents will buy one dozen choice Sonora Oranges..

THAT 23 cents will buy one dozen Sweet Navel Oranges.

THAT Lent is on, and

THAT we are headquarters for all kinds of Salt and Fresh Fish.

For Sale at Both Stores

WE PROVE OUR ADS.

THE NOTED TEA STORE AND CHINA PALACE,

J. A. McCREA & SON,

Wyndham Street and Elora Road

Beaver Brand Special Hams

"THE BRAND THAT'S IN DEMAND"

Not every ham will stand the test for Beaver Special ham quality; about one Special ham out of every ten good hams. They must be taken from young and well-matured hogs. They must be firm in flesh and not too fat, and weigh not less than ten pounds, and not more than sixteen pounds. Then they must be cured **the Ingersoll way,** carefully watched and cared for during curing and smoking process; cured in a heavy syrup made of absolutely pure granulated sugar, and smoked slowly with hard wood. Then you have the sweet, juicy, tender Beaver Special, that's so delicious, if prepared as follows:

HAM AND EGGS

Take a thin slice of Beaver Special Ham, dip in cold water, slightly dry on cloth, broil quickly over a hot fire. Put in a frying pan a lump of I.P.C. butter and one of Ingersoll lard, sufficient to cover the bottom of the pan when melted. Break each egg into a saucer, then slide carefully into the hot grease. Cook gently until the desired degree of hardness is obtained. If cooked rapidly, the grease becomes too hot, and the egg will be dark around the edge, whereas they should be milky white. Serve around ham on a platter and garnish with sprigs of parsley. ("If you use ham grease for frying eggs, they will be dark and greasy looking.")

Ingersoll Packing Company

Pork Packers and Cheese Exporters

INGERSOLL - - - CANADA

The BEST that MONEY and EXPERIENCE can PRODUCE

O'MARA'S

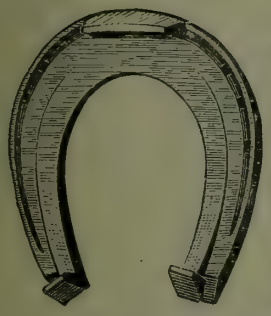
BACON,
HAMS,
LARD,
SAUSAGE,
BOLOGNA,
COOKED MEATS

Prices Right.

Phone or Wire for quotations at my expense

JOSEPH O'MARA

Palmerston, Ont.



The "Horse Shoe" is Emblematic of Good Luck

Grocers carrying cured meats in stock can testify that

"HORSE SHOE" Brands

OF

Hams, Breakfast Bacon, Skinned Backs and Short Rolls

have brought them good luck.
Write for trial order.

JOHN DUFF & SON

HAMILTON, ONT.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

—they make good. We will refer to these trade-bringers in a later talk.

* * *

Mr. McCammon, we note what you say about competition, and, of course, "cutters" certainly do rile a man some. Your inference is quite just. The most of particular housewives in your town will talk as you have made the lady talk in your ad. However, I would ignore all such competition. Tell your own story in your ads. Talk quality all the time and prices when you can, and you can easily afford to ignore all competition as well as the methods of all competitors. I consider that last ad. you forwarded fairly good advertising, although it is not just my style.

* * *

DeWolfe & Lamont's ad. is good enough—having just one fault. It's too brief. Besides, the people of your town, knowing you well, can infer lots from that ad. which I cannot. Your little ad. is much better than some big ones, but you can afford to spread out a bit. Tell the people more in print.

* * *

Those grocers who have not forwarded samples of their advertising may enliven the next talk considerably by doing so. Be not afraid! Send 'em in.

TRADE NOTES.

John Roos, tobacconist, of Ottawa, is dead.

Bean & Morrison, confectioners, Fernie, B.C., have sold out.

Chas. E. Hillyer, confectioner, etc., Toronto, has sold to F. Heal.

T. Beck has started a cigar and confectionery business in Fernie.

Mackay & Currie, general merchants, Salmon Arm, B.C., have dissolved.

Will Ashworth, the Ontario representative for the N. K. Fairbanks Co., was in London this week pressing the merits of Gold Dust upon the notice of the trade. They have a new soap called Sunny Monday, which Mr. Ashworth is very enthusiastic about.

Thos. Wood & Co., importers of "Boston Coffees," have divided their western Canada field, a step necessitated by their increasing business. E. J. Clark, who was formerly responsible for the whole ground, has been given the territory of Winnipeg and Manitoba, while R. S. Cook has been appointed to Saskatchewan and Alberta.

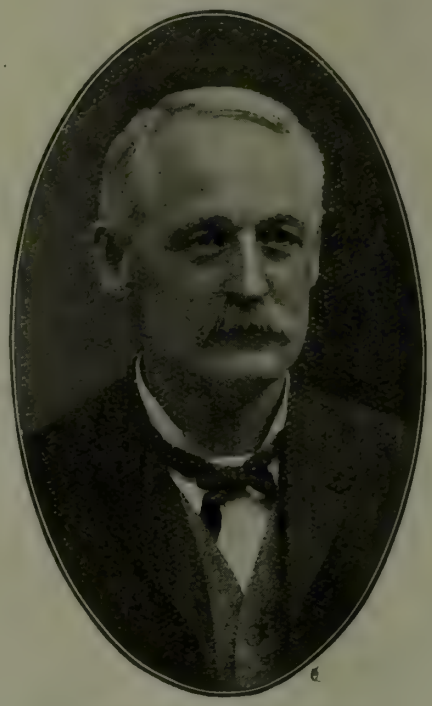
Bernard & Co., Yokohama, Japan, and Detroit, Mich., have just sent to join their staff in Japan Leonard Sherman, formerly with Hunt & Co., of Japan. He sailed from Vancouver by the Empress of Japan on the 16th inst., and visited a number of Canadian and American cities on his way to the coast. C. M. Bernard, the principal of the firm, has just completed has 32nd year as a shipper of Japan tea.

BUSINESS MEN IN PUBLIC LIFE

No. 18

Samuel Screaton, London.

That Samuel Screaton, head of the well-known London wholesale grocery firm of Edward Adams & Co., has not advanced further in public life than he has is due to the fact that his private business affairs take up so much of his time that he has no particular taste for public office. His splendid executive abilities are, however, well known to the citizens of London, and had he so cared he might long ago have been a



SAMUEL SCREATON, LONDON.

far more conspicuous figure in public affairs than he is to-day. When, five years ago, a vacancy occurred, through death, on the Board of Trustees of Victoria Hospital, Mr. Screaton was prevailed upon by the city council to accept the position, solely because of the interest he has for years taken in that home of the sick. He was at once chosen chairman of the board—a position he has ever since held. Twice has he been unanimously elected to the board by the citizens—no mean honor in a city where election contests are taken so seriously as they are in London. Mr. Screaton's parents were amongst the earliest settlers in what is now the Forest City, and Samuel, who was one of a numerous family, was born here fifty-six years ago. He received his education in the old union school in that city. Thirty-five years ago he entered the employ of Edward Adams & Co., the oldest grocery firm in Ontario, if not in Canada, having been established in 1837, and that he has risen to be the head of so important a firm is evidence enough of his superior business capacity and sterling integrity. It is such men as Mr. Screaton who are the backbone of Canadian business life.

JAPAN RICE MARKET.

Higher Duty Proposed—Guilds Opposing—Present Crop.

By Alex. MacLean, Canadian Commercial Agent.

It is proposed at the present session of the Japanese Parliament, to increase the tariff upon cleaned rice from the general duty of 32 cents to 50 cents per 133 pounds. Japan, besides being a large producer and exporter of rice, is also a large importer. The Japanese farmer sells the rice of his own growing, which is of high quality and commands a high price, and buys the imported article because it is cheaper.

Prior to ten years ago the bulk of rice was imported uncleaned. Since that time the uncleaned importation has fallen away to 4 per cent. last year. The cause if this change is alleged to be that the profit realized by the trade, upon the cleaned, was about 8 cents per 133 pounds more than upon the uncleaned, or "paddy." This proposed increase of duty has a protectionist aspect. The idea is that it will build up the rice-milling industry without increasing the cost of this staple article of food to the Japanese consumer.

At Kobe, the chief rice trading centre, the Imported Rice Dealers' Guild are taking steps to oppose the measure to the utmost, and to that end are inviting the support of the associated guilds. The argument in substance is that the preference for cleaned or hulled rice is a long continued and natural development of trade; that the increase of duty will not create a trade preference for the unhulled product, and will therefore advance the cost of food to the masses.

As affecting the present rice market and the early outlook, much speculation is said to be going on, amongst those who are interested, on account of the anticipated scarcity of supply this year owing to the small quantity of stock which is supposed to have been carried over from last year. Experience during ten years past tends to show that the supply would invariably increase in the year following that in which a smaller supply was availabie. Last year's supply did not exceed 40 million koku, therefore it is believed that only a small stock has been carried over to this year. Unless, therefore, this year's crops turn out exceptionally good there would be a great increase in the importation of foreign rice. According to official returns the production of rice for 1906 is put at 46 million koku, which is a little more than the normal output, whereas private investigations agree in estimating it at far below the average harvest. At any rate, the general belief appears to exist that a large amount of foreign rice will be imported this year. The quotations for forward delivery have now risen to $8.50 per koku (nearly 5 bush.) and brisk speculation is going on.

THE GREAT PROBLEM IN AMERICAN LIFE

By Prof. J. G. Schurman, an eminent Canadian, now head of Cornell University.

The regulation of consolidated and incorporated capital is likely to be the problem of American politics for the next few decades. No thoughtful man acquainted with the lessons of human history can survey the prospect which stretches before us without deep anxiety. It took a great civil war, extending over four years, with a sacrifice of hundreds of thousands of lives and an expenditure of millions of money, to dispose of the constitutional issue on which American political parties formerly divided.

Now that the contest of our parties is waged over economic questions with corporations indeed in the foreground but with the demand for a more equal distribuion of worldly goods in the distance and the spectre of socialism hovering just beyond the horizon—what eye but the eye of omniscience can divine whither and to what we are drifting.

Yet we cannot idly fold our hands or like cowards retreat. Whether we will or not we must face and solve the politico-economic problems which the Zeitgeist has trust upon us. But everything depends on the way in which we attempt the task and the spirit in which we go about it. The safety of states lies in the wisdom, the justice, the moderation, and the civic righteousness of their citizens. If these fail us, the doom of our Republic is written in the history of Rome.

In all the vast and varied panorama of the history of mankind I know nothing so full of interest and instruction for this generation of American people as the later days of the Roman Republic —the century of the Gracchi, of Marius and Sulla, of Crassus and Cato, of Pompey and Julius Caesar.

When the older Gracchus appeared on the scene Rome was still a republic which had undergone transformation from the earlier city-state, with its centuries of courage, civic virtue, and great achievement. Rome had become a world power and was bearing the responsibilities and the burdens of empire.

Her population was no longer a race of farmers, her citizens left the soil and crowded into the cities. The blood of the native stock had become diluted with a foreign strain. The State itself was distracted by a contest between the popular Comitia and a senatorial oligarchy in which each claimed and strove to secure supreme sovereignty.

Unhappily for Rome, a self-constituted savior of society appeared who had eyes to see that the times were out of joint and conceit to believe that he was born to set them right. He was a man of impulsive temperament, who brooked no oposition to his will, and who could not even appreciate a sincere difference of opinion in an honest opponent.

Vain, self-confident, reckless, autocratic, he was also thoroughly honest and deeply persuaded of his own good intentions. And, as fate would have it, he possessed the gift of eloquent speech. This man, who thought himself foreordained by the gods to be the regenerator of Rome, was Tiberius Gracchus. He was, says the historian:

"One of the most striking instances in history of the amount of evil that can be brought about by a thoroughly honest and well-meaning man, who is so entirely convinced of the righteousness of his own intentions and the wisdom of his own measures, that he is driven to regard any one who strives to hinder him as not only folish but morally wicked.

"The type of exalted doctrinaire who exclaims that any constitutional check that hinders his plans must be swept away without further inquiry, that every political opponent is a bad man who must be crushed, has been known in many lands and ages, from ancient Greece down to the France of the Revolution."

Tiberius was the champion of the small producers who had been driven out of business by the great capitalists. He insisted on taking away from the capitalists, without compensation, the lands they had held without question from 70 to 200 years, and distributing them among the petty farmers.

His reforms resulted in riot and massacre, in which the reformer himself miserably perished. But his policy of confiscation without compensation launched the State upon a century of civil war and ruthless proscription, which ended in the overthrow of the republic and the soulless despotism of the Caesars.

Thus ended the first historic attempt of political parties to solve great economic problems. Yet Tiberius Gracchus is not to be blamed for recognizing and facing those problems. The agrarian question, involving the proper relations of the small cultivators and the big capitalists, had to be fought out in the Rome of that day as the relations of public service corporations to consumers and the public must be settled here and now.

The historical results would have been entirely different had not Tiberius Gracchus lacked a just sense of reality, a knowledge of business, and a perception of the dominance of natural law in the sequence of economic phenomena and had he not injected into a grave and complex question of Roman politics a personality of boundless self-confidence and autolatry, equally impatient of opposition and incapable of judicial investigation and consideration.

CANADIANS INVITED.

Organization of the retail grocery trade is being prosecuted vigorously in the United States. The latest extension effort announced is the formation of a state association in Vermont this month. In a letter to The Canadian Grocer, editor Elisha Winter, organizer, writing for the president and secretary of the Burlington, Vt., Retail Grocers and Provision Dealers Association, said:—"I was reading your editorial in last week's issue on the topic of a distinct grocers' association and organization in Canada, and we would like to have you extend a cordial invitation to all our Canadian brethren, who may be so inclined, to attend our convention. I shall feel grateful for the addresses of any of our brethren in Canada who are disposed to attend."

Mr. Winter's address is the Van Ness House, Burlington. It would give the organization movement in Canada a great boost if a number of prominent Canadian grocers would attend the Burlington convention.

In a circular calling the convention, the promoters say:

"The State of Vermont has never been represented at any of the past annual gatherings of our National Association, which now has the affiliation of 38 states, representing 75,000 merchants, including Maine, New Hampshire and Massachusetts.

"Of the three links—national, state and local—constituting the chain, each bears an important part; identification with each is necessary for securing complete results. Fifteen state garnishment laws have been passed in the last five years, in as many states. The recent enactment of a national food law should at once receive the intelligent co-operation of the merchants of Vermont. The parcels post legislation has been killed in our National Congress, but this outrageous attempt to assassinate the 250,000 merchants of the United States for the benefit of catalogue houses is still a threatening danger in the future."

RAPID TRANSIT (?).

Todhunter, Mitchell & Co., Toronto, shipped a car of goods to Calgary January 5th. They received advice that car had passed North Bay on Saturday, April 6th.

GETTING AFTER THE SOAP TRUST

W. H. Lever, M.P., speaking some days ago at the annual meeting of Messrs. Lever Brothers, at Port Sunlight, Birkenhead, said that great difficulties had been experienced owing to the rise in the price of raw material, but declared that, notwithstanding this fact, he had every reason to congratulate the shareholders.

This heavy cost of raw material and the increasingly keen competition had made a working arrangement necessary amongst soap-makers in order to effect economies.

They had met with attacks from a section of the press, and they had issued writs against the Daily Mail and its associated newspapers. He looked forward with confidence to the result of this appeal to a jury.

OTTAWA RETAIL GROCERS IN ANNUAL MEETING

F. W. Forde Elected President for Fourth Term—Secretary H. C. Ellis Retires After Seven Years' Efficient Service.

The annual meeting of the Ottawa Retail Grocers' Association was held in their cosy rooms at Royal Albert Hall on Wednesday, the 10th inst., and altogether 'twas as interesting a meeting as the Ottawa grocers have had for some time. Reports from the treasurer and secretary for the past year were received. Election of officers for the ensuing year took place; delegates to the coming convention of the Retail Merchants' Association at Hamilton, July next, were selected; discussion of the early closing question was indulged in, and, in addition, other minor matters in connection with local work were dealt with. A report from Mr. Provost, whose committee were gathering information as to the advisability of holding a pure food show in Ottawa during the week of the Old Boys' Reunion, when it is expected some 10,000 visitors will be in the city, was received.

F. W. FORDE, RE-ELECTED PRESIDENT.

Secretary Ellis gave a comprehensive report of the past year's work, showing all that had been done, the questions considered and decided, the outings held and the addresses heard by prominent business men during the year. Mention was made of the loss to the association in the deaths of Messrs. Warnock, Bryson and Thomson. The membership, now 56, showed an increase of four over the previous year.

The treasurer, C. J. Provost, came in for a great deal of praise in regard to the manner of handling the finances. His report was an excellent one, and showed a balance on hand, after all accounts were paid, of $278.22.

The association were interested during the year in assisting with the passing of a by-law regulating the hours of doing business—which came into effect on the 12th inst.—requiring all grocery stores to close at 6 p.m. on ordinary week days and 9 p.m. Saturdays and on the eve of all public holidays. It may be noted here that nearly all lines of trade in Ottawa are following the initial step of the grocers and adopting the same hours of closing, so that Ottawa may be considered a model city in this respect.

President Forde and Vice-President Booth gave verbal reports, thanking the members and other officers for the assistance given them and expressing pleasure at the success of the association, which was due altogether to the harmonious way they all worked.

The election of officers, which was by ballot, resulted as follows:

President—F. W. Forde (re-elected).

Vice-presidents—Wm. York and P. Lamoureaux.

Treasurer—C. J. Provost (re-elected).

Secretary—A. G. Johnson.

H. C. ELLIS

Retired from secretaryship after several years of efficient Effort.

Executive committee—Alex. Phillips, Jas. Mundy, John Bambrick, Geo. Atkinson, H. C. Ellis.

Auditors—A. Cochrane, Wm. McAllister.

President Forde was elected for the third term; Treasurer Provost for his third term. Secretary Ellis resigned this year after being seven years in office. The association is to be congratulated in securing Mr. Johnson as his successor.

It was remarked by one who knows that this year's officers are as fine a selection as were ever elected. It is to be hoped that the coming year will be a banner one.

The new officers will tender an "At Home" on the next social evening to the members and their friends.

A CLOSE SHAVE.

W. H. Stevens, president of the Canada Flour Mills Co., of Chatham, who is stopping in Toronto for a few days, narrowly escaped serious injuries from the sudden collapse of the boarding erected by the J. E. Webb Contracting Co. on King St., adjoining the Canadian General Electric building. Several people were passing at the time of the fall, but Mr. Stevens was the only one who failed to escape. He was knocked down into the street, his hat and umbrella broken and smashed, and his overcoat plastered with mud. Several bruises and a severe shaking-up were the extent of his personal injuries, on which he may congratulate himself, for the percentage of those who can boast of having coming through such an experience at all is a small one.

GOT TO LIKE IT.

"I've been selling butter for a good many years," said a well known American trader recently, "and have always despised such substitutes as butterine and renovated butter. But I have changed my mind. I took a vacation in Bermuda and found that there oleomargarine was used very largely because it stood the weather better than butter. As a matter of necessity I took to eating the stuff, at first with disgust, but later with better grace. Suddenly I discovered that it was quite as palatable as creamery butter and when I came home I really had almost as much distaste for butter as I had for oleo. Funny, isn't it?"

In a small town in Pennsylvania are two brothers who are engaged in the retail coal business. A noted evangelist visited the town and the elder brother was converted.

For weeks after his conversion he endeavored to persuade his brother to join the church. One day he said to him:

"Why can't you, Richard, join the church as I did?"

"It's all right for you to be a member of the church," replied Richard, "but if I join who's going to weigh the coal?"

C. J. PROVOST, RE-ELECTED TREASURER.

RESULTS OF PURE FOOD LAW

Review at end of three months' enforcement of new Act in the United States.

The results of the National Pure Food Law passed by the United States Congress last year, and which came into force on Jan. 1, are, or ought to be, of great interest to everyone associated with the food stuff trade in Canada.

The New York Journal of Commerce. under the heading "Grocers and Food Law," has summarized these results for the first three months of the law's operation as follows:

The National Pure Food Law has been in operation just three full months, and every believer in honest goods sold on honesty in an honest way cannot but feel a sense of gratification in the way it has been met by the producers of foods. With scarcely an exception the manufacturers and dealers in materials used for food consumption have welcomed the law and taken every step to make it effective, not only with themselves, but throughout the trade. It has been evident that no one has the slightest desire to evade the law, so long as he is assured that his competitor will not be permitted to.

The chief difficulty the trade has encountered has been to apply the new order of things to the details of old established business methors. It has been difficult to say just what constituted simple honesty in its bare terms, and even the department officials have encountered more obstacles in the ramifications of the law than they ever anticipated. The avidity with which manufacturers and packers hastened to consult the department in their efforts to conform to the law in its very letter has been one of the most reassuring indications that the new regulations will have back of them an immense measure of public sentiment. Any law backed by a wholesome public opinion cannot fail to be effective. As things stand today, every manufacturer and dealer who has brought himself into conformity with the law has also, out of the sheer jealousies of trade, enlisted himself as an ally of the Bureau of Chemistry and the Agricultural Department to see that everyone lives up to the law as he does.

Changes Greater than Supposed.

The new law has wrought more changes in the actual composition of food products than is generally supposed. Not that the adulterations and petty deceptions practised in the past were necessarily a menace to the public health, but they were an affront to the public confidence. Few manufacturers would stoop to put into their goods anything they regarded as really harmful, but they would use adulterants and label their products in a way to conceal the fact. "Pure pepper" was half or two-thirds other stuff ground up with enough real pepper to pass muster and sell with a large profit. Syrups and molasses were quite as palatable and fully as wholesome if adulterated half with glucose. And many other products might be named as showing the general custom that had arisen of cheapening food products by adulteration yet forgetting to state it on the label.

The administrators of the new law have interpreted it in the simplest possible form—sell pure goods or tell the truth on your labels. Between those two alternatives the manufacturer has, with few exceptions, elected to sell pure goods. The declaration of the adulteration on the label injured the sale of such goods with a public which had not heretofore suspected. So the manufacturer and dealer have been willing to stop cheating if only their neighbor would. It has proven conclusively that it was the severity of competition, rather than any innate fraudulent disposition, which led to the abuses of the past.

Will be a Blessing.

There is a general belief in the trade that the Pure Food Law will be a blessing to the community once its changes are understood and the trade has become adjusted to the new arrangement. For the present, conditions are only gradually coming out of the chaotic state in which they were temporarily plunged. In the future the reputable merchant and manufacturer will be freed from the competition of the unprincipled dealer and blender. The public will be assured of pure and wholesome foods, and the whole commercial structure cleansed of a disease, which was certain to eventually sap its very life.

Broad-minded men in the food trade generally agree that the law has really been a benefit to them in bringing them back to a fidelity toward the consumer they were unable to maintain against the irresistible tide of competition. They had drifted into fraud without realizing it. It has set them thinking, and in many instances has brought them to adopt new ideals which are steps in the line of progress. Take the preservative question. To-day every manufacturer who holds fast to preservative does so only because he feels that he must. Show him that he can produce and keep his goods without benzoate or any similar substance and he will welcome the change. Dr. Wiley says it can be done, and to-day everyone believes that he is right, though they do not all coincide that it can be done to-day.

Dr. Wiley's Influence.

Then there is the item of Dr. Wiley himself. The Pure Food Law has brought about a harmony of purpose between the theoretical food chemist and the practical manufacturer never existing before or even possible. Dr. Wiley and his assistants understand the food manufacturer and his problems better than ever before, and the manufacturer, instead of hating the Bureau of Chemistry and distrusting it, has come to regard it as an ally in improving the methods of producing and marketing foods. In brief, while the Pure Food Law has caused a great revolution, involving an upheaval of one of the greatest of business factors, it has in three months won for itself a very general commendation from the trade, the manufacturer and the consumer alike.

THE SPORTSMAN'S PARADISE.

From the New Brunswick Tourist Association comes an illustrated booklet descriptive of the sporting, touring and other possibilities of this Canadian province. The illustrations, which number over a hundred, are taken direct from photographs, and the holiday-seeker who fails to find what he wants among the seemingly inexhaustible variety of pleasures extended to him doesn't deserve a holiday at all. Read this extract:

"The fishermen and hunters will find a living interest in the teeming rivers, lakes and streams, where can be caught the lordly salmon and the speckled trout, and in the forest reaches where the giant moose, the deer, caribou, bear and other animals roam. * * * The stately forests, many rivered hills, nestling lakes and velvet-carpeted caribou plains, present to the modern voyager a page from prehistoric days—a veritable dream-land Paradise, whose evergreen vales and teeming waters smile to-day as they did in the time of Cartier and Champlain."

Anybody who wants one of these booklets only need write for one. Address, A. Pauline Scovil, secretary New Brunswick Tourist Association, 85 Prince William St., St. John, N.B., and copy will be sent to him forthwith.

FOOD TESTING.

The annual report for 1905-1906 of the Department of Inland Revenue, dealing with the adulteration of food, shows that out of a total of 2,095 samples examined, 1,304 were found genuine, 402 doubtful, and 389 adulterated. The latter included 116 samples of pepper, 14 of tincture of ginger, 16 of olive oil. 82 of fruit preserves and 147 of maple syrup. The ratio of adulteration found in the last-mentioned commodity amounted to nearly 50 per cent. of the samples analyzed.

Out of 322 canned meat samples examined and analyzed all but four were found genuine.

If you want more Business from Western Canada;

¶ If you want to establish agencies;

¶ If you want to get your goods better known to consumers;

¶ If you're introducing a new article and want to get it in the home and the store **quick**;

¶ Take a space in

Western Canada's Pure Food Show

Winnipeg, July 1-13-07

¶ If you want 60,000 consumers to know your product;

¶ If you want housewives from all over the West to try your product;

¶ If you're looking for an increase in your trade;

¶ Send in your application.

"It's the Only Way"

ADDRESS

W. A. COULSON, Sec'y,

Retail Merchants' Assn. of Western Canada,
53 Scott Block, Winnipeg, Man.

HIS MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our NEW PRINTING DEPARTMENT

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish lay-outs, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's different"
let us hear from you

MACLEAN
PUBLISHING
CO LTD
John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his mark

WINNIPEG WHOLESALE SHIPPERS

An association of the traffic managers connected with the different wholesale houses in Winnipeg was formed last week by G. E. Carpenter, manager of the transportation department of the Winnipeg Jobbers' and Shippers' Association. The object of the association is to bring together the traffic men in the different wholesale houses, for the purpose of discussing matters of interest and systematizing their work. The following were the officers elected :

Hon. president, J. H. Ashdown ; first hon. vice-president, A. A. Gilroy ; second hon. vice-president, W. Georgeson ; president, W. P. Curran ; vice-president, T. H. Van Every ; secretary, J. T. Peer ; treasurer, G. E. Carpenter ; executive committee, P. G. Denison, R. J. Salisbury, D. W. Harmer, with the president, vice-president, secretary and treasurer.

Those present were : R. J. Salisbury, representing R. A. Rogers & Co. ; A. Cookson, Miller, Morse & Co.; P. G. Denison, J. H. Ashdown & Co.: T. H. Van Every, Marshall & Co.; W. Reynolds, Kemp Mfg. Co.; E. P. Daly, J. Y. Griffin Co.; W. P. Curran, T. Eaton Co., Ltd.; J. D. Clair, Foley, Lock & Larson ; R. Bagot, Kilgour, Rimer Co.; R. W. Harmer, Codville, Georgeson Co.; L. Robinson, T. L. Robinson Co.; F. G. Man, McClary Mfg. Co.; J. T. Peer, Dunn Brothers ; G. G. Carpenter, Winnipeg Shippers and Jobbers' Association ; H. S. K. Drury, president engineer board of railway commission.

FIRST FRUIT BOAT.

Reports received in Montreal by the Thomson line are to the effect that the "Bellona," the first direct fruit boat of the season, sailed from Carthagena on April 13, to call at Sorrento and Burriana for her cargo of oranges and lemons. She is due in Montreal just as soon as it is possible to get up the river. Exact figures as to her cargo are not obtainable, but she carries in the neighborhood of 30,000 cases from Sorrento, and 4,000 cases from Burriana and Carthagena.

The second direct steamer, the "Fremona," is now loading at Messina, and is due to sail this week.

WOULD IT WORK BOTH WAYS?

In pursuance of their effort to hold the manufacturer, jobber and retailer in their respective places, says a writer for the grocery trade in a New York paper, the Omaha Retail Grocers' Association announces that it will organize a co-operative wholesale grocery company if the jobbers do not stop selling direct to consumers.

Without attempting to pass on the efficacy of such measures to keep the various factors of trade in their proper channels, or even determining what is the proper channel of each—a matter largely dependent upon circumstances—isn't there in this action a suggestion for retaliatory measures by the jobbers ? Think it over a bit ?

And in the same way aren't the whole bulk of retail traders practically branches of the jobbing houses that served them ? If it be true, as stated so many times by jobbers, that they are carrying large credit accounts of retailers which, if foreclosed, would wipe out of existence the small dealers, why aren't such stores the retail outlets of the wholesale house which is carrying them ? If the Omaha association can establish a wholesale co-operative establishment, why can't the jobbers meet it by a parallel move ?

Warminton's Clutch Nails

Used by up-to-date shippers as time and labor savers in the shipping department. Made in several sizes. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto, 207 St. James St., Montreal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

CEREALS AND CONFECTIONERY

Markets are Firm Owing to Outlook for the Coming Crop but Deliveries are Much Heavier Than a Year Ago.

The backward spring is having its effect on the wheat market since it is regarded as a real menace to the year's western crop. This firmer tone has been communicated to the flour market, and, while there has been no advance in quotations, millers are not disposed to make concessions. There is considerable export business passing. The upward movement of the grain markets is general. Summarizing the situation the New York Journal of Commerce said:

"The past week has been one of active and advancing grain markets, on continued drouth in the southwest and bug damage, to which has been added severe freezing weather. Shorts have been convinced at last of serious damage, and the Government report did not relieve their fears nor encourage their disbelief, as conditions since April 1 have been steadily growing worse. This affects the whole southwestern winter wheat crop, Oklahoma's and Texas's having been severely damaged, the latter nearly destroyed, while winter killing east of the Mississippi has also proved to be quite serious."

Transportation conditions are still serious but are improving slowly. Deliveries from the west are being made a little more freely. One effect of the traffic congestion is shown in the figures showing that the visible supply of wheat in Canada and the States increased last week 1,520,000 bushels, while a year ago it decreased 375,000 bushels. Oats increased last week 254,000 bushels, and last year decreased 858,000 bushels. These heavy deliveries are counteracting the influence of the crop outlook on prices.

MONTREAL.

FLOUR.—Although prices have not changed, there is a little firmer feeling in flour this week. Wheat has been advancing and as a result there is a possibility of higher figures being asked for the manufactured product. Export business is not very brisk, but local trading is satisfactory.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 80
Glenora	....	4 00
Manitoba spring wheat patents	....	4 50
" strong bakers	....	4 00
Buckwheat flour	2 25	2 30
Five Roses	....	4 60

ROLLED OATS.—There is little going on in rolled oats. Prices are without change.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated " "	2 30	2 45
Golddust cornmeal, 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 15	2 30
" 80-lb. bags	1 90	2 05
" bbls.	4 70	4 85

FEED.—Feed is scarce and high. The demand continues strong without any prospect of better conditions for buyers.

Ontario bran	24 00	25 00
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Moullie, milled	....	24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—The market is firm in sympathy with the tendency in wheat, but prices are unchanged. Millers report a fair domestic trade with some export business.

Manitoba Wheat.		
60 per cent. patents	4 40	4 60
85 " "	....	4 10
Strong bakers	3 80	3 90
Winter Wheat.		
Straight roller	3 60	3 70
Patents	3 80	4 00
Blended	....	4 00

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the agest concerns are subscribers, and we should like to place our proposition before you. For further nformation write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

BODE GUM CO., 30 St. George Street, MONTREAL

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

CEREALS—There are no changes in prices of oat or wheat products to report this week. Business continues fair and prices are firm.

Rolled wheat in barrels, 100 lbs.	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs.	2 25	2 62
Oatmeal, standard and granulated, per bbl.	5 00	5 50
" " " in bags 98 lbs.	4 02	2 00

CEREAL NOTES.

The C.P.R. has constructed a large refrigerator warehouse at Liverpool in connection with its Atlantic steamers.

The C.P.R. elevator D at Fort William, the working house of which was last fall completely destroyed by fire for the second time, is to be entirely remodelled. When finished it will have a capacity of 200 cars per day, as against only 75 previous to its destruction. It has a capacity of three million bushels and is the largest single storage elevator house in the world.

FOOD DECORATION.

Possibilities of the Use of Coal Tar Dyes in Foods and Confections.

A writer in an American exchange grew facetious thinking about the use of coal tar colors in foods and relieved himself in this fashion:

"It doesn't always follow that coal tar dyes are poisonous and unfit for use," said a prominent food druggist the other day. "In fact, I would rather take some coal tar dyes into my system than some vegetable dyes. Nor does the Government condemn all coal tar dyes in food. It is true that some are highly poisonous and ought to be eliminated, but if manufacturers would take care in their selections and consult the Government, there would be a lot of troube avoided."

And now humanity finds itself threatened by a new physiological horror—the kaleidoscopic interior. The Pure Food Commission of Illinois has come out with a tacit endorsement of aniline dyes in food products, on the ground that whereas these colorings may once have been deleterious, they are now made by improved processes and are quite harmless.

Bad as the suggestion may be in itself, it becomes startling when one notes the suggestion in the association bulletin that "the popular prejudice is partly due to the fact that coal tar colors give to wool a fast color, and to the notion that this color in the food would

MAPLE SYRUP

Packed by
Canada Maple Exchange

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING
should be in every shop.

Canada Maple Exchange
Montreal

THERE ARE OTHER BISCUITS ALMOST AS GOOD AS

Perfection Cream Sodas

but none quite as good. There are manufacturers who certainly bake splendid biscuits, but they do not seem to be able to bake biscuits with the same lasting qualities as

The goodness of our biscuits is not fleeting. It stays right with them. That's what lifts

Mooney's Perfection Cream Sodas

out of the really good class into a class by themselves.

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

AFTER SIXTY YEARS
A New Form of
COX'S GELATINE *is*

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

have similar effect upon the digestive organs.'' Then the commission argues that this would not be deleterious to health.

We have heard about ''pink pills for pale people'' and such things, but when it comes to braching the fad of interior mural decorations for the human system, there is something in it a bit uncanny. Just imagine the mental agonies of an artistic temperament, which suddenly realized that a blonde complexion outside has by some strange twist of cuisine become associated with a brunette complexion on its interior, or that a bright and gaudy yellow liver was inflicting itself upon a nature mild and conservatively Quaker-like in other organic functions. Would a pale blue kidney work harmoniously in the same organism with a dark brown stomach? And would it be possible for a yellow journalist like Mr. Heart to tone down his proclivities by eating food carefully and scientifically dyed with grey or green admixtures? Just imagine the horrible consequences if an orange diet should chance to encounter a green aniline colored breakfast on March 17. And surely the artist would preforce be obliged to confine himself to foods whose harmony lay entirely along chromatic lines rather than in edible and nutritious considerations. Thank goodness Illinois stands alone in approving aniline dyes for food.

FOOD STUFF TRADE NEWS OF THE ATLANTIC PROVINCE

(Special correspondence of The Canadian Grocer.)

Halifax, N.S., April 16.

The Maritime grocery markets appear very steady and there is little change in the price list. All lines appear very firm, particularly beef, pork and dried fruits. With the increased receipts of eggs the price drops, and they are now quoted at 20 cents by the case. A further decrease is looked for. The receipts of butter show little change, though it was hoped that with the fine weather approaching the price would ease off a little. The best creamery is scarce at 28 cents, while dairy rolls of poor quality sell for 24 cents. Small tubs of fresh butter find ready sale at 26 cents.

Fish.—Lobsters are very scarce, the price is high and the demand good. The stormy weather has greatly interfered with the catch at all points, and the fishermen hold out for high figures. At Main-a-Dieu, C.B., the fishermen will be paid $3.75 per cwt. for medium-sized and nine cents each for lobsters over ten inches long, and the same prices will be paid to the fishermen at Louisburg. At Tourchu the fishermen will receive $3.75 per cwt. for lobsters, without any distinction as to size. With such high prices, if the catch is up to the average season, the fishermen will reap a harvest.

* * *

Captain J. M. Allen, proprietor of James Scott & Co.'s retail grocery, met with a serious accident last week by falling and fracturing three of his ribs. He will be confined to his residence for some time.

* * *

The estate of the late John Cronan, wholesale grocer, of this city, has been settled in the probate court. The total value of the estate was $83,462.30. The members of his family are the principal beneficiaries under the will.

* * *

William J. Forristall, commercial traveler, has purchased the retail grocery business on Birmingham street which was successfully conducted by his brother, R. T. Forristall, for many years.

* * *

A. T. Weldon, the hard-working secretary of the Halifax Board of Trade, has tendered his resignation, which has been accepted. He has accepted the position of general sales agent of the Port Hood, Richmond Railway and Coal Company. Much of the credit for the present splendid standing, work and membership of the board of trade is due to Mr. Weldon's energy, and his courtesy to all, and his efforts to make Halifax well and favorably known everywhere and to all, will strengthen the regret of the general public for his retirement from what may almost be looked upon as a public office.

* * *

The Atlantic Fish Co. have secured property at Upper Port La Tour, and intend building a wharf and buildings to carry on a large fish business. Port La Tour is one of the finest harbors on the south shore for fishing.

* * *

The steamer Norfolk has been chartered to bring a cargo of salt from Trapani to Halifax.

* * *

Apple shipments from Nova Scotia are about over for the season. A Furness line steamer sailed from here last week with 6,000 barrels for the London market. F. H. Willett, of Tupperville, has shipped a carload to St. John, and this will be about the last shipment from the valley until the new crop comes round.

* * *

L. C. Mulhall & Co. have purchased the grocery business of H. W. Baker at Middleton. The new firm is stocking the store with first-class goods, and as Mr. Mulhall is one of the most public-spirited citizens of the town, he will no doubt receive a liberal share of patronage.

* * *

A further indication of the development and growth commercially, as well as industrially, of Sydney is furnished by the fact that another Ontario concern has opened a branch in that city. This firm is the Fowler Canadian Company, Ltd., of Hamilton, Ont., dealers in beef, pork, butter and cheese. W. P. Ryan, the firm's representative, has been in Sydney for several days looking over the ground, and he is very favorably impressed with the commercial possibilities of Sydney. The Fowler Company operates its own refrigerator cars, and for the present will carry fresh beef and pork to Sydney by the carload once a week, or oftener, distributing the same to the trade. Later on it is not unlikely that the company may establish a warehouse in Sydney, from which the surrounding districts will be supplied.

THE BAND OF HOPE.

Tom Ratchford, George Musgrave, J. J. Dooley, Councillor Luke Day, James Cogan, John Batherson and Conductor Sandy Watson consumed all of one day and a considerable portion of the evening in a desperate endeavor to establish a new record for smelt fishing. They returned in the gloaming, and, apparently, were not on speaking terms. Mr. Ratchford, on being pressed for an explanation, said that the smelt fishing this year is the worst he ever experienced and that his feelings on the subject of the expedition were unfit for publication. Later it transpired that towards nightfall no less than two fish had actually been hooked, but no one of the party possessing the requisite amount of strength to land them, the pursuit had been reluctantly abandoned and the fishermen returned home.

NOTES.

E. Stone, confectioner, of Emerson, has been burnt out.

Maybee & Campbell, confectioners, Calgary, have dissolved.

N. J. Rothwell, tobaccos, etc., Montreal, has sold to Mrs J. Schleifer.

Hollinshead & Milne, bakers and confectioners, High River, have sold out.

N. F. Geschert, tobacco merchant, Winnipeg, has sold to G. F. Stableford.

S. Stahl, baker and confectioner, of Haileybury, is advertising his business for sale.

C A. McCormick & Co., bakers and confectioners, of Minnedosa, have sold to J. D. Forsyth & Co.

McKillop & Campbell, confectioners, of Edmonton, have dissolved. J. A. Campbell will continue the business.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY — DIEU ET MON DROIT

BY ROYAL WARRANT TO HIS MAJESTY — DIEU ET MON DROIT

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" **NO STOCK COMPLETE WITHOUT IT!**

J. M. DOUGLAS & CO., (Est. 1857) **Canadian Agents** **MONTREAL**

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the Baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

A Surety of Success

When you stock

Nicholson's Mince Meat

you practically take out a policy assuring success.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST, MONTREAL

Visiting Grocers and Merchants
to the
Exhibition of Groceries
at the Arena
MONTREAL
APRIL 17th-29th

will find

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kal-ay)

an interesting and valuable exhibit—
Opposite Main Entrance.

Try sample—Attendants will be pleased to furnish particulars.

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

A guarantee is not necessary with

Mott's Chocolate

"Diamond" and "Elite" brands

are so thoroughly well known as the finest in their line that merchants do not switch to other brands—The best tried suits them—

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario

MacLaren Imperial Cheese Co.
TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

DID YOU EVER NOTICE

that customers who are the best pay, who look you in the face with that frank, honest look are those who buy

Tillson's Pan-Dried Oats

And why? Because it is a food, not a fad—the honest, simple food that develops the muscle, hardens the bone, and evolves the healthy brain and mind.

There are oats and oats, but no such oats as "Pan Dried," because the Tillson process entirely eliminates the hulls and gives them that delicious "toasty" flavor which all others lack. Try a package and judge for yourself.

WHEN YOU SELL PAN-DRIED OATS

you are giving your customer honest value—ten cents worth of food.

WHEN YOU BUY PAN-DRIED OATS

you get the same honest value—nothing more. Your profit is a good one, sure and invariable. No free goods, no schemes nor other fakes to force you to load up with a larger quantity of perishable goods than you can sell.

AS A CANADIAN GROCER,

which is best? To buy Pan Dried Oats on a straight business basis, and support an old established Canadian Industry, owned by Canadians, and operated with Canadian capital, or to buy "fads" on the something-for-nothing plan, made, you know not by whom or where?

The Tillson Co. manufacture all kinds of Cereals, Pot and Pearl Barley, Split Peas, Rolled Wheat, Rolled Oats, etc. Five-bag, or case lots, are shipped direct from factory and freight prepaid to any station in Ontario east of Windsor and south of North Bay.

Ask your jobber to quote Tillson's goods, or if he cannot do so, write to the factory,

THE TILLSON CO., Limited, TILLSONBURG, ONT.

OR TO THE SELLING AGENTS IN TORONTO

MacLAREN IMPERIAL CHEESE COMPANY, Limited

Are still in the Orange and Lemon deal. Having to arrive this week.

3 Cars Extra Fancy Navels
2 " Extra Choice Navels
2 " Mexican
1 Car Half-boxes Ovals
2 Cars Lemons
3 " Bananas
1 Car Florida Celery (Chase's Pack)
1 " Florida Tomatoes (Chase's Pack)

Without doubt this is the best pack coming out of Florida.

Also full supplies CABBAGE, New Potatoes, New Vegetables, etc.

Our imports of Lemons and Oranges on direct steamer this year are all St. Nicholas brand.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

Lemons Still on the Advance—Florida Vegetables Delayed by Drought—Heavy Damage by California Floods — The Montreal Steamers.

The severe drought recently experienced in Florida has made all vegetables from this district scarce and high. Florida tomatoes, however, are being received in heavy quantities and are of beautiful quality. Reports from California state that the Sacramento River flood has damaged the asparagus crop to such an extent that the total yield will scarcely exceed twenty per cent. of last year's supply and will not amount to more than ten per cent. of what was anticipated. One of the largest growers and independent packers on the coast writes: "The delta of the Sacramento and San Joaquin is one solid body of water, extending from Sacramento to Stockton, and from the hills on the east to the hills on the west of the delta, an area of some forty to fifty miles long and twenty to thirty miles wide."

Florida tomatoes are strong and there is no decline in price, f.o.b., owing to the short crop. Texas tomatoes will begin to move about the 15th of May. The cold weather has stimulated the demand for onions, and a brisk trade has been done in all lines during the past few days. It has been a record season for old cabbage, and there is still a brisk movement for remaining stock.

The lemon market is steadily rising and an easier movement is not looked for until the arrival of the first Montreal steamer. The "Fremona" did not leave Messina until the 15th, five days later than was expected. The cargo included 45,000 boxes of lemons, this being some 10,000 boxes short of what it was originally stated to be. This is accounted for by the fact that some of the shippers who had reserved space found later that they had no November cut lemons, while others had not so large a quantity as they had anticipated. It is now practically certain that the "Fremona" will be the only steamer Montreal will get for the May lemon sales. Her cargo should be unshipped and ready for market by May 15th. The "Bellona," the second steamer, left Sorrento on the 8th with a cargo consisting chiefly of oranges. The fact that she will complete her cargo at Burriana, in Spain, being unable to make up her complement in Sicily, invites the inference that she will be the only orange boat for Montreal, unless some tramp steamer arrives later in the season.

A feature of the grape fruit season now closing has been the comparatively light receipts of California stock. The Florida supply, on the other hand, has been unusually heavy.

Five hundred cases of Valencia oranges were sold at auction in Montreal Monday. Prices ranged between $2.50 and $3. The fruit was damaged stock.

MONTREAL.

GREEN FRUITS.—Cold weather prevents the transaction of any considerable business in fruits. Bananas are more plentiful this week and better prices are quoted. Lemons are scarce and prices have an advancing tendency, being higher this week. Oranges are firm, supplies being but moderate. Pineapples, while not arriving freely at the moment, will be obtainable in greater quantities shortly, when prices will be easier. Apples are steady under fair demand.

New dates, per lb	0 06	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag	3 50	4 00
Pineapples, crate	5 50	6 75
Apples, bbl	3 00	5 00
Lemons		3 25
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 50	3 85
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box		2 65
Florida oranges, box		5 00
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08	0 12½
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
" Jersey, bbl		7 00
Florida grape fruit, box		4 50
Jamaica grape fruit, box	3 00	3 25

VEGETABLES.—Dealers are awaiting warmer weather, which will bring with it an increase in their sales. As it is now, receipts of new vegetables are light and prices are consequently high, limiting trade. Celery is in good demand at figures quoted. Cabbage is plentiful and cheap. Tomatoes are dear but receipts are greater as each week comes along. Cucumbers are unchanged.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate	3 00	4 50
Montreal cabbage, per bbl	1 75	2 00
American cabbage, bbl		1 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag		0 75
Green beans, basket		7 50
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
Celery, per doz	0 25	0 90
Florida celery, case		3 25
Asparagus, doz. bunches		8 00
Radishes, doz	0 65	0 75
Spinach, per bbl		4 00
Cucumbers, per doz	1 75	2 50
Potatoes, per bag	0 90	1 00
New potatoes, lb		0 06
" " bbl		9 00
Jersey sweet potatoes, basket		2 25
Spanish onions, crate	3 00	3 25
Red onions, bbl		4 50
" bag	1 60	1 75
Beets, bag	1 00	1 25
Carrots, bag	1 00	1 10
Mushrooms, lb		0 75
Horseradish, lb		0 15
Rhubarb, doz. bunches	1 00	1 25

FISH.—Fish market is dull. Business being transacted does not amount to much and there is little interest taken in the situation. Few price changes are noticeable this week. Haddock is scarce and the price is higher. Shad and fresh halibut are not plentiful, the former being advanced in price. Salmon is scarce. Labrador is 50c. a barrel higher.

Fresh and Frozen Fish.

Haddock, per lb		0 07
Halibut, express, per lb		0 13

Grass pike,	express	0 05½ 0 07
Mac erel small,	" "	0 08
Frozen cod,	" "	0 04
Dore,	" "	0 08 0 08½
Smelts	" "	0 08 0 10
New tomcods, bbl		1 00
Steak cod, lb		0 09
Green pike, lb		0 08
Shadd, each		0 40
Lake trout, lb		0 10
White fish, lb		0 07
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Kippered herring, half boxes		1 10
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards Imp., qt tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small, " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT.—Navels continue to run exceptionally large, and the dealers are endeavoring to fix their prices in proportion. Lemons remain very firm under a light supply. Oranges are generally moving somewhat more freely owing to the car shortage having been temporarily relieved. Pineapples continue almost prohibitively high, but a drop is expected very shortly.

Strawberries are slightly easier again, but the stock might be better. Grape

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

TO THE FISH TRADE

We solicit your business for Fresh Fish for the Summer months. We are in a position to guarantee regular supplies of choicest

LAKE AND SEA FISH

A separate department for this branch of the business is being installed in our new building.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106

TORONTO

ECONOMY

in buying Lemons with a low price and uncertain quality isn't ECONOMY. "ST. NICHOLAS" and "HOMEGUARD" are a uniform high-grade pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

ARRIVALS THIS WEEK:

2 Cars Valencia Oranges, ord. 420s, large 420s and 714s.
1 Car Navel Oranges, large sizes.
2 Cars Palermo Lemons, large cases, 300s.
1 Car Native Onions
1 Car Florida Celery.
1 Car Florida Tomatoes.
Also Strawberries, Spinach, New Cabbage and other Early Vegetables, all at close prices.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit.
Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:
1,000 bags "Bombay" Peanuts
Cheapest line ever offered.
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The demand grows for our famous

Jams and Jellies

because of their superiority. The same is true of our palate-pleasing

Pure Apple Juice

Can you supply the demand?

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6½	a lb.
" " No. 2,	4c.	a lb.

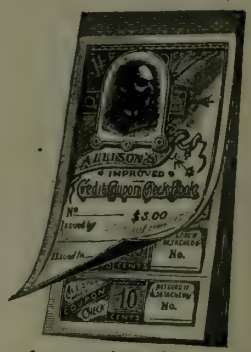
You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.



Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern Convenience and Safeguard against mistakes and consequent loss of money. It isbetter than any pass-book, punch or check system ever invented, and it's absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

or $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

The man who stocks an inferior brand of Jams and Jellies woos commercial disaster. Unless you stock the

"E.D.S." BRAND Jams and Jellies

you are stocking inferior goods. Not because I say so; but because government inspectors proclaim the "E.D.S." the best brand of Jams and Jellies manufactured in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

Summer freight rates are now in effect.

SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

VERRET, STEWART & CO.
LIMITED
12 Port Street, - - MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
Packers and Exporters of Canned Lobsters —Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

None genuine without the trade mark

Atlantic Fish Companies, Limited

LUNENBURG, NOVA SCOTIA

A. H. BRITTAIN & CO., General Agents for Quebec and Ontario, Board of Trade Building, MONTREAL

The Package Fish That Made Package Fish Popular

GASPÉ SKINLESS CODFISH

We offer to the trade, to close consignments, lot of prime **Gaspe Skinless Codfish** in 100 lb. cases as follows:

250 Cases well-known CRC brand
100 Cases unbranded

For quotations and information, apply to

J. G. BROCK & CO.,

SELLING AGENTS

211 Commisioners Street, - - - MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

GROCERY Business for Sale—$1,300 new stock and fixtures, corner store; growing business; good reasons for selling; this is a snap. Address R. C. Strutt, corner Parliament and Sydenham Streets, Toronto. [16]

FOR SALE

ONE power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost $350, will sell for $50. One dried out cutter—cost $18, will sell for $10, including fixtures. W. G. Wagoner, Cornwall, Ont.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

A MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

MANUFACTURERS' RECEIPTS

We offer some good receipts to buyers, for several Grocery lines, including **Baking Powder, Self Raising Flour, Jelly Squares and Powders, Custard Powder, Etc.**

Our quotations are interestingly low on

CALCIUM ACID PHOSPHATE
PHOSPHORIC ACID
MALT EXTRACT
BUTTER FLAVOR
HARMLESS COLORS

Write for our price lists.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

fruit is moving out of the market under steady prices.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00	3 25
126's	....	3 50
150's	....	3 75
176's, 200's, 216's	4 00	4 25
Navels, extra choice, 80's, 96's, 112's, 250's, 288's	2 75	3 25
126's	3 25	3 50
150's	3 50	3 75
176's, 200's, 216's	3 90	4 00
Bahamas, 126's	....	2 50
Mexicans, 96's, 126's, 150's, 250's	2 25	2 50
" 150, 176, 200, 216	2 50	2 75
Valencias ordinary 420's, per case	....	4 00
Bloods, 80's, 100's, 150's, ½-boxes	....	2 25
Ovals, 80's 10.'s, 150's, ½-boxes	....	2 25
Marmalades, per box	....	2 50
Jamaicas, per barrel	....	5 00
Grape fruit, Floridas, 80's, 96's	4 00	5 50
" 48's, 64's	4 50	5 50
Lemons, No. 1's 300, 360	....	3 75
" 2's 300, 360	3 25	3 50
Pineapples, Florida and Cuban, 30s and 24s, 36's	5 25	6 75
Apples, snows	2 00	3 00
Spies, No. 2 and fancy No. 1	3 25	4 25
Other varieties per bbl	....	3 00
Bananas, Jamaica firsts, per bunch	1 75	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Floridas, per qt	....	0 60
" Louisiana, per pint	0 12½	0 15

VEGETABLES.—Potatoes this week are somewhat easier, Delawares being quoted as low as 85c. a bag. The demand, however, is not desperate, and the general situation is quiet to unchanged. The recent cold snap has whipped up a revival of interest in the onion market, but it can be only temporary at the best. Florida tomatoes are probably finer than they have been in years, shipments being unusually free from worms, and pack heavy. This week sees the first arrivals of Egyptian and Bermuda onions.

Potatoes, Delawares, per bag	0 90	0 95
" Ontario	0 75	0 80
Sweet potatoes, per hamper	2 00	2 25
New potatoes, per bush basket	3 00	3 25
Onions, Spanish, per large case	3 00	3 25
" " small case	....	1 10
" Red Globe, per bag	....	1 50
" Yellow Danvers, per bag of 75 lbs	1 75	1 85
" Green onions, per doz	....	0 15
" Potato, per lb	....	0 09
" Egyptian, 112-lb. bag	....	3 24
" Bermuda, per crate	....	3 90
Cabbage, new Canadian, per case	3 00	3 25
" old, per bbl	1 75	2 00
" per ton	....	20 00
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	....	0 40
" Boston head, per doz	1 25	1 35
Radishes, Roseland, per doz	....	0 50
Cucumbers, hot house, per doz., fancy Boston	1 50	2 25
" Floridas	....	1 25
Beans, white, prime, bush	....	1 40
" " hand-picked, bush	....	1 50
" Lima, per lb	....	0 06
" green, per bushel	....	4 50
Peas per bush	....	4 50
Tomatoes, fancy, per crate	....	4 50
Tomatoes, Florida, per crate	4 50	5 00
Parsley, per doz	....	0 25
Celery, Florida, 4 and 6 doz., per case	3 00	3 25
Asparagus, fancy California large, per bunch	....	0 75
" per doz	....	2 50
Fancy Baltimore spinach, per hamper	....	1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH.—Trade in all lines is eminently dull. A few fresh caught Niagara whitefish have been offered, but receipts are spasmodic and uncertain. Trout have almost disappeared, and dealers are only waiting for the arrival of fresh stock to set things going again for the spring and summer trade.

Haddock, fresh caught, per lb	0 07	0 08
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught	0 13	0 15
Salmon, dressed silversides, per lb	....	0 12
Trout, per lb	....	0 10
Ciscoes, per basket	....	1 30
Finnan haddie, per lb.—fresh cured	....	0 10
Oysters, per gal	....	1 80
Labrador herring, per half bbl	....	3 00
" bbl	....	4 75
Smelts, per lb	....	0 08
Cod fresh caught, per lb	0 08	0 09
Halibut	0 12	0 15
Yellow pickerel, winter caught, per lb	....	0 07
Tubbies, per lb	....	0 06
Shredded cod per lb	....	0 08
Shredded cod, per doz	....	0 90
Finnan haddies per lb	....	0 05
Digby herrings per bundle	....	0 60
Bluenose cod, per lb	....	0 06
Halifax fish cakes, case	....	2 40

PERSONALS

John Allen, grocer, Hamilton, is dead.

J. M. Burton, of London, grocer, is dead.

O. R. Stewart, grocer, of Pendennis, has sold out.

John D. Kelly, grocer, of Fairville, N.B., is dead.

M. Boyce, of Boyce & Son, grocers, Quebec, is dead.

J. R. Yost & Son, general store, Milverton, has sold out.

W. C. Shaw, general store, Gesto, has sold to Fred Mitchell.

The Kyle Grocery Co., Vancouver, have sold to R. C. Greig.

Wm. England, grocer, of Crediton, has sold to Josiah Motz.

James B. Guilds, general store, Guilds, has sold to Wm. H. Nevill.

J. W. Cockburn, grocer, of Winnipeg, has sold to J. R. VanNorman.

O. Leonard, grocer, Montreal, has assigned to Alex. Desmarteau.

The assets of Amele Brinette, grocer, etc., of Montreal, have been sold.

Stark Bros., grocers, of North Bay, have assigned to G. B. McConachie.

Luneau & Charbonneau, general store, St. Paul de Chester, have dissolved.

Charles H. Leger, general store, Como, is offering his business for sale.

Judah Arnovitch, general store, Bittle, has assigned to C. H. Newton.

E. A. Killmaster, of Port Rowan, general store, has assigned to F. E. Curtis.

The assets of J. W. Tremblay, general store, Bic, were sold on the 18th inst.

J. H. Fawcett, of Cypress River, general store, is advertising his business for sale.

A. A. Prentice & Co., grocers, of Winnipeg, have been succeeded by R. G. Cuthbert.

Robert Banford, grocer, etc., of Edmonton, has been succeeded by Dyer & Arthur.

Bishop & Freeze, grocers, of Calgary, have dissolved, S. G. Freeze continues the business.

J. & E. H. Young, grocers, of Hamilton, have dissolved. John Young will continue the business.

A. C. Younghusband, of Carp, Quebec, grocer, was burnt out. He carried some insurance.

Lacasse & Faucher, general store, of Lourdes, have dissolved. Business to be continued by Faucher.

Caron & Bernier, general store, Cap St. Ignace, have dissolved. The business will be carried on by Caron.

D. Morin, of Ottawa, grocer, is dead, and the business will henceforth be carried on under the name of Morin Bros.

Now is the Time to Buy

BALMORAL SCOTCH MARMALADE

Also

Orange Jelly and Grape Fruit Marmalade

Manufactured from Selected Seville Oranges.

Guaranteed Absolutely Pure.

ALL FRESH GOODS

Every Grocer should carry these in stock.

J. W. WINDSOR

Montreal

NEW PACK
BRUNSWICK BRAND
SCALLOPS
CLAMS

First orders in have preference. Freight prepaid on all shipments of canned goods. Price lists and information on goods cheerfully furnished. Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

TRURO QUALITY BRANDS

Unsweetened

TRURO QUALITY BRANDS

JERSEY Sterilized CREAM

is pure Mik condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

GOOD WINDOW DRESSING

Guelph Man in Defence of a Neighbor's Window — Was the Bovril Decision Just? He Asks—We Think it Was.

Here's something we like from Guelph. A grocer advocating the cause of a friend, who, he thinks, should have succeeded better in the Bovril competition. We don't agree with him, but we take pleasure in publishing the letter and a cut of the photograph of the window in question with the picture published recently showing the window that was awarded first prize. "Brother Grocer" asks for the opinions of other grocers. We would be glad to have, and publish, them. This is the letter:

Was the Bovril Window Dressing Contest Rightly Judged?

"If you will compare the window which won first prize with the photo which won second, you will wonder really where the superiority of the first prize comes in. The first prize window seems crowded while cut No. 2, although full, yet has an orderly appearance that makes the space seem ample.

The arrangement, somewhat after the style of a stage, shows well from the street. Now, first, what is the aim of a window display?

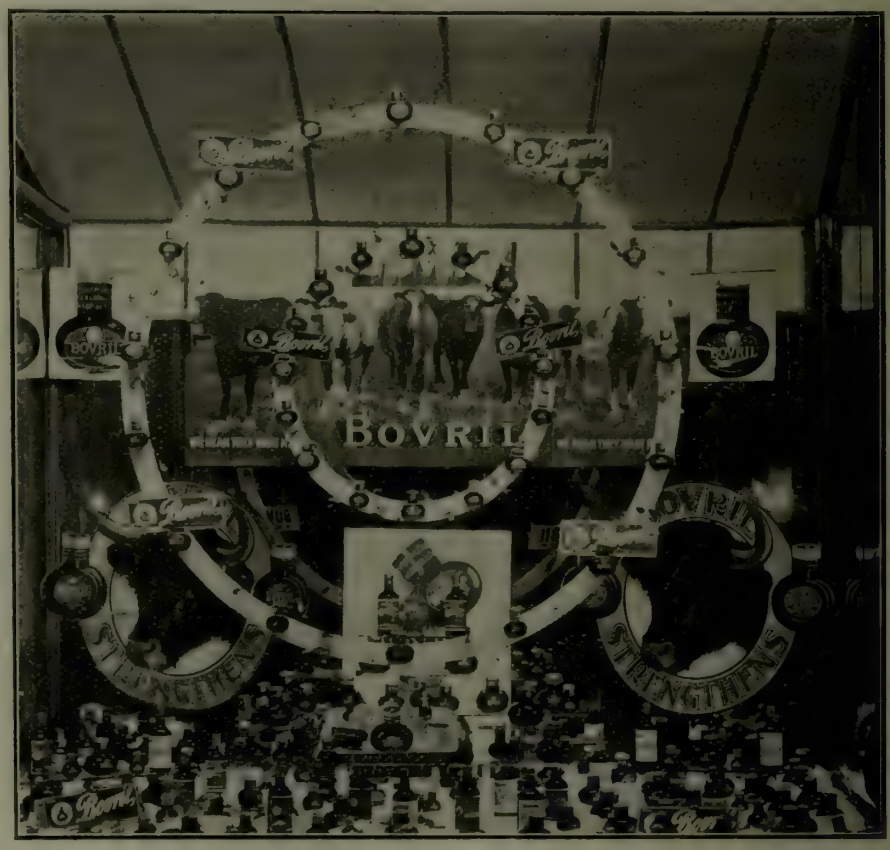
First, to arrest attention and then hold it till the lesson is taught.

The striking Bovril hoops arrest your attention from a distance, and the general neat and artistic arrangement holds your attention to the finish.

In window dressing a window ought to look artistically careless—that is, as if placed carelessly, yet in perfect harmony. This is shown in cut No. 2.

The tiers of Bovril at the bottom give a solid effect with the lighter top as an artistic finish.

Cut No. 2 was dressed by Robt. Millar, head clerk at Geo. Williams', Guelph, who put in some very pretty trims in the past.



The Guelph Window.

The First Prize Winner—A. Hagmeier, Hespeler.

The competition is over and past, and everyone is satisfied, only we would like to know the opinions of our readers on this decision."

A BROTHER GROCER.

The Other Side.

We very readily agree that Mr. Millar has made a very attractive display but we agree with the Bovril judges' award. Mr. Hagmeier's white arch, with its wreathing and centre poster, is a highly artistic conception. The photograph does not nearly do it justice.

The idea set forth by the life preservers is immediately patent to the least acute observer; it does not detract from the artistic value of the display, and is one of the brightest ideas in window dressing the writer has ever seen.

The display of Bovril in the window is not large, but it is sufficient and is made to accommodate itself admirably to the rest of the window arrangement.

Another thing, no part of the display stands before, partly hiding, any other part, thereby creating confusion, The big, bold Bovril sign at the front is good. It pleases us, too, that there is in this window no display of the raw product, but that may be merely a matter of taste.

These remarks are not made as comparing these two windows, but are intended simply to indicate the good points of the Hagmeier window. Mr. Millar displays considerable originality and much care in the execution of the design. In the opinion of the writer his window was a first-rate second.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

A Grocer's Business Is No Stronger Than His Weakest Line. How's Your Cigar Trade?

The answer determines the extent of your business, in ninety-five cases out of every hundred, and you know it. The man who handles no cigars is in a worse way than the Grocer who handles an inferior brand: Both are out of harmony with the conditions of our age. Since it is necessary to stock cigars, shouldn't you stock my

PHARAOH and PEBBLE

because of their trade-compelling qualities? The immense superiority of these cigars is generally admitted and has never been disputed.

PHARAOH retails for 10 cents; but there are ten thousand smokers in Canada who believe that it is superior to all 15-cent cigars on the market.

PEBBLE is easily 10 cents' worth of tobacco goodness and it retails for 5. Send along a test order.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

A TOBACCO nearly as good as ***T. & B.*** is ***not*** on the Canadian market to-day. That's certainly a strong reason why you should stock this brand; but when the pipe-lovers of Canada declare so unanimously in favor of

T. & B.

it certainly explains why so many Grocers refuse to stock any other pipe tobacco.

T. & B. smokes well and its fragrance delights the smoker's friends as much as its soothing coolness delights himself.

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

CANADA AND THE WEST INDIES

The Board of Trade Delegates' Report—Splendid Outlook for Increased Trade—Favorable Sentiment Among the Islands.

Jas. D. Allan, at one time president of the Toronto Board of Trade, and at all times one of its most valuable friends and counsellors, Tuesday presented the joint report before the members of that body of the Canadian delegates to the West Indies. The party consisted of A. E. Jones, Halifax; H. B. Schofield, St. John, and Mr. Allan himself. The report dealt in detail with the actual conditions of trade obtaining in the different islands, and towards the end conclusions were drawn and suggestions made as to the possibility of increased trade and more extended reciprocity between Canada and her sister colonies. With regard to the latter the commission is exceedingly optimistic, and the report declares that: "From the expression of friendship and goodwill given utterance to, we were shown plainly that they are desirous of giving Canada the fullest possible share in their trade. In every place, also, we were extended the most unbounded hospitality and shown every social and other attention."

The delegates sailed from Halifax on Feb. 15th, and held the first meeting on their way south at Bermuda; another was held at Demerara, and thereafter at the following points, at all of which the commission was met by representative business men and others of the community, who furnished full details of trade and in other ways supplied much valuable information: Trinidad, Grenada, Barbados, St. Lucia, Dominica, Montserrat, Antigua, Nevis and St. Kitts.

The report deals systematically and concisely with the prevailing conditions in the following branches of trade:—

Imports—Flour, biscuits and hard bread, oats, split peas, Canada peas, cheese, butter, bran, hay, confectionery, bacon and hams, beef and pork, dry and pickled fish, condensed milk, oil meal and oil cake, carriages, cordage, boots and shoes, manures and fertilizers, paints and oils, paper, soap, refined sugar and dry goods. The exports—Cocoa, sugar, molasses, lumber, fruits and a number of miscellaneous articles which were exhibited and explained to the commission in Demerara.

Flour.

With regard to the flour situation the report says: "The use of Canadian flour in the West Indies is becoming gradually more universal, but owing to the fact that goods shipped via New York are credited to the United States in the statistics kept in the West Indies, it is impossible to ascertain how much Canadian flour reaches there. The prejudice against Canadian flour seems to be gradually dying out, but in many cases the theory that our flour will not keep as well as the American is still adhered to. Information on this point, however, was more or less conflicting; the statement being freely made also that whereas some years ago Canadian flour did not stand the climate well, there has of late been a great improvement, and we have been told in several instances that it was equally as good as the American in this respect."

A very large proportion of the consumption is of "Super" grade, and dealers would prefer a somewhat whiter flour than is shipped from Canada at present under this grade. In Trinidad the total quantity imported from the United States is 200,000 barrels, as compared with 9,000 from Canada. Statistics were given of the trade in all the islands, of which Barbadoes and Trinidad were the two largest handlers.

Oats and Peas.

The whole of the trade in oats and split peas is supplied by Canada, although most of it goes via New York. White oats, packed in bags of 160 lbs., and peas in barrels of 210 lbs., or in bags of the same weight, are what is wanted.

Cheese.

Canadian cheese is holding its own fairly well. In Demerara its chief competitor is the Gouda, made in Holland, which, though of only equal quality, is preferred owing to being in a shallow box, with partitions between.. Canadian cheese put up in ten-pound sizes, packed four the same way, would have a better chance. In Trinidad some complaints were made as to the keep-

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 185-8 St. Paul St. Lower Tow
Warehouse: 119 St. Andrew St. Lower Town
Branch 179 St. Joseph St. St. Roch

We shall receive from different European firms, per Str. direct to Quebec, $25.000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ing qualities of Canadian cheese, and in Dominica the United States have more than double the trade of any other country. In Barbaros, however, the imports in 1905 were 39,348 lbs. from Canada and 9,239 lbs. from the United States.

Butter.

Canadian exports show fair results in the better grades, but in many of the islands the trade calls very largely for a quality which can be sold to the populace at a very low figure. In Demerara and Trinidad this demand is supplied by French butter, which is of a quality and sold at a price with which Canadian butter cannot compete. The French article sells for 22 cents a pound, but by far the greater proportion of the butter is sold by the pennyworth over the counter. The demand for cheap butter among the other islands is filled by oleomargarine from the United States. "Bluenose" butter, shipped from Nova Scotia, is well liked, though considered by some inferior to the Danish.

Confectionery.

Very little Canadian confectionery is sold in any of the islands, most of that used coming from Great Britain. It must be specially packed in tins or glass bottles, in weights from one-half pound upwards. There is no reason why Canada should not get her fair share of this trade.

The consumption of bacon is comparatively small, but a large quantity of ham is used, most of which comes from the United States. Out of the total meat trade of Trinidad, which amounts to nearly eight milion pounds, Canada supplies only 140,000.

The trade in dry and pickled fish is monopolized wholly by Canada and Newfoundland.

Condensed Milk.

Canada supplies only a twenty-seventh part of this commodity, part of which is condensed skimmed milk. Complaints have been made as to its keeping qualities, and some of the importers say that they are unable to get orders filled. The consumption is reported to be increasing rapidly.

Soap.

Canadian soap obtained a secure hold on the trade in Demerara several years ago, but has since been almost entirely replaced by English soap. With the notable exception of Antigua, where Canada still has the bulk of the trade, this was found to be the case in most of the other islands.

Refined Sugar.

There is a considerable importation of granulated and cubes, coming from the United States almost altogether. With equal prices, buyers would be ready to bring all their supplies from Canada.

West Indian Preference.

A memorandum expressing the opinion of the Halifax Board of Trade as to the attitude which Sir Wilfrid Laurier should assume on the subject of the tariff relations of Canada and the West Indies was handed to the Prime Minister on board the Empress of Britain.

The gist of the report was as follows:—

"The Boards of Trade of Montreal, Toronto, St. John and Halifax in February last organized a delegation to the West Indies to discuss trade matters generally and to ascertain in what respects the business between Canada and West Indies is capable of being more fully developed. The gentlemen who went as representatives of the above boards have returned and report a very cordial desire on the part of the merchants in the West Indies to give Canada as large a share of their business as possible.

"Our delegates, in the course of the various discussions which took place, took the opportunity to discuss that inasmuch as Canada had granted to British goods lower rates of duties than those charged to foreign, the British West Indies might adopt the same way, as the application of our British preference had increased our imports from Great Britain and her colonies.

"This idea was on the whole favorably received, though some doubt was expressed that the Home Government might not approve of the principle. It is felt that if Canadian goods were granted a preference in the British West Indies it would be of very great advantage to this country, and would enable a large trade to be done in agricultural products, such as flour, oats, peas, etc., which are now sent here from the United States."

In our next issue we hope to give the report's comments upon some of its exports, together with a few general remarks on the subjects of preference and transportation.

WITH THE RETAILERS AGAIN.

A. Irving, for some time past New York manager for the MacLaren Imperial Cheese Co., has bought out the business of W. C. Cork, at 964 Bathurst St., Toronto. Mr. Irving's unusually large experience makes him peculiarly well fitted to score a big success as an independent retailer, and he is fortunate in possessing the additional asset of a thorough knowledge of the requirements and possibilities of a medium-sized store. Eighteen years ago he held his first important position as manager of John Sloan's sample room (at that time Sloan and Crowther) on the corner of Scott and Front. He was with this firm for close upon a dozen years, and left them to accept the position of west-end city traveler for the Salada Tea Co. Six years more saw him installed in Philadelphia as branch manager for the MacLaren Imperial Cheese Co., and within the next two he was promoted to the head office at New York, in full control of almost 1-3 of the American business done by the company. Ill-health, however, compelled him to relinquish this position, but 'tis an ill wind that blows no one any good, and in this instance New York's loss is Toronto's gain, to the extent of a fine new store on Bathurst St. and a human enclyclopedia of grocery knowledge inside it.

It isn't safe to be unduly optimistic with regard to other than one's own affairs, but the present opportunity of being handed down to posterity as the genuine article in prophets is too tempting to be resisted, and we have therefore no hesitation in rating Mr. Irving's immediate chances of success as A1.

WE CAN CROW

over the quality of the cigars manufactured in our factory. We know they're *THE* goods. Years of experience have made possible the turning out by us of two brands which are world-beaters.

Royal Sport and Hogen-Mogen Cigars

have been selling for years, ever in larger quantities. You wonder why? Quality, which is ensured through our buying only *the best raw tobacco*, and employing *only expert workers.*

Sell these brands to upbuild your tobacco department.

THE SHERBROOKE CIGAR CO, - Sherbrooke, Que.

DETERIORATION OF TEA.

A circular from the Salada Tea Co., asking the wholesale and retail trade to return any Salada tea they had in stock for over six months, was shown The Canadian Grocer the other day. A representative asked Mr. Larkin the reason for this. He replied:

"Yes, we are losing the freight, which we prepay, and also the return freight; then we have to empty the cases, open the packages, and sell the returns as bulk tea for whatever prices it will fetch, because of the fact that all tea deteriorates in quality at least one cent per pound in six months, and from two to four cents in the first year. Take a very fine tea, for instance, that costs, let us say, 37c. at auction; this grade, especially in Ceylons, will during the first year lose at least five cents per pound in quality. A tea costing 10d., i.e., 20 cents, will lose about three cents in quality, so that by holding tea one not only loses interest, storage and insurance charges, but it can be fairly estimated that the tea loses in value ten per cent. or over during the first year. During the second year it loses still more, probably 15 per cent., during the third year an equal amount; but after that it does not deteriorate, because, as a rule, it is about as bad as it can be.

"Tea is at its best the day it is fired in the gardens, and although in sealed lead packets tea keeps very much better than in bulk, still it does not retain its original flavor. The trouble lies in the fact that the flavor of tea is contained in an essential oil, which deteriorates and probably gets rancid no matter what precautions are taken with it. We consider it profitable, therefore, to have our tea go to the consumers as fresh as it is possible to let them have it."

Mr. Larkin was asked how the Salada Tea Company was fixed for stock when the enormous rise in the prices of tea took place three or four months ago. He said: "We were fixed as we usually are. We had enough stock in Toronto to last us about two or three weeks, and the usual quantities on the road between Colombo, London and here. We did not have a stock to carry us over for months without buying, neither would we want to have. The trouble is, that if we had, we would not be serving the consumer well. We would be serving them with tea that was old, and which, therefore, had lost its flavor. If we were positive now that the market was going to advance another five cents per pound, we could not speculate for our wants; that is, for the tea that we put in our packages. It would not pay us. The quality would not be Salada quality. There is only one time in the year that we have more than our normal quantity of tea in stock, and that is during the monsoon period, when all the tea coming forward is comparatively poor, but in this case we only provide ourselves with stock sufficient to last us seven or eight weeks. Fresh tea is all important, and, therefore, we cannot afford to speculate and hold.

"Many retail grocers, if they hear that the tea market is likely to advance, buy heavily of bulk teas, forgetting all the time that if there is an advance in tea of even three or four cents per pound, in the course of a year their tea has deteriorated in value to fully that extent, besides the loss of interest, insurance, etc. I have known when I was on the road," continued Mr. Larkin, "tea to be in stock with some retailers for six or eight years, when it was positively unfit to send out at all. The moral is, speculate as much as you like in other goods, but buy your tea from hand to mouth, and the clever grocer always does this. He has no tea on hand to last him, at the outside, for more than three months. The grocer in England, as a matter of fact, seldom carries more than three weeks' supply."

The Terminal Warehouse & Cartage Company, Montreal, have recently been admitted to membership in the American Warehousemen's Association This is a special honor for a Canadian house.

Too Expensive For My Business!

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

* * * * * *

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

* * * * * *

Let us tell you more.

Drop us a post card and we will send you all the details.

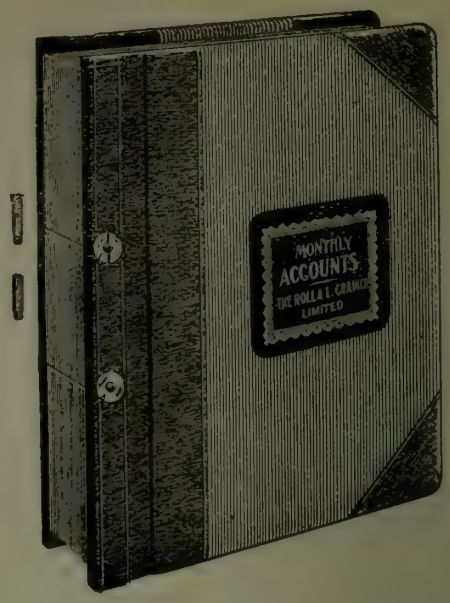
It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

A Perfect System Means No Loss

A loss in time, labor and money indicates a fault in the System.

The Crain Continuous Systems



will save time, will save labor, therefore must save money.

You are so taken up with the details of your business that you crowd the most important part of the business—the book keeping. Then why not make this all-important part of your establishment, simple, accurate and time-saving?

The Crain Monthly Account System with one writing will keep your accounts up to the hour. With it accounts are always ready to hand out. It is only half the labor and costs no more. Then why not have the best?

This is only one of the many Systems we manufacture, but it is the all-important one for the busy merchant or manufacturer who has accounts to render.

Write us for particulars.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto Street*

Montreal: *Alliance Building, 107 St. James St.*

Winnipeg: *11 Nanton Block*

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

A GOOD WAGGON

is the next best thing to a clean store. It advertises your business and rivets the paying trade. Let's tell you something more about

ABBOTT'S WAGGONS.

H. C. Abbott & Co. London, Ont.

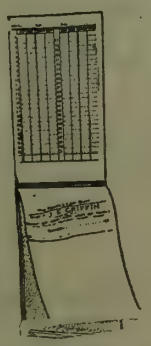
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book

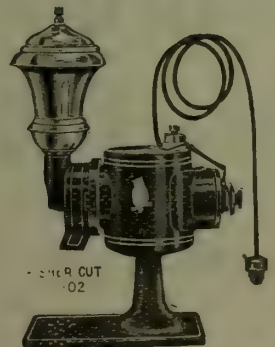
is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited

Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Are you Supplied With

"Surprise" Soap

A Pure Hard Soap for Laundry and General Uses?

ALWAYS THE SAME

Now is the time for your Spring order.

The St. Croix Soap Mfg. Co.,

Factory at St. Stephen, N. B.

Branches

Montreal, Toronto, Winnipeg, Vancouver, West Indies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 19, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 50
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
8a size	$2 40
3a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's $2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins.	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1; 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.	$ .90
1 " " 4 " "	1 40
½ " " 2 " "	4.75
¼ " " 1 " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 44
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ¼-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoas—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	38c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	32c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	32c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box o SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Exhibition of Groceries

Arena April 17th-29th, ——— MONTREAL

Retailers: Call at Booth of

BORDEN'S BRANDS

(OPP. MAIN ENTRANCE)

Condensed Milk and Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

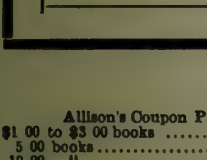
WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass s, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate	
per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar	0 25
F.D. ½-lb. tins, per doz.	2 85
" 1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
½-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

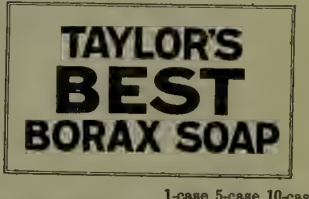
Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30

Crystal Soap Chips, per lb. 5c.

JOHN TAYLOR & COMPANY, TORONTO.



	1-case	5-case	10-case
Taylor's best borax soap.	$4 00	$3 85	$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

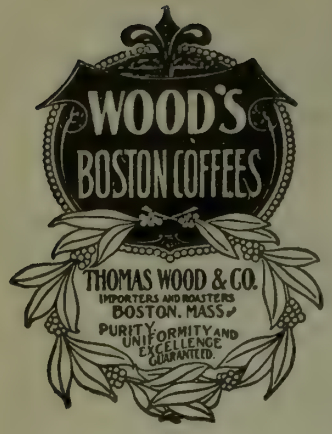
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



BUOYANCY

What a welcome sound that word has !
It means life, energy, success in business, as truly as when the sensation possesses a person's feelings.

"WOOD'S COFFEES"

impart just that happy condition to the grocer's languishing trade.

CANADIAN BRANCH:

No. 428 St. Paul Street - - MONTREAL,

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06½
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 05½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
3-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07
SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
" 3-lb. cartons, 36 lb.. 0 06½
" 200-lb. bbl..... 0 05½
" 100-lb. kegs..... 0 05½
Canada Laundry, 40 to 46 lb..... 0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 48 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb. 0 06½

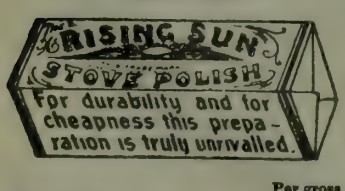
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs..... 6½c.
Blue, white or assorted.
In Pictoria—Cardboard Boxes—
4 lbs. net weight..... 8½c.
1 lb. gross weight..... 8½c.
½ lb. gross weight..... 9c.
¼ lb. gross weight..... 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight..... 9½c

Stove Polish.



Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes $3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, ½-gross boxes.... 10 00
Sun Paste, 5c. size, ½-gross boxes.... 5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can..... 4 40
1 " " per case..... 4 90
" " " 5 45
" " " 5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
" 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
5¢ lots prepared up to 40c. rate
Empire Golden Syrup—
Cases, 24—2's. 2 40 Bbls. per lb. 0 02½
" 12—5's. 2 45 ½-bbl. " 0 03
" 6—10's. 2 40 Kegs " 0 03½
" 3—20's. 2 35 Pails, $1.10 and $1 50
Usual freight allowance for factory shipments
Empire Extracts all flavors—
2-oz., 75c.; 8-oz., $2.25; 16-oz., $4.50; 32-oz., $9.00.
Special quantity prices — Empire jelly powder, all flavors, 90c.

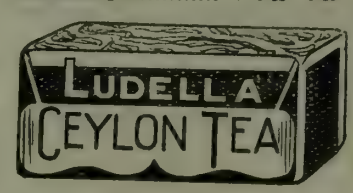
ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.
Barrels, 60 lbs..... 0 02½ per lb.
Half-barrels, 350 lbs... ..... 0 03 "
Kegs, 150 lbs..... 0 03½ "
2-gal. pails 24 lbs..... 1 10 each
3 " " 38½ lbs..... 1 50 "
2-lb. tins, 24 in case, per case.. 2 00
5-lb. " 12 " " .. 2 45
10-lb. " 6 " " .. 2 40
20-lb. " 3 " " .. 2 35

Teas.

SALADA CEY CO.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60



Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

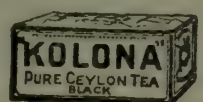
LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black. lb.
"A," 1's and ½'s $0 45
"B" 1's and ½'s..... 0 40
No. 1 "C," 1's and ½'s 0 35
No. 2 " " 0 30
No. 3 " " 0 22
No. 4 " 1's 0 20
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs..... ..... 0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 18	0 25
" " ½ lbs.....	0 19	0 25
" " 1 lbs. & ½s..	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	50
" " 1 lbs. & ½s.	0 40	60



Ceylon 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 12
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 160 ½-lb....}	
" " 80 1-lb....}	0 35
" " 120 ¼-lb.....	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $....
" II 40-lb. boxes..... ....
" III 80-lb. boxes..... ....
EMD AAA Japan, 40 lb "at..... ....
" AA " 40 " ....
Blue Jay, basket fired Japan, 70 lbs., ...
"Condor" IV 80-lb. " ....
" V 80-lb. " ....
" XXXX 80-lb. boxes.... ....
" XXXX 30-lb. " ....
" XXX 80-lb. " ....
" XXX 30-lb. " ....
" XX 80-lb. " ....
" XX 30-lb. " ....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½ ....

"Condor" Ceylon black tea in lead packets
Green Label, ¼s, ½s and 1s,
60-lb. cases .....retail 0 27½ at 0 ....
Grey Label, ¼s, ½s and 1s,
60-lb. cases .....retail 0 30 at 0 33
Yellow Label, ¼s and 1s,
60-lb. cases .....retail 0 35 at 0 36
Blue Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 40 at 0 30
Red Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 50 at 0 34
White Label, ¼s, ½s and 1s,
50-lb. cases .....retail at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30½
No. 3 ..... " 0 25
No. 4 ..... " 0 20
No. 5 ..... " 0

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
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Genuine Haddock of the finest description. No cheap mixture, like others.

Not the **CHEAPEST** but always **BEST**

Every tin of "Thistle" Fish contains 16 oz. eatable fish, choicest quality.

April 26

One tin of "Thistle" Haddies contains more eatable fish than an ordinary cured Haddock

Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.
You can get "Thistle" Fish from all first-class houses.

Sole Selling Agents : *Arthur P. Tippet & Co.*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

EVAPORATED APPLES
BEST PRICES FROM US
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TORONTO.

SWIFT'S "SILVER LEAF" LARD
20-lb. Pails
60-lb. Tubs
Anderson, Powis & Co.
Toronto Agents

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4.)

A LEADER—

That a good many grocers make use of is their line of **JAPAN TEA** at twenty-five cents a pound.

WE HAVE ONE

A JAPAN TEA at 16c. lb.

Better send for a sample. that cannot be beaten.

IN MOLASSES

We have a reputation for the best values in the trade—you cannot beat our offerings, either in price or quality.

At present we have a snap in a

Strong Baking Molasses

brls. 25c., hf.-brls. 27c.
imp. gal.

The cleanest and handiest package is our

"ANCHOR"

brand in

2 and 3-lb. tins

sell at
10 and 15c. per tin

When looking over your stock of Spring house-cleaning needs

Don't forget the **best** furniture polish you can buy.

"LIQUID VENEER"

in 25c. and 50c. bottles.
Write us for full particulars.

TWO SNAPS

We guarantee the quality

LABRADOR HERRINGS
Half-barrels $2.50

SKINLESS CODFISH
$4.50 per 100 lbs.

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers **TORONTO**

Some People say—

that the demand for a pancake flour falls off with the advent of warm weather—

This is not so if you are selling the well known

"PICKANINNY"

Buckwheat and Pancake

FLOURS

These are all-the-year-round sellers and with new maple syrup make such an appetizing dish that makes them especial favorties just now.

The best

10 cent package on the market

From your wholesaler—
or order direct from

The Western Milling Co. Limited

TORONTO, CAN.

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS
Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.
TRADE MARK
CANADA PAPER CO. LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.
622 McIntyre Block and 422 Ashdown Block
WINNIPEG, MAN.

Square your accounts

RED
WHITE
BLACK

CHERRIES

PITTED
NOT
PITTED

Bowlby's "HORSESHOE" Brand

Preserved in **Heavy Cane Sugar Syrup**.

Call your customers' attention to the value of **Cherries** as a **Spring Tonic—Better than Medicine.**

Just enough acid to satisfy that spring craving.

A **large** margin of **Profit** awaits you if you will keep **Canned Cherries** to the front for the next few weeks.

Keep a glass dishful of **Bowlby's Horseshoe Brand** Cherries on your counter, and **talk Cherries.** It will pay you.

OUR NAME YOUR GUARANTEE

CANADIAN CANNERS, Limited

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short-sighted policy to stock an inferior brand of canned goods. You clinch both Reputation and Profit by stocking the housewife's favorite, the far-famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you've never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand.**

The Old Homestead Canning Co.

PICTON, ONTARIO

During the First 3 Months of 1907

"SALADA" 'S

increase over the same period of 1906 amounted to 25½ per cent., and in 1906 its increase over 1905 amounted to 23 per cent.

If we continue for the next nine (9) years in the same ratio of increase we will be doing as much in "SALADA" alone as the total importation of tea into Canada now amounts to.

Wholesale Warehouses at

TORONTO	MONTREAL	NEW YORK	DETROIT	BUFFALO	CHICAGO
32 Yonge Street.	368 St. Paul Street,	198 W. Broadway,	83 Shelby Street,	11 Terrace	34 Wabash Ave.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Orange Marmalade, Jams, Jellies, Sealed Fruits, etc., your jobber has them in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld, Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

The demand for

STERLING

BRAND

PICKLES

is constant, large and ever increasing.

These pickles have a warm place in the popular mind.

The public have learned their merits.

Grocers cannot go astray with pickles of this class.

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

All

Valencia Raisins

packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

The

Cunningham & DeFourier Co., Ltd.

LONDON, ENG.

PACKERS OF
HIGH CLASS GOODS

Pickles
Soups (in glass)
Clear Jellies
Dried English Herbs
Flavoring Vinegars
English Canned Meats
Parmesan Cheese
Preserved Ginger
Fish Pastes
Chutnies
Capers
Sauces, Etc., Etc.

Agents
ROSE & LAFLAMME
Montreal — Toronto

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: ***London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.***

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts,
74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,
LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

SULTANA RAISINS

Fine and Choice 30 lb. Boxes

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

BLACK LEAD

There will be a good demand for Stove Polish at this Season—House Cleaning etc. Sort up your Stock and send in your order for

JAMES DOME

BLACK LEAD, the most satisfactory Stove Polish you can handle.
Works Well. Sells Well. Pays Well.

W. G. A. LAMBE & CO., Canadian Agents.

Greig's White Swan Flaked Wheat is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada. There is no comparison in it with ordinary kinds of rolled wheat. Its outstanding merit places it in a class by itself, and it readily commands the trade of particular people. All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

The Robert Greig Co., Limited

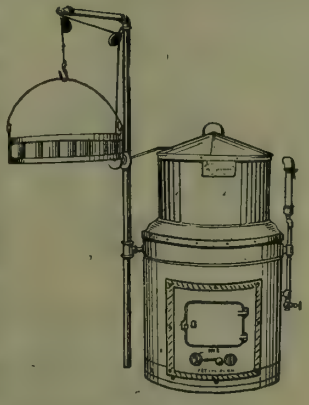
White Swan Mills

TORONTO

GREIG'S **White Swan** BRAND

The Grocer's Money-Maker

This machine cans fruit and vegetables. Does it very cheaply, allowing large profits. Simple and quick in operation. If you overbuy or market is overstocked, you waste nothing. **Can** the surplus and sell from the shelves. Three sizes, 1000, 2000, 4000 tins in 10 hours; $30, $60 and $90. Write for descriptive booklet "The Modern Canner," giving full information.



MODERN CANNER CO.

St. Jacobs, Ont.

Mr. Grocer,

If the stuff you sell, labelled shoe polish, destroys the shoes of an entire family you're going to lose that family's trade. Since the market is flooded with fake preparations you ought to push

Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F F Dalley Co Limited
CONTAINS NO TURPENTINE OR ACID
NO CONTIENE ACIDE NI TERREBENTINE

2 in 1

because it is a shoe shine which actually preserves leather. It contains no chemicals or acids and cannot be applied without adding days to the life of shoes.

Order from your jobber and do not forget to mention The Canadian Grocer.

The F. F. Dalley Co.

LIMITED

Hamilton, Canada, Buffalo, U.S.

E. NICHOLSON

D. M. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

BANNATYNE ST. EAST.
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg.

NO. 3

CALGARY BRANCH. NICHOLSON & B...

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3 ; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them ; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office : WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

LOWEST in Price---BEST in Quality

BIG PREMIUM LIST

ECLIPSE SOAP

CANADA'S STANDARD LAUNDRY SOAP

JOHN TAYLOR & COMPANY

TORONTO

Canada's Largest Perfumers and Soap Makers

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

'CAMP' COFFEE

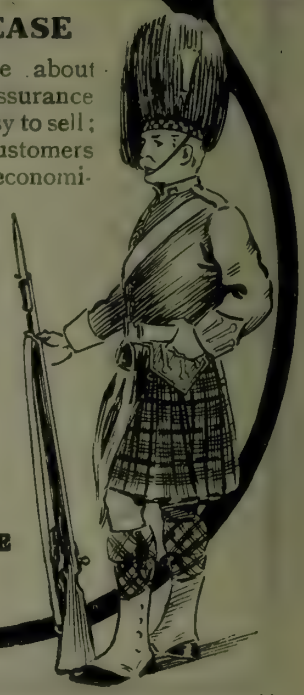
STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. PATERSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.



There's Money in it for the Grocer if it Pleases the Children

That's just exactly what **Essex Apple Butter** does do. Delicious, pleasing and wholesome to the palate---one of the rarest and least expensive of delicacies. **The Flavor** of

ESSEX APPLE BUTTER

is just the flavor of round, rosy apples as they come from the orchard. We couldn't corner the apple crop of the Dominion, so we cornered the flavor of the best apples in Canada.

The goodness of **Essex Apple Butter is lasting.** Send off a test order to-day!

The Essex Canning and Preserving Co.
LIMITED
8 Wellington St. E., - - - Toronto

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**. Try us,— that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE**.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Merchants 522

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention

On one side
you will always find that
"Cow Brand" Baking Soda
is the purest and strongest baking soda you can buy.

On this side
you will find
Satisfied Customers,
Steady Demand
and
Good Profit.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

FRENCH TELEGRAPH CABLE COMPANY

CALL
C.P.R. TELEGRAPH

to insure prompt delivery of your cables to EUROPE.

See that each copy of cable is marked in handwriting, "VIA FRENCH CABLE."

Shortest, quickest, safest route.

Agents Wanted in all Principal Cities in Canada

C. A. CHOUILLOU & CIE.
Agents
14 Place Royale MONTREAL

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Coristine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

Tartan BRAND

SIGN OF PURITY

Rice Our travellers have a big snap in Japan Rice.

Prunes All kinds and sizes from 30/40 to 90/100, also packages.

Figs We can interest you.

Vinegar Order the best Imperial.

Marmalade New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

"PRIDE OF CANADA"

"PRIDE OF QUEBEC"

Unequalled

Years have been spent in educating the public to buying the **real, true**, pure Maple Syrup and Maple Sugar.

The consumer now insists upon getting the genuine article.

You can't fool the purchaser twice.

Our brands are guaranteed to be **absolutely pure.**

The Maple Tree Producers' Association

WATERLOO, QUE.

It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

Mathieu's Syrup

of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nervine Powders sell all the year round.

J. L. MATHIEU CO., Proprietors

SHERBROOKE, P.Q.

For sale at all druggists and general stores

YOU CANNOT AFFORD TO

offer your customers anything but the highest quality in Vinegar—and hope to keep their trade!

Imperial White Wine

stands for perfection in Purity, Flavor and Quality

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Once your customers thoroughly comprehend that

Japan Teas

are absolutely

pure
clean
delicious
healthful

they will not be tempted by cheap imitations. You will profit by the change.

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP.**

The Guelph Soap Co.

Mr. Grocer!

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

IVORINE

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble —— of course you see the point. She'll trade at your store, certainly.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Royal Crown Witch-Hazel Toilet Soap

—Easy to sell to Men

Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock it and you will get the benefit of the extensive advertising we we are doing.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

25

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - Montreal

SEE PRICES BELOW

Pure Fruit Marmalade

1-lb. net, 2 doz. to case.

SEVILLE ORANGE
$1.50 doz.

BLOOD ORANGE
$1.50 doz.

LEMON
$1.50 doz.

GRAPE FRUIT
$1.80 doz.

Ass't. case 4 kinds, $1.50 doz.

Pure Fruit Jam

1-lb. net, 2 doz. to case.

RASPBERRY
$2.00 doz.

STRAWBERRY
$2.00 doz.

PEACH
$1.80 doz.

PLUM
$1.80 doz.

BLACKBERRY
$2.00 doz. Ass't. case, $1.90 doz.

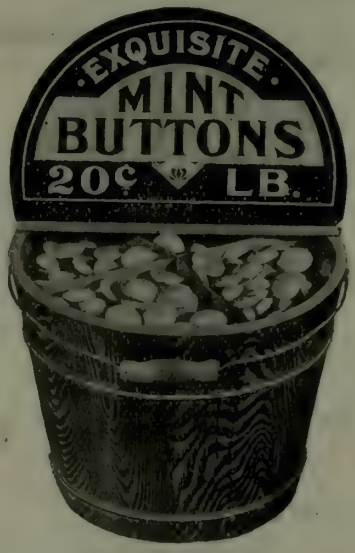
CRAB APPLE JELLY
$1.50 doz.

GRAPE JELLY
$1.50 doz. Ass't. case, $1.50 doz.

Above cut represents exact style of our 1-lb jar

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.

Nut'y Creams



Mint Buttons

Fruit'y Creams

The above are three rapid sellers. Cost to retailer 12 cents per lb., $2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

For Sale by Wholesale Grocers Everywhere.

AGENTS:
NICHOLSON & BAIN,
Winnipeg, Calgary and Edmonton
SHALLCROSS, MACAULEY & CO.,
Vancouver and Victoria, B.C.

Sugars Limited,

DIAMOND BRAND MAPLE SYRUP

NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—
DIAMOND BRAND.

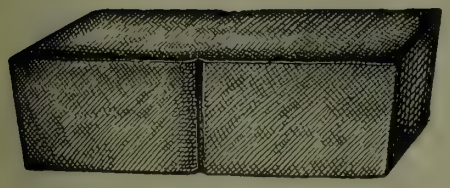
PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50
IMPERIAL MEASURE.	
Five Gallon Tins, 1 to case	$4 00
In 5 caselots (25 gals.) per case	3 90

PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s**, and **10s** at same price as you are paying for blackstrap.

TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer 12 cents lb., $2.16 per pail of 18 lbs.

BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb. Cost to retailer 12 cents lb., $1.50 per pail of 12½ lbs.

Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.

Montreal

Order from your jobber, or send your order direct, giving us your jobber's name.

P-I-N-E-A-P-P-L-E

ALL SIZES. SLICED, WHOLE, CHUNKS.

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

GILLETT'S LYE

EATS DIRT!

If some grocers only knew the great demand there is now-a-days for a good all 'round cleaner, more of

GILLETT'S LYE

would be sold in every store.

PUSH IT ALONG.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

Gillett's Chemical Works Established 1852.

THE WISE GROCER betrays a good deal of ingenuity in advertising himself and his business. Some buy newspaper publicity, others carry quality goods; but the men who know—after doing these things -- stock the famous

Riverdale Brand

of **canned goods.** Every grocer in Canada knows that our location is ideal, most know that our factory is second to none, and the shrewd men know that Riverdale Brand Canned Goods assure the paying trade. **Where do you place your orders?**

The Lakeside Canning Co. Limited

WELLINGTON, ONT.

GASPÉ SKINLESS CODFISH

We offer to the trade, to close consignments, lot of prime GASPE SKINLESS CODFISH in 100-lb. cases as follows:

250 Cases well-known CRC brand
100 Cases unbranded

For quotations and information, apply to

J. G. BROCK & CO., Selling Agents

211 Commissioners Street, - - - - - Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's

The Best Advertised Baking Powder in Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And, once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's--***compare*** it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.

Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula annot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

National Drug and Chemical Co. of Canada, Limited, Montreal

QUALITY TELLS

THE DAILY INCREASING SALE OF

"MELAGAMA"

MOTHER'S FAVORITE TEA

is a convincing proof that it is all we claim it to be. A first-class tea in every respect. Prices in back of this issue.

We bought away before the advance, consequently we have some bargains in bulks to offer. Drop us a line and we will be pleased to submit you samples and quotations. We ship promptly.

MINTO BROS., Importers and Blenders, TORONTO

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Competition Can't Conquer

our "White Moss Cocoanut"

either in purity or excellence.

Our Motto

Once a customer, always a customer.

CANADIAN COCOANUT CO.

107 Lagauchetiere St. West

MONTREAL

REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins
California Loose
" Seeded, 16 oz.
" " 12 oz.

under to-day's cash importations.

Write for our prices.

S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

HOT FOOD WITHOUT FIRE

For the PROSPECTOR
For the WAGON FREIGHTER
For the CAMPER
For the CANOEIST
For the YACHTSMAN
For the HUNTER
For the HOSTESS

CANNED SOUPS
CANNED PORK and BEANS

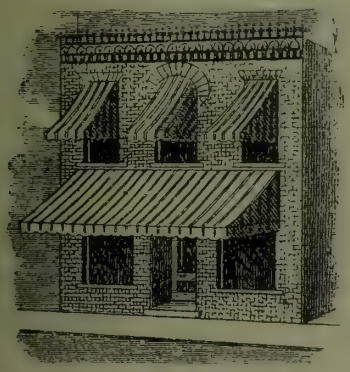
of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods.

Our travellers have full particulars. If they don't call, order a sample case by mail.

James Turner & Co., Limited, Hamilton, Ont.



If you want an Awning, why not try
The Tobin Tent & Awning Co., Ottawa ?
It's worth considering.

CANADIAN CASTILE SOAP Co. TRADE MARK BERLIN ONTARIO

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

THE BEST **LAUNDRY SOAP**

MANUFACTURED SINCE 1849.
Supplied under contract to British and Indian Governments.

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

There is no magic about our Coffee—simply the best Coffee berries grown, blended and roasted as well as we know how after 40 years' experience.

Chase & Sanborn,

The Importers, Montreal

Sell Your Customers

PURNELL'S

Sauces—Pickles—Vinegar

and it follows
as surely as the
Night the Day

that you will please them

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C.E JARVIS, & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

TRURO BRAND QUALITY

Unsweetened

TRURO BRAND QUALITY

JERSEY Sterilized CREAM

is pure Mik condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

Your Jam, Jelly and Marmalade business is not paying you? Why? Perhaps your shelves are adorned with lines that stick; that do not sell. If this is the case get rid of this stock some way or other and let us supply you with CAIRNS goods. They are the goods that sell. The kind that are asked for time after time, once used. Do not delay. This is a live proposition deserving your immediate attention!

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12/7-lb. tins	10 75
Raspberry, cases, 12/7-lb. tins	10 75
Assorted, cases, 12/7-lb. tins	10 75

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 90
Red Currant	2 90

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	1 70
Home Made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, in 7-lb. tins, 12 tins in case	7 20

Pure Calves' Feet Table Jelly—1 lb. Square glass, patent air tight caps, in flavors, Orange, Lemon. Vanilla and plain	$2.10
Pure Calves' Feet Table Jelly—2 lb. size, same style	3.75
Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen. Champagne, Cognac, Madeira, Port and Sherry, doz.	2.50

F.O.B. Montreal. ***Net within 30 days.*** ***No discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS LIMITED

MONTREAL

The Most Liberally Managed Firm in Canada

SOME PROBLEMS OF THE GROCERY TRADE

Address of Great Interest delivered by Wm. Georgeson before the Winnipeg Retail Grocers' Association.

At a meeting of the Retail Grocers' Association of Winnipeg, held in the association rooms on Thursday evening of last week, William Georgeson, of the Codville-Georgeson Co., delivered an interesting address. He presented a strong argument for trade organizations, making plain the distinction between organization for legitimate protection of trade interests and organization for depredation. With the latter he had no sympathy, and he thought it unfair that the newspapers and magazines should create the impression that all trade organizations are formed for the purpose of plundering the public. Instancing the need of proper trade organization, he stated that before the organization of the Dominion Wholesale Grocers' Guild one wholesale house had only $4,000 profits at the end of a business year to divide among 14 partners.

The question of the proper limits of wholesale and retail trade is a vexed one and it is a question which is often avoided. Mr. Georgeson dealt with it frankly and boldly, claiming for the wholesale trade the right to sell to contractors, railway companies and restaurants with stores in connection with them, but conceding to the retail trade all hotels and boarding-houses.

Good to Get Together.

On being introduced by President E. B. Nixon, Mr. Georgeson spoke in part as follows :—

I am indebted to this association for the privilege of being present this evening to discuss with you matters of mutual concern, and to offer my assistance for the benefit of all interested to improve conditions in the trade. It is fitting and proper that we should come together, as we are come to-night, to exchange views and thereby to help each other. No possible harm can be done by such an undertaking and much good may result.

The lot of a retail grocer, as a rule, is not a happy one. Retail grocers who have been successful to a marked degree, who have attained great prominence in their communities, or who have added materially to the wealth of the town or city in which they live, are few and far between, and when material success has been achieved, it can be traced usually to some outside venture, such as, for instance, an investment in real estate. For the others (and they are a vast majority) life is one round of drudgery and hard work to the end. Very few indeed in Canada have been able to obtain a competency, and many have fallen by the wayside. In almost every other line of legitimate trade a business may be built up to such an extent that the future offers to the worker a measure of relief in old age from the strain he has been undergoing, but in the retail grocery trade, as a rule, such is not the case.

Too Many in Business.

The primary cause of this is that there are too many engaged in the business. In the old days, when the father decided that one or another of his sons was not equipped to take up the practice of law or medicine, or to make a name for himself in letters, he sent his boy to a divinity school preparatory to his entering the ministry. This, it is said, is why there are so many ministers. In these days, when all other commercial ventures fail, very many deem themselves competent to go into business as a grocer. This is why there are so many grocers. In this connection it is only fair to say that sufficient attention is not given by the wholesale dealer to the qualifications of his prospective customer before opening an account.

A second reason is that the volume of trade is too small, and that the profits, generally speaking, are insufficient.

Another reason is the notable absence of a community of interests. This is a day of centralization of effort which involves an economic principle, and which in spite of its importance, has heretofore received insufficient attention from members of this branch of trade.

Best Remedy.

What, then, is the best way to remedy these difficulties ? How may these and other evils be checked ? The answer to these questions may be found in this and similar associations. In a compact, well-rounded organization, plans which will secure to the grocer a living profit on the commodities he has to sell may be formulated and worked out. How may retail grocers realize this "living profit" ? The number is not large. The trade knows that a large proportion of their sales show a less percentage of profit than the cost of running the business and that these commodities therefore are being sold at a loss.

In these days when the public and the press are clamoring so loudly against "trusts" and "machines" and "organizations" it is difficult to draw the line between institutions organized for protection and institutions organized for depredation. In the magazine or newspaper article the whole trust question seems to be very simple, but in actuality it becomes a most complicated study. This much, however, is certain, that no reasonable objection can be made to any combination or arrangement that has for its intention the securing of a living profit upon any commodity. The principle of limited prices is in force in various branches of the wholesale trade. It has been found successful in operation and not unfair to the consumer. There is no reason, therefore, why the practice should not be extended to the retail trade.

Selling to the Trade Only.

One of the most troublesome subjects to deal with is the sale by wholesale dealers to those outside the trade. It is certainly difficult to draw the line between those who should, and those who should not, buy goods at wholesale. The general rule should apply that consumers are the legitimate trade of the retailer. Railway companies, railway contractors and contractors generally are, in many cases, heavy purchasers, and have always been considered the proper trade of the wholesale merchant, and any suggestion that this class should not buy their goods at wholesale would be regarded as absurd. They, of course, keep stores for the sale of goods, and while these sales are largely local in character, yet they come within the scope of traders and must be so regarded. The same rule should apply to restaurants, where goods are sold, even though a large percentage of the purchases are for local consumption. All other classes, hotels, boarding houses and private families, are reasonably the trade of the retail grocer. The line should be sharply drawn as to these classes, and under no circumstances should they be permitted to buy from the wholesale dealer. It is difficult at times to refuse to sell to those intimately associated with the business, but it is nevertheless an injustice to the retailer to do so.

Credit.

The credit system is a most troublesome one for the retail grocer to deal with. Departmental stores have, in many cases, been able to make a success of selling for cash only, but, as a rule, the retail grocer has been obliged to suit the convenience of his customers by "charging" his purchases, and this means doing business on credit with its consequent evils. A close collecting grocer is obliged to have regard to the troubles that abound amongst his customers—heavy household expenses, sickness in the family, failure of the provider to secure employment and other difficulties of a similar nature—to say nothing of having to await the results of ventures of a speculative character. This is altogether apart from the general trouble that so many are prone to, namely, that of living beyond one's means. It is most unfair that the retail grocer should be an enforced contributor to charity because of the credit system. This is especially aggravating when it is taken into account that what he sells shows such a meagre profit. It is abundantly manifest that if the credit system is to be maintained some drastic measures should be taken to provide for prompt collection of all accounts. This can best be accomplished by an arrangement that will include all grocers in an organization, having for one of its cardinal principles the prompt payment of all accounts on or before a given date in each month ; failure to so pay meaning the closing of the account without fear or favor or regard to persons. By arranging with the wholesale trade that none but members of the association shall be eligible as customers, much will be done to strengthen the hands of the retail trade. I am safe in saying that any reasonable plans that will assist in putting the retail grocery trade on such a basis that it will at least show a fair return on the capital invested and fair remuneration for services rendered, will meet with the hearty support of all wholesale grocers.

Suggestions for Improvement.

It is difficult to imagine that ideal conditions in the retail grocery trade can be brought about, but I do feel, and feel very strongly, that steps should be taken without delay to secure much needed improvements. I think there is

much food for reflection on the following subjects :

1st. The protection of the trade so that it will be kept in legitimate channels and that only competent persons should be supported in the business.

2nd. That what is sold should bear a living profit and a fair return for capital invested.

3rd. That discrimination by manufacturers favoring one retailer over another should be abolished.

4th. That the selling by wholesalers to consumers should cease.

5th. That the evils of the credit system should be minimized.

I take it that these subjects will furnish sufficient food for reflection for at least one evening.

At the conclusion of Mr. Georgeson's remarks he was accorded a hearty vote of thanks.

BACK FROM EUROPE.

D. J. Rattray, of D. Rattray & Sons, general commission merchants, Montreal, has just returned from an extended tour through Europe, visiting Spain, France, Italy, England and Scotland, in the firm's interests. Mr. Rattray devoted much of his time looking into conditions in the dried fruit business, and putting before their correspondents the interests and wants of the Canadian trade. This firm's business has increased tremendously during the last few years, and their success is due to a great extent to the periodical trips made to Europe and elsewhere, which not only posts their correspondents but also puts them in a position to give reliable information to their trade throughout Canada and the States.

J. D. King, for 18 years in business in Wingham, died there recently. He leaves a widow, two sons and a daughter. A good business man and an enthusiastic horseman, he enjoyed the respect of the community and had a large circle of personal friends. The business is being continued by his sons.

AGENCY WANTED.

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, England.

AGENCIES

Well connected salesman, covering Manitoba, Saskatchewan and Alberta for first-class house, will shortly open in Winnipeg as "Manufacturers' Agent," with facilities for storage, etc., calling upon wholesale and retail trade. Correspondence solicited from Eastern manufacturers or U.S.A. firms. Proof of salesmanship, and highest references. Apply

Box A, o/o Canadian Grocer,
511 Union Bank Building, Winnipeg, Man.

FROM GROCER CORRESPONDENTS

BROCKVILLE.

One of the biggest seasons for maple syrup for some time is the present one, there being plenty of syrup and sugar coming in all the time. Prices running from 80c. to $1 per gallon; sugar selling at 10c. per pound.

The canned vegetable line has been rather quiet during the winter, not so many tomatoes being sold as in former seasons; no doubt owing to the advanced prices. Corn and peas are selling rather better than in other seasons.

Now that the boats have started to run again, things commence to look like summer. The ferry boat to and from Morristown has been running for a couple of weeks, while the Riverside and Island Belle are on their respective routes.

The First Celebration, which is to be made an annual affair, to be held on 1st of July, seems to be an assured success. At a small but enthusiastic meeting of citizens held recently the following officers were elected to look after the event:

W. C. McLaren, president.
H. A. Stewart, vice-president.
J. A. Derbyshire, secretary.
W. A. Gilmour, treasurer.

Mayor J. H. Fulford was unanimously elected honorary president.

Committees were then named to take in charge the different sports.

On motion it was decided to call the organization the Brockville Citizens' Association formed to further celebrations and other events for the interest of the town.

A meeting of a number of citizens of Brockville was held last evening for the purpose of forming a co-operative bakery company. The object of the organization is to furnish to shareholders of company a loaf of bread weighing one and one-half pounds for four cents. The residents of the town are now paying six cents. Provisional officers were elected as follows.

President. W. F. Chapman.
Vice-president, W. P. Carswell.
Secretary-treasurer, D. C. McIntyre.

Shares are to be sold at $2 per share. Each shareholder may get one loaf per day for each share he holds, but no more. No one but shareholders will be dealt with.

The council of the Board of Trade held their regular meeting on Thursday evening, the 18th inst, with the President, J. H. Gilmour, in the chair. Communications were received from the Boards of Trade of several towns asking for the cost of printing by-laws, etc.

Rev. D. Strachan intimated that he had a donation of $100 to be allotted in prizes for the best kept lawns in front of private residences.

The council expressed its appreciation of the action of the president, J. H. Gilmour, in the giving of prizes for essays on Town Improvements.

A special committee was appointed to place before the town council a by-law to prohibit dogs running at large.

A committee was also named to wait on council in regard to advertising Brockville.

CHATHAM.

Clarence Blackburn is the latest addition to John McCorvie's grocery stoff.

Ald. Wm. Potter was acting-mayor in the absence of Mayor Stone last week.

Joseph Graham, the King street west butcher, returned from London last week with a bride, in the person of Miss Lillian Evans, daughter of Geo. Evans, of Wellington street, London. The ceremony took place at St. Mary's church, London, on Tuesday, the 16th, Rev. Father McKeon officiating. Mr. Graham's many friends here join in wishing the young couple every happiness.

E. A. Mounteer, the well known baker, was the first Chathamite to experiment in the burning of ashes. He reports good results.

The consensus of opinion among local merchants is that Saturday last was the biggest day this year.

The Chatham Table Supply Co., composed of W. & F. Baby, have disposed of their business to a St. Catharines firm. The new proprietors will take charge on May 1st.

Fight Co-operatives.

The local Retail Merchants' Association came out vigorously against the co-operative bill introduced into the Dominion House by F. D. Monk, M.P.

A special meeting of the local executive was held on the afternoon of Wednesday, the 17th, at which the bill was considered in its various aspects. The consensus of opinion was that the passage of the measure would prove very detrimental to the interests of retail merchants.

Immediately after the meeting the local association telegraphed D. A. Gordon, M.P., and H. S. Clements, M.P., asking their assistance in having the bill laid over. Geo. Stephens, ex-M.P., gave valuable assistance, telegraphing to a large number of members. On Friday Mr. Stephens received word that the bill would not be further taken up at this session.

The local association are quite elated at the blocking of the measure.

INGERSOLL.

It is a recognized fact that one of the best advertisements that a grocer can have is a neat and attractive waggon. In this respect W. I. Hogarth is right up to the minute. His deliveries are now being made in a handsome

waggon, which, while built with an eye to durability, is light and can be turned in very little space, a point that is very important, particularly at this season of the year when a driver has to exercise care in avoiding boulevards and lawns.

A gloom was cast over the town on Thursday last on the receipt of the sad intelligence of the death of Fred Gayfer, at Wataskawin, Alberta. The deceased, who was only in his 39th year, went to the west from Ingersoll about six years ago, engaging in the drug business with marked success. For several years he conducted the drug business at the corner of Thames and King streets here, and he was widely known and universally esteemed. He was a brother of J. E. Gayfer, druggist of this town, and is survived by a widow and three children. The late Mr. Gayfer was widely known in western Ontario, having at one time taken a very prominent part in athletics. He was a member of the old champion lacrosse team of this town, and for several years was an enthusiastic curler.

It is with deep regret that citizens learned that I. W. Kingswood, who recently disposed of his grocery business to McBain & McLeod, had been seized with an attack of smallpox. Mr. Kingswood had been ill for a few days, and on Friday last his ailment was diagnosed as smallpox. On Saturday he was removed to the isolation hospital, where he is progressing favorably. His many friends will hope for a speedy recovery.

A great deal of interest is centred on Reeve Buchanan's by-law to regulate the handling of bread. The by-law, which was introduced at the last meeting of the council, provides that the bread be either wrapped in paper or placed in a paper bag. The question that is now being debated is: "Who will pay for the additional expense?" A great many citizens argue that it will be the consumer, as is very often the case. The other aldermen are saying little or nothing on the matter, but from what your correspondent could gather there is every probability of the by-law being defeated. The chief contention against the by-law is that it will incur too much expense for the bakers to provide loaves of the weight as at present at the usual prices. It is generally admitted that every effort should be taken to have the bread delivered in the most sanitary way possible, but if steps in this direction will lessen the quantity the feeling seems to be that it will be a hardship for the consumer.

According to reports, the fruit growers of this vicinity will suffer heavily by the repeated frosts. The premature warm weather of the early part of the month caused the cane on the berry bushes to produce their tender buds, and when the frosts came the result was that the raspberry bushes were almost totally destroyed. Thimbleberries, although suffering heavily, are not injured to such an extent as the red ones.

The loss to fruit consumers, as well as growers, will not be inconsiderable, as these two berries are the most popular in the eyes of the majority of housewives, and when the necessarily limited supply comes in the prices will, no doubt, be advanced considerably over those of former years.

Fall wheat has also been seriously damaged by the frosts. The constant thawing and freezing has bulged the grain out of the ground until the roots have been broken, the result being that in many sections large patches have been killed entirely.

KINGSTON.

Kingston merchants benefitted by large orders for supplies for the crew and party going to Simpson Island, somewhere near the north pole, I guess, from the amount of stuff bought. A. Maclean & Co. got nearly a five thousand dollar order, meat, flour, tea, etc. J. S. Henderson, 1,000 lbs. coffee and extras. W. P. Peters, flour merchant, sold them three thousand dollars worth of flour, feed, etc. The party was mostly made up of Frenchmen hailing from Quebec.

A. Maclean, wholesale grocer, took a trip to Jamaica with his wife and enjoyed it very much. He just escaped being there during the earthquake. A. Maclean does a large meat business, employing a lot of men. His son Andrew looks after the wholesale grocery department.

Robt. Crawford, coal dealer, bought the old premises once occupied as a wholesale grocery by Fenwick, Hendry & Co. for $4,500. It has a good water front and is valuable; should have brought $15,000.

N. C. Polson & Co., wholesale druggists, are doing a large export trade. They are cramped for room and must shortly look for larger premises. It is a busy place and the click of typewriting would deafen you.

The good-looking jeweler called for Jim the grocer and took him to the Board of Trade rooms to listen to a lecture by Professor Ellis, of the collegiate institute, on the early days in Canada. He spoke for two hours, and was listened to by a delighted audience. He spoke of the Indian warfare, invasions, sieges, etc.

He dwelt on Kingston for a considerable time and said that he always had the highest respect for it from the fact that it was venerable, being the oldest city of note in the province and just the place for the Dominion Historical Society to meet. If they come they will be well used and shown many old landmarks, forts, towers, etc.

The only objection to the lecture by the Grocer was that he said Johnston street should be spelled without the "t." The grocer said it was an injustice to the trade to leave out T. This caused a laugh and made everyone feel good.

W. Pickering is settled in his new store on Princess street and will make things lively for his neighbors in trade. His store is neat and full of good things to eat. He has a meat shop in connection. Half of the grocers run meat shops now and the butchers don't like it.

Some of our best grocery stores are models of antiquity. They pay no attention to window dressing or store decoration and their places look sloppy.

They get into a rut and can't look over it. Jim the grocer was out one day on horseback and a little boy looked at him a-while, then said: "Mister, why don't you jump off and look at yourself?" This advice would apply strongly to some of the careless retailers whose windows speak to the passers-by of the negligence of the inmates.

The Larder Lake syndicate, with headquarters in Ottawa, sent its agent up to Kingston and scooped in a lot of hard-earned cash. May it turn out well.

The real estate men have got the people into a stampede. They are like fishermen who put all kinds of baits on the hook to catch the suckers—Silver frogs, birds, spoons, nuggets, etc.

Never venture, never win. Larder Lake seems to be in the lead just now and we hope to see coppers turn into gold sovereigns.

The finest maple syrup in Canada is being sold here by makers from Delta and Elgin for 80c. and 90c. a gallon. There is a lot of mixed stuff sold here and the Government inspector will likely call at two or three places to get samples and send them to Ottawa for analysis just to let the department know he exists. What rot! Just like the baker when he had his bread seized for being light. He mourned his loss until his help said: "What's the use whining? They won't be around again for a year. Can't you make it up?" Then the baker wore a smile again and was happy.

Bread wholesales here for $1.10 for 26 one and a half pound loaves and retails for 5c., making $1.30 a dozen. The bakers here make exceptionally good bread and the greater part of the choice butter spread on it comes from the Victoria Creamery, Lindsay. This creamery had the honor of supplying Government House, Toronto, during the Duke and Duchess of York's visit to Canada, so it has been used by royalty.

The Government Dairy School is closed. The students have gone to their homes and only Prof. Mitchell is seen around the buildings. It looks lonely, for there is generally a jolly lot attends.

Mr. Stonehouse, the genial overseer of the butter department, has gone back to Port Perry to open up his factory. The reason so many butter factories close up during the winter is on account of the farmers feeding turnips to their cattle. Why can't they use mangolds or sugar beets? They are certainly injuring themselves by the turnip habit.

LONDON.

The first of this season's cheese has appeared on the local market—a week or two earlier than usual. The cheese is of very good quality, and retail gro-

cers are paying 12c. to 12½c. per pound for it.

As a result of the efforts of the Retail Grocers' Association, the price-cutting in canned goods and sugars, which has been indulged in by certain retailers for some time, has been prevented from spreading to other stores, and those who have been engaged in underselling promise to quit it as soon as they decently can. After all, the regular trade has not been seriously affected by this cutting, which, it seems, is not the drawing card to the housekeeper it once was.

The Retail Grocers' Association will meet shortly to make arrangements for their annual picnic. Last summer the grocers failed to agree on a place in which to hold the event, some favoring Niagara Falls, where it had been held for years, and others preferring Detroit. The result was, as neither side would give way, two excursions were held on the same day—one to the Falls and the other to Detroit. This year it is hoped all will unite on a trysting place.

Notwithstanding the agitation of the local grocers for telephone competition the city council has given the Bell Co. an exclusive franchise for another three years. There were two things that assisted in putting the franchise the Bell people's way. In the first place, the so-called independent company failed to satisfy the council that they were able to "deliver the goods"; as a matter of fact not having any organization or anything in the nature of plant on the ground and being unable to show that they could get things in readiness in the near future. Then the Bell Co.'s proposition included an offer of $4,000 a year bonus, which, at a time when the assessment rate was being fixed, and every effort was being made to keep it down, was no small matter to the aldermen. The grocers, however, are not discouraged, feeling that the agitation has had good effect in an educative way, and they hope that by the time the present franchise expires the possibility of obtaining relief from the monopoly will be vastly improved.

In retail lines business is quiet. Wholesalers report a fair movement in staple lines, the time of the year considered. The backward state of the season and the wretched condition of country roads have had the natural effect on trade, but with warmer weather and the roads drying out, business is sure to take on fresh life. There is little change in wholesalers' prices. Sugars remain very stiff. Teas keep very high and very little is being imported. Stocks in hand are still considerable. A great amount of second-hand teas have recently been sold by brokers at substantial profits to the holders, but at the same time much below what they can be imported for to-day. These lots have been pretty well disposed of, and dealers will very soon be forced to buy in the regular way.

A western Ontario canner, while in the city to-day, informed your correspondent that trade has been very good all through the season. He further stated that, outside of gallon apples, for which there is quite a large demand in the old country, the export trade to the British market is very limited. Very little of other lines of fruits and vegetables is sent abroad. Being a member of the Canners, Ltd., this gentleman naturally thinks the factories at present in operation possess capacity sufficient to supply all the canned goods required, and declares that if all the talked-of factories are started the business will be overdone.

John T. May, for seventeen years with D. S. Perrin & Co., manufacturers of biscuits and confectionery, has goine into the retail grocery business, having opened out a fine store at 346 Kildout street, with a large and varied stock. His many friends wish him the best success.

NOVA SCOTIA NOTES.

Windsor, N.S., can boast of a store as much up to date as any in the provinces. Murphy & DeMont keep one of the best assortments of fine groceries to be found in any grocery store and are strictly up-to-date in every respect. A few days ago they had a fine display of Shield Brand coffee, and later followed it up by another, of Magic baking powder. Both of these displays proved great attractions.

Frank Lynch, Windsor, N.S., carries a fine line of groceries, etc., at his popular store on the outskirts of the city. His trade shows a steady increase right along, and his prices are right.

A. W. Hart, representing Lynch Bros. & Dolan, the well known firm of biscuit manufacturers, has worked up a fine trade for his firm in the Annapolis valley and western Nova Scotia. Mr. Hart is a hard, conscientious worker and knows how to talk his line of goods.

Jas. G. Harris, representing the Stewart Confectionery Co., Toronto, is working Nova Scotia. It will not be Jas. G's fault if every store in the province does not stock these superior goods, which give the best satisfaction wherever they are handled.

Capt. Chas. Davidson, Hantsport, N.S., reports business as opening up very well. As soon as the roads are in good shape business will be good in the Annapolis valley. The firm of J. Frank Crowe & Co., Halifax, do a large business in the Annapolis valley, their representative being very popular.

Cowan's Perfection Cocoa is doing some very effective advertising in the Annapolis valley, their signs and advertising matter being very effective.

Another attractive piece of advertising at present being used in this part of the country is E. W. Gillett Co.'s pamphlet, printed in colors, showing the goods which this well known firm manufacture. The whole book is got up in a superior style.

W. H. Stephens has sold his grocery store in Wolfville to H. A. Barss of that town. Mr. Stephens will leave for the great northwest shortly, where he will permanently reside. He is a pushing young business man who will make his mark wherever he may put out his shingle.

Quite a number of farmers in the Annapolis valley will this year plant cucumbers and tomatoes for the pickle manufacturers. This should be a profitable business to the farmers.

Farm produce is exceedingly high this spring. Eggs, 20c. to 25c. per doz.; pork, 9c. per pound; potatoes, very few and prices high; hay away up. It pays to farm this year down this way.

A. J. Laurence, of McCormack's Jersey Cream biscuits, has worked up a wonderful trade for his goods in the valley and south shore of Nova Scotia. Arthur is at home in every section of his territory, and no more popular traveler visits the trade.

Our friend, R. W. Gruchy, the flour man, is still selling his flour by the carload. He is one of the oldest and best known flour men of the province, and with a good firm back of him it is no wonder he does a good trade.

Cigar men come and go, but A. A. McClaskey goes on forever. No man ever had the unbounded success selling cigars our friend has had. His sales of cigars are simply enormous; every man who handles cigars, and most every man who smokes them, is a friend of McClaskey.

PETERBOROUGH.

M. Carton, of this city, has disposed of his grocery stock in New Liskeard. Mr. Carton formerly conducted a wholesale grocery in this city and at that time had a very large connection among the grocers of the Cobalt district and he has decided to retire from active life entirely. Chas. Rucher is conducting the wholesale house here now and he has met with considerable success.

The annual meeting of the Retail Merchants' Association was held Thursday night when the officers and standing committees were elected. The meeting also arranged for the big banquet mentioned in these columns last week. A strong committee was appointed and they will arrange for the speakers and carry out the banquet, which will be held in the near future.

The retail merchants, especially the grocers and fruit dealers, are very angry with the city council. The merchants have been compelled to take down their signs and have been forbidden to place any goods upon the streets. Fruit must not even be exposed, according to the new by-law. At the same time, the council has been very negligent as far as street watering is concerned and on Saturday and Monday a lot of damage was done to stocks. The merchants have made it so uncomfortable for some of the aldermen that when the deputation appears before the council on Monday night it is firmly believed that the sign by-law will be repealed. A couple of the aldermen have changed their minds and will vote for an amendment.

Navigation on the Otonabee River was opened last Saturday when the first

steamer from Rice Lake came up. This boat brings up a good crowd of marketers and on the first trip carried about fifty. A couple of the ports where the Monarch usually calls were still blocked with ice, but by next Saturday the ice will have all disappeared, and probably a hundred and fifty farmers will be brought up.

The supplementary estimates brought down in the Dominion House provide $1,200 for a new wharf on the river in this city. This improvement will greatly assist navigation and will provide much better accommodation for farmers coming to the city by boat and it is expected that a larger number than ever will avail themselves of this mode of travel during 1907.

The cereal companies are both complaining yet about the shortage of grain. The firms have lots of grain stored at their northern elevators but there are not enough cars to carry it. The receipts of grain have improved very little during the past few weeks and it is never known when they will have to close down for a half day.

While there has not been much said of late about the retail grocers organizing, interest in the scheme has by no means died out. The grocers are individually working, not so much with others as with themselves. They wonder why they have not been organized long ago. They every one realize the advantage it would be to them in buying stock alone, to say nothing of the control of trade. Still they feel that the public would become suspicious that they were charging too much and go some place else, probably to a merchant who made a boast that he was not connected with the association. The merchants also feel that if they joined an association the other grocers would become acquainted with their business and take advantage of them.

This week one of the oldest grocers in the city expressed his views on this question to The Grocer's correspondent. He had figured on the thing for a long time and his decision was that practically all the ill-feeling existing between merchants was purely imaginary. "We grocers," he said, "do not know each other. There are lots of merchants here that I do not know, only to see them on the street. I have never met them socially and very seldom in a business way. I know that lots of the merchants consider that they have a grevience against another grocer. But that grivience would amount to nothing if the men concerned were acquainted. I believe this banquet the retail merchants purpose to hold will be a good thing. It will bring us fellows together in a social way and that is the only way to establish confidence in one another. Then at the annual meeting I propose to advocate a revival of the Retail Merchants' Association. It has been dead for a long time and there are many things at the present time which require a united front to handle. The scheme I have in my mind is that a regular meeting be held once a month or once every two weeks and after the routine business is through that we have a little social time for an hour, during which we can have some mode of entertainment and talk over business and political matters. I believe that that is the only way to overcome the petty jealousies among business men. Once we are personally acquainted we will understand each other. Our ideas will be broadened and we will come to understand that every man is in business for himself and because one fellow takes a progressive step it is not to injure his fellow man, but to better himself. If one man is more up-to-date than the rest of us we have only ourselves to blame. A good live organization, no matter whether it be only grocers or the Retail Merchants' Association, would soon dispose of the trivial matters which are now causing so much trouble."

ST. CATHARINES.

In the matter of managing their business and arranging goods, a merchant must be up to date in his ideas if he wishes to secure and retain his customers. The old-fashioned notion of having store shelves up to the ceiling, when a stepladder was required to bring down the goods has vanished and a modern system inaugurated in its place by which the goods could more readily be reached. This system is in vogue in St. Catharines. As to the classifying and exhibit of goods, that is a matter of choice. Some grocers prefer to have one specialty for exhibition and some another. Cards announcing arrival of early spring vegetables or other commodities for spring use are got out so that the passer-by will be attracted and thus induced to purchase, though he or she may never have been a customer. Merchants in St. Catharines not only take this method of informing the people of the lines of goods they handle but they go farther, and announce through the newspapers of other places their inducements for people to come and deal with them. One grocer—well, he is a grocer, but deals in a variety of articles, such as fancy toys, crockery, glassware and a host of other kinds of goods and who also has a fine window display—ex-Alderman James T. Petrie, and who calls his emporium the "American Bazaar," at the inaugural opening of the branch electric railway from Fonthill offered great inducements for the outside public to trade at his store and he was successful in obtaining their patronage. In almost every grocery store the telephone comes into daily active use and then again the merchants have drivers and wagons—or sleighs, as required—so that the orders are promptly filled and as quickly delivered. The old system of long time book accounts with customers has become a thing of the past. Nearly all of the grocers have the "cash" system or "short time accounts," as is necessary in some instances, for Government employes receive their pay only once a month and as the close season of navigation lasts for months these men will scarcely have any ready money when springtime comes and work begins. Many of the manufacturers pay their employes each fortnight; others pay weekly, so that in all instances "short time accounts" are admissible.

Farming operations have been at a standstill owing to the cold, raw weather. Little ploughing and seeding has been done. Still this class seem to be getting along very well and the pay they receive for the commodities they offer is very good. The market has been well patronized lately and ready sales are made at the prices quoted: Hay, at $15 to $16 per ton, and there were many loads on Saturday; potatoes, 70 to 80 cents per bushel; chickens, 14 to 16 cents per lb.; turkeys, 20 to 22 cents per lb.; butter, 25 to 28 cents; wood, $5 to $6.50 per cord; eggs, 18 cents dozen; beef, per hundred pounds, $8 to $9; pork, $8 to $8.50; veal, $8 to $9; mutton, $10 to $11; straw, per load, $5; early vegetables and luxuries, such as lettuce, onions, asparagus, radishes, brought good prices. Choice potted plants in bloom, among them being a load of white lillies, brought handsome prices.

William Davidson, formerly of the merchant milling firm of Black & Davidson, on St. Paul Street, has opened out a flour and feed and vegetable store. Mr. Davidson is well and favorably known and should command a fair share of public patronage.

The canning companies have begun spring operations, though not in canning goods for the market. The proprietors are negotiating and contracting with farmers and gardeners for rhubarb, strawberries, raspberries, gooseberries, tomatoes and other commodities for the season's business. There are six canneries in St. Catharines, all of them manufacturing and preparing different kinds of goods for domestic and foreign trade. Large quantities of canned fruits etc., are consumed in this city, and as there are numerous small towns and villages in the Niagara peninsula the canners of this city have an extensive trade.

HAMILTON.

The Retail Grocers' Association are going to ask the city council to pass a by-law regulating hawkers, pedlars and transient traders, along the lines of the new bill passed by the Ontario Legislature last session.

This city has been over-run with tea pedlars and others from London, Toronto and Guelph, and the grocers have lost a goodly share of business through the pedlar and his one line. Consumers have been imposed on by these fakirs, leaving caddies of tea to be paid for when the agent calls again, and strange to say they get their money when the grocer who supplies the sugar and soap gets beat out of his account.

Another grievance is the fruit pedlar. These people are mostly Italians, who are here in scores, huddled together in tenements where cleanliness is not next of kin. Your Kingston correspondent says that down there they sleep on the bananas to ripen them. Possibly that's what adds to the flavor of the Kingston bananas. However, the grocers are after them. They are willing to give them the same privileges as themselves—but no special license to peddle.

The annual picnic agitation is on. It will be held in July at Niagara Falls and, of course, will be a record breaker.

(Continued on page 40.)

THE CANADIAN GROCER

Established - - - - - - 1890

The

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"FOLLOW-UP."

In modern business organization and system some form of "follow-up" is regarded as highly important, essential both to the holding and extension of trade and as the only means of reaping the legitimate fruits of advertising. Very few retail grocers have even thought of such a thing, and yet modern grocery conditions are such that some simple device for keeping tab on casual and likely customers so as to keep in touch with them seems a necessity. A lady comes in response to an advertisement; whether she buys or not, if her name and address can be ascertained, the grocer should devise some means of keeping her in touch with the business. Then there's the summer visitors', campers' and tourists' trade. That is becoming important in many parts of Canada and should be looked after systematically. Here also the "follow-up" will be found not only serviceable, but essential.

WHAT TO DO NEXT MONTH.

About this time every grocer should go to the back of the lot, into the cellar or up on the roof, some place where he can be alone for five minutes, and think out what he should be doing next month. Things go so much better if they are planned out a little ahead. We asked one of the brightest grocers in an Ontario city, and under the caption "What will we do next month?" he sent us this:

"We will certainly clean up. The cold weather has made everything look shabby. We will paint the front, air the cellar, look over the stock and reduce the price of goods that are slow sellers.

"We will make better arrangements for the sale of our own brands or blends of tea and coffee. We can do ourselves a heap of good along this line, and we know it, but we want somebody to sic us on. We know something about tea and coffee ourselves and we are going to prove it, not let the lead package man walk all over us. We are going to help along this Retail Grocers' Association, if somebody will only take hold of it and give us a chance to join.

"I will write to Mr. Beckett and ask him to make a move at it. Will you write to him? That will help the boys along with their petition for Wednesday afternoons off during the summer. I will hunt up my fishing rod and line and get a day off."

SHREWDNESS OR OBSTINACY?

The Woodstock Express is doing what it can to consummate the proposition of some London capitalists to establish a canning factory in the former city. The company want a loan of $15,000, and the ratepayers appear to be somewhat backward in displaying that enthusiasm for which The Express is trying to give them credit. It deprecates a timidity which can be so blind to its own interests as to turn down such a gilt-edged proposition. It points with pride to Woodstock's rapidly increasing industrial development, to the inestimable benefits which would inevitably accrue to the city from the acceptance of such an opportunity, and views with alarm the equally incalculable detriment to civic progress which would follow its rejection. But some of the ratepayers are evidently of Scotch persuasion, and like to be sure of their ground. The point is—Can they afford to be too canny?

REFORM THE CIVIL SERVICE.

The Orillia Board of Trade is reaching out for help in its campaign for civil service reform. It is calling on the boards of trade throughout the Dominion to endorse its proposal that the service be placed on a basis of competitive examinations. Promotion by examination may not be the perfect way, but it would be infinitely better than making the public service the reward of ignorant, unthinking partisanship. The other day the board of Kentville, N.S., approved by resolution the Orillia proposal, and every board of trade in Canada should do so without delay.

BUSINESS MEN AND JURIES.

Public duty is a fine thing, and every man owes it to his city or town, or to his country, to a greater or lesser extent. But it can be carried to extremes. Sacrifice of personal interests for the benefit of the multitude, to serve the state, is all right if too much be not asked. Business men are too broad-minded to object to give a reasonable amount of their time and services to the Government once in a while, but when it comes to being called upon to sit in a special jury twice in four months, as happened to some Montrealers, meaning a loss of their time to business, a loss which cannot always be reckoned in money, then it is time to register a complaint. According to the present system, eighty names are taken from the grand jury list. Twenty-eight names from eighty in all are selected, but in place of the next jury being selected from the fifty-two names which remain, a new list of eighty is made out and the twenty-eight necessary jurors are therefrom selected. In this way the remaining fifty-two are treated as if they had already served on a jury while the twenty-eight who had seen service stand a chance of being again compelled to serve. The Montreal Board of Trade Council at a recent meeting decided to point out to the Government the necessity of changing this system of selecting jurors.

EDITORIAL NOTES.

Rev. A. E. Burke is an industrial as well as a religious leader in Prince Edward Island. He recenty wrote to the Kentville, N.S., Advertiser: "Had a conference of the five boards of trade of the Island of Charlottetown yesterday on transportation. All boards fully represented. A resolution for tunnel, and nothing but tunnel, was unanimously and enthusiastically carried. Delegates were not divided at all, but united as a people could be." This tunnel will have to be built.

Kentville, N.S., Board of Trade has elected Rev. Canon Brock an honorary member. This led to a resolution making all clergymen within the jurisdiction of the board honorary members. This is going some, and it's going in the right direction.

Markets and Market Notes

QUEBEC MARKETS

Pointers:—

Fish—Revised.
Maple products—Easier.
Provisions—Lower.
Butter—Lower.

Montreal, April 25, 1907.

Navigation not having yet opened, activity in general grocery lines has not yet commenced. There is a good general business of a hand-to-mouth character, but outside of this there is a feeling of quiet in the markets.

In canned goods, gallon apples are in good demand in certain parts of the country, while a nice business is being transacted in corn, peas and tomatoes. There is a lot of salmon selling also. Sugar is steady this week. Some are buying good sized lots at the recent advance, but the majority are content to obtain present requirements and leave it at that. Molasses is unchanged, and business in corn syrups is reported by jobbers as being not quite so brisk. Good trade is going on in teas. Japans and Ceylon greens are asked for. Stocks are becoming smaller each week. Currants are easier in Greece. Raisins are quiet, while prunes are brisk. Coffees and spices are featureless. Evaporated apples are still selling at 10 cents. Beans are in very good demand at prices quoted. Maple products are easier owing to a larger make than was expected. Provisions are easier and prices are lower. Butter has declined. Collections are good in most cases, a few complain of slow pays among their customers.

SUGAR — No further advance in sugar is expected at the moment, although conditions are such as might warrant higher prices. Granulated is scarce, and owing to the difficulties experienced by railway companies in making deliveries, raw sugar is in rather short supply. Some are buying freely at present prices but most people are conservative.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs	5 05
Extra ground, bbls	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls	4 00
No 1 " bags	3 95

SYRUPS AND MOLASSES — Molasses has not changed since last week. Little business is being done. Reports from the Barbadoes state that the price asked is still 15c.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03½
" 38½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb " ¼ doz. "	2 35

TEA—A very nice trade is being done in teas, although the market is quite without feature. Japans continue in good demand with stocks declining. Ceylon greens are in fair demand.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES—A normal business is being done in coffees. Prices are without change.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional

DRIED FRUITS — Except that currants are easier, this week's market is absolutely featureless. This line cannot, according to reports, go any lower and be exported, owing to Government arrangements in Greece. Raisins are quiet. Prunes are selling at prices quoted. Reports as to damage in fruit districts in California are still being circulated.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, April 25, 1907.

BUTTER—Prices unchanged. Market steady.

CHEESE—Quiet. Little business.

EGGS—Situation unchanged.

PROVISIONS—Featureless market.

Valencia Raisins—

Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10

Dates—

Hallowees, per lb	0 04 0 04½
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06

California Evaporated Fruits—

Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16

Malaga Raisins—

London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50

Californian Raisins—

Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06½
90-100s	0 06½

Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—

Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½

Sultana Raisins—

Sultana raisins, per lb	0 13½ 0 15
" 1-lb carton	0 15

Eleme Table Figs—

Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

Peels—

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 11 0 12

EVAPORATED APPLES — A good trade is being done in evaporated apples at 10c. Few are asking more than this, and we have not heard of anyone offering at less.

SPICES — There is no change to record in spices this week. Demand for various lines is reported good for the season.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 12
Nutmegs	0 30 0 55

BENAS AND PEAS—Beans are still quoted at old prices and business is brisk for the season. Good demand is reported for peas.

Choice prime beans	1 45 1 50
Soup peas, whole, bag 2 bushel	2 25 2 30

MAPLE PRODUCTS—Maple goods are slightly easier this week. The season has turned out much better than was expected. Demand is good, and sales are frequent and fairly large.

Pure maple syrup, bulk, per 8½-lb. tin	0 60 0 70
Compound maple syrup, per 10-lb. tin	0 80
Pure Townships sugar, per lb	0 08 0 09

RICE AND TAPIOCA—Jobbers report good demand for both lines quoted. Rice is moving out quite freely, while the few small lots of tapioca arriving are not hard to sell at figures quoted.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C C rice, in 10 bag lots	3 05
C C rice in less than 10 bag lots	3 15
Tapioca, medium pearl	0 07 0 07½

RAW FURS — No change in prices, which are quoted as hereunder.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Spring rat	0 20	0 25
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	6 50
Weasels	0 10	0 50
Skunk	0 40	1 00

CANNED GOODS

MONTREAL—A good steady business is going on in canned goods. Corn, peas, tomatoes and fruits are in fine demand. Stocks are in most cases sufficient to take care of the demand. Salmon is selling very freely. Gallon apples are in strong request in some quarters.

TORONTO — There is little that is interesting in the canned goods situation here. A fair trade is passing but the increased demand which spring usually brings has not yet arrived. For a week it has been told that one firm were offering future tomatoes at 85c., and it was thought to be an evidence of bad conditions. The fact is, the firm were in a deal of some kind and made a sort of sporting offer, which was taken up; but they deny that they are selling futures at anything but the opening price. Some tomatoes, held by independent canners, are offering, and there is a tendency to overestimate the quantity available.

ONTARIO MARKETS.

POINTERS—

Sugar—Quiet and firm.
Rice—Very firm.
Provisions—Easier.
Cheaper butter expected this week.

Toronto, April 25, 1907.

Most wholesalers here admit that trade is quiet. Some claim to be busy with lake and rail orders for the north and west and one or two say trade is pretty active. Some continue to complain of the slowness of collections. The backward spring has undoubtedly retarded trade and the grocer shares the result. There are no features to trade this week. Even the wholesalers who are busy fail to see anything but sorting-up orders. One house said the demand for canned goods was increasing, but they were the exceptions to prove the rule of quietude. Some claim that independent canners who have held their goods gre weakening the market with offerings. Specific instances, however, were not forthcoming. There seems to be no pressure to sell on the part of the jobbers and the spring demand has not yet arrived. Sugar is quiet after the stir occasioned by the advance, but the market is regarded as firm and unlikely to decline. Rice and tapioca are firmer. Sultana raisins are costing more. Tea continues active at firm prices.

TEA.—The tea trade in Great Britain has been lagging some, pending the budget announcement. That having been made, renewed activity is assured. Illustrating the strong position of tea the world over, Thompson's Tea Circular says: "A sharp advance on the terminal market usually has the effect of attracting tea from various foreign ports, but it is significant of the healthy state of trade in the tea consuming centres of the world that the imports of tea other than British grown during the first three months of the year were barely one million pounds ahead of the previous period."

The cause of the great rise in price that has taken place in Ceylon and India teas is due in the first place to the greatly increased consumption in Great Britain, then to the fact that Russia and Germany together took 58 million pounds in 1906 against 39 millions in 1905, an increase of 19 million pounds. North America took 40 million pounds in 1906 against 32 millions in 1905, while every other market in the world took increased quantities; the total increased consumption in 1906 over 1905 being 32,577,577 lbs., or an increased consumption of over 25 per cent. outside of Great Britain alone during the year 1906 against 1905.

COFFEE.—The market continues quiet. Receipts at the Brazil ports are still large. The question is what will the next crop be and as to that opinions vary from large to small. The world's visible supply in bags, on April 1, was 15,397,742 and on March 1 it was 15,-201,422, and a year ago, 10,747,916.

SUGAR.—The market is not very interesting this week. Prices for refined remain firm at the advance but there is not much trade passing. European beet is a shade lower than last week, but spot cane raws in New York closed week before last at 3.73½ per lb. for centrifugals 96 degrees, advanced last week to 3,76½ and continued there this week. Willett & Gray's last weekly report says:

"Last week the indications were that the European beet sowings would be increased 5 per cent., but now F. O. Licht, European beet crop expert, estimates an increase in sowings of only 2½ per cent., which is favorable to market values.

"Taken in connection with the present indications for the cane crop of Cuba, these notable features have a bearing for good upon the course of prices for some time to come.

"In Cuba 134 centrals are working with receipts of 37,000 tons for the week against 183 centrals at highest point with 65,000 tons weekly receipts.

"The visible crop now is 1,110,000 tons, leaving 140,000 tons to be reported to reach our minimum estimate of 1,250,000 tons. Another week's report will probably give a basis for a maximum crop estimate.

"The tone and tendency at the close are to continued firmness, with gradually improving tendency."

The statistical situation is as follows: Total stock of Europe and America, 3,-472,199 tons, against 3,730,735 tons last year at the same uneven dates. The decrease of stock is 258,536 tons, against a decrease of 242,753 tons last week. Total stocks and afloats together show a visible supply of 3,572,199 tons, against 3,840,735 tons last year, or a decrease of 268,536 tons.

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 95	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 50
Berlin granulated		4 40
Phoenix		4 50
Bright coffee		4 30
Bright yellow		4 35
No 3 yellow		4 35
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls

MOLASSES AND SYRUP.—There is no feature to the market at present prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 36
Bright	0 38	0 24
Corn syrup, bbl., per lb.		0 02½
" -bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 50
" 2 gal. "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 ") "		2 45
" 10-lb. " (in ½ ") "		2 40
" 20-lb. " (in ¼ ") "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS.—Quotations continue as before but prices are firm. Sultana raisins are six shillings per cwt. higher on the primary market than three weeks ago and stocks amount to less than 100 tons. There seems to be a moderately easy feeling in regard to evaporated apples, but the period of heavy consumption is only just beginning. There are quotations as low as 8¾c. and as high as 11c.

Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75

Prunes Santa Clara—

	Per lb		Per lb.
100-120s	0 04¾		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07¾
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03¾ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08¾		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz. packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04¾	" choice	0 08½
Domestic evaporated apples			0 09 0 10

NUTS.—There is nothing new to report this week.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES.—Prices are firm, but the market is quiet.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 25

RICE AND TAPIOCA.—The Japan rice market is advancing and prices are firm all round. Tapioca is 1s. 6d. higher on the primary market than a month ago. Prices here however are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

HIDES, TALLOW, RAW FURS.—Trade is dull. Country holders are waiting for better prices. Sheep skins are weaker. Tallow is slightly lower and horschair is down a little.

Hides, inspected, cows and steers, No. 1	....	0 10½
" " " No. 2	....	0 09½
Country hides, flat, per lb., cured	....	0 08½
" " green	....	0 07½
Calf skins, No. 1, city	....	0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 06
Pulled wools, super, per lb.	....	0 25
" extra	....	0 27
Horse hair, per lb	0 28	0 30

FURS.

	No. 1,	Prime
Raccoon	....	1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	1 00	3 00
" prairie	....	1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1	....	1 00
Marten	3 50	20 00
Muskrat, No. 1	0 32	0 30
" " 2	....	0 25
" " 3	....	0 18
" " 4 and kits	....	0 05

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., April 22, 1907.

Meats of all kinds have advanced considerably in price during the past week. Spring lamb is commencing to come in now and is selling at $3 to $5 a carcase. Eggs are somewhat easier, case eggs selling at seventeen cents. Butter is rather scarce and the prices remain firm. No chickens are in sight and the price of fowl has gone up considerably. In wholesale lines, pork has dropped half a dollar. In the fish market the price of Grand Manan herrings has been cut down in order that the old stock may be disposed of. Fresh gaspereaux are in and are selling at $2 a hundred.

* * *

An advance of nearly ten cents is reported in the price of linseed oil. Bran by the car lots is something unknown here at present, while small lots are scarce and sell for $27 a ton.

Maple sugar and syrup is coming in quite plentifully, the former is being sold for 14 and 16 cents a pound and the latter for $1 to $1.15 a gallon. The quality is very good.

* * *

The winter port steamship business is nearing an end. Up to date 101 steamers have filed papers at the customs house for outward cargoes. The volume of the export business is not as large as the previous season but the tonnage of the steamers is greater than any other previous year. During the past week, six steamers sailed, taking away cargoes valued at $1,012,231. The total valuation for the 101 cargoes that have gone forward is as follows:

Canadian goods	$11,069,397
United States goods	5,760,140
Total	$16,829,537

Nearly 5,000,000 bushels of grain have been taken away in these steamers in addition to large quantities of flour, meats, butter, cheese, etc. There have arrived in port to date 111 steamships with a tonnage of 432,814, against 103 steamers last year with a tonnage of 355,264, showing a gain in tonnage of 77,550 tons.

* * *

The steamer Vinland, from Kingston, Jamaica, arrived in port this week with a large consignment of fruit. The steamer Orinoco, which arrived from the West Indies Saturday morning, brought 1,260 puncheons of Barbadoes molasses, 1,966 barrels of sugar, 825 bags of sugar, 150 bags of cocoa, and 650 crates of onions in her cargo.

The schooner Falmouth arrived from Fajardo, Porto Rico. last week with a cargo of molasses.

* * *

According to a statement issued by the American consul, there was an increase of $184,777.36 in the exports to the United States for the quarter ending March 31, over the same period last year. Following is the comparative statement:

Quarter ending March 31, 1907	$617,300 45
Quarter ending March 31, 1906	433,123 09
Increase for 1907	$184,777 36

* * *

The common council of St. John for the year commencing in May will have three grocers in its ranks instead of one, as is the case at present. E. M. Spragg, the Adelaide Street grocer, was successful in defeating Ald. Rowan at last Tuesday's elections by 19 votes, while W. B. Baskin, a grocer on the west side, defeated Ald. Tilley by the small margin of four votes. Alderman J. W. Vanwart was re-elected by acclamation. Geo. W. Slocum, a commission merchant in the country market was unsuccessful in his contest against Ald. Christie, meeting defeat by a two to one vote.

* * *

The south wharf was gay with bunting and flags on Wednesday last, when Charles S. E. Robertson, of the W. E. Hatheway Co., Ltd., was wedded to Miss Constance Sturdee, daughter of the late Sheriff Sturdee of this city. Among the many costly gifts received by the newly wedded couple was a chest of cutlery from the W. F. Hatheway Co., and a set of cut glass from the employes. "Charlie" is very popular in commercial circles.

Fred W. Tufts has disposed of his business in nuts and confectionery on Charlotte Street to Josh. Ward, and has accepted the position of manager of the Rockwood Park interests of the White Catering Co., Ltd. Frank White, head of the firm, has just returned from a visit to the various amusement centres of the United States, and will introduce many novel features at the park.

* * *

The Cowan Company have had a young lady demonstrator in the establishment of W. Alexander Porter, for the past week, serving cocoa.

W. Alex. Porter has returned home from a visit to Boston.

The "Two Barkers'" store on Princess Street was burglarized last Friday night, presumably by boys, as only about a dollar in cash and some groceries were removed.

Canned Goods Consumption.

Inquiries among the local retail grocers here as to the consumption of canned goods, particularly tomatoes, corn and peas, this year as compared with other years, resulted in the statement that the trade in this line is about the same as usual. Some of the dealers were of the opinion that the sales in this line were somewhat heavier than in previous years, but the majority of them thought there was but slight, if any, material change in the consumption. The demand at the present time is as usual at this time of year—fairly heavy.

Organization.

The retail grocers of St. John, N.B., appear to be very apathetic on the subject of organization. Several of the dealers called upon were of the opinion that such an organization as has been advocated by The Grocer would be a very considerable benefit to them, but they were not disposed to take the leadership in trying to form such an organization. Other dealers eemed to think that there was no need of such a body and they would not bother their heads about it.

True it is, that there are a few who endeavored some years ago to get their fellow tradesmen together to form an association for their mutual benefit. but little came of it. Several meetings were held and steps taken to elect officers and discuss plans, and then the energy oozed out, as only three or four were taking an active interest, and, finally, the scheme fell through. Some of the men who were behind the proposal at that time still feel that such an organization could be made to be of great benefit, but they are dubious of making any move in that direction again, after the first failure.

One of the largest dealers who was asked for his opinion on the matter said he could see no great need for such an organization now. There was practically no price cutting here at present. and as far as bad debts and dead beat customers were concerned, he exercised proper caution, so that he should have no such losses.

The feeling of the majority seems to be to let well enough alone and while the present apathy is on, there is but slight prospect of anything being done to bring the dealers any closer together.

GROCERS' MEETING.

The montly meeting of the Toronto Retail Grocers' Association was held in the Temple Building on April 15. There was a large attendance. The only matters of importance taken up were the two excursions to be held in June and July. The date fixed for the moonlight excursion is June 17, and for the expedition to Niagara Falls and Buffalo, July 17. A committee to look after arrangements, etc., will be appointed at the next meeting.

A BOOSTER

That's what all wide-awake buyers are looking for. Something that will help a good business to get more business. We are continually on the lookout for these trade helpers and generally have a few on **tap** ready to hand over to some live buyer who wants to increase his margin of profit.

Thames Catsup, 3s, - - -	**50**
Frankford Squash, 3s, - -	**75**
Sair Dates, - - - -	**3¼**
Rolled Oats, "finest quality," -	**2.05**
Imperial Jam, '12x5" tins to crate,	**5¾**
Clothes Pins, "5 gross boxes" -	**55**
Indian P. S. Tea, "Exceptionally good value,"	**14**
Pearl Tapioca, - - -	**6½**

All of the above lines as you know are quoted at less than to-day's market prices. If any of them interest you, send us an order.

Perhaps there is some other line you would like a price on. If so, don't be shy; let us hear from you and you may depend upon it we will try to make our offer an interesting one.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 25, 1907.)

There is little change in business conditions since last week. Finer weather is giving the railways an opportunity to overtake their work but the congestion of freight is still very serious. In spite of all adverse conditions, however, spring trade shows a considerable increase over any previous year and business men are optimistic.

Quotable changes this week are few and unimportant, values holding steady in all lines.

CANNED GOODS—Except for some changes in roast and corned beef given below, there are no quotable changes this week. All staple lines continue in strong request. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 06½	2 04
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 85
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 96
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " " 1's "	1 35
" (Clark's), 1's, per doz	2 75
" " 2's. "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " ½-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" ½-lb. talls, per case	10 50
" 1-lb. talls, per case	15 00
" " flats, per case	15 50

—SUGAR—

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	5 80
" " in ½-bbls	5 80
" " in 100-lb cases	5 80
Raw sugar	4 50

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" **Maracaibo**	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb.	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz.	1 05

PICKLES—Local brands are quoted as follows since the recent advance:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUIT—Since the revision in prices noted in last week's issue there have been no quotable changes. We quote:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	0 10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Owing to the high prices of Canadian evaporated apples some of the local houses are importing evaporated apples from St. Louis and these are quoted lower than the Canadian. Canadian evaporated apples are quoted at 10¾c to 11 c per lb. nd the dried apples at 9¾c to 10c.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	3 40
" " 10-lb. " ¾ doz. "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" in small lots, per lb	0 11½
Filberts	0 11½
Peanuts	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES—In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No 2 " without filler	0 20
Egg case fillers (12 sets per case), brown, per case	1 70
" " white, "	1 85

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

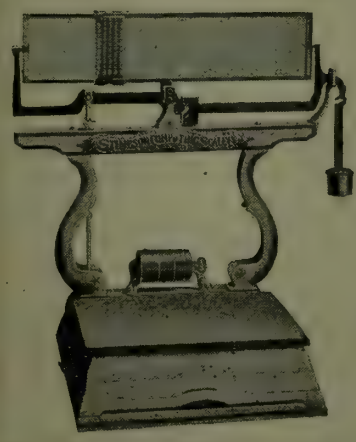
Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***



Stop the Leaks in Your Business

This scale gives the weight and value at the same time by one movement of the poise.

Write Us About It.

Stimpson Computing Scale Co.

34 Arthur Street, corner Notre Dame Ave.

Winnipeg, - Man.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

FROM GROCER CORRESPONDENTS

(Continued from page 32.)

The retail druggists are now making ready to close on Sundays, a move that citizens generally approve of.

The tendency of the age is for shorter hours, and grocers should heed this. The grocer who now keeps open until 10 and 11 o'clock at night does not get the respect from his customers that he would if he closed at 6 or 7.

Chas. Austin, formerly with Dalley & Co., and who was a hustler in the Two-in-One business, has bought out James Bews' grocery business, and his prospects are fine for a good trade.

Mr. Bews retires with a competence sufficient to keep him in luxury the rest of his life.

A special meeting of the Retail Grocers' Association was held Monday night. The annual picnic question was discussed, and it was unanimously decided to have an outing this year. Jas. Main was elected chairman, and that alone is a guarantee of success. Give "Jim" enough "rope" and he will make it the best picnic ever.

A resolution was endorsed asking the city council to change the time of the civic elections to an earlier date; also in regard to jobbers selling to consumers, hotels, etc.

It is thought here that manufacturers of soaps, cereals and other such lines, when making up their prices, should take some thought as to what would be a fair profit for the retailer. Nearly all of these goods are put on the market at net prices that do not leave the grocer a legitimate profit. Some of these people say the grocer will have to sell the goods, and it is no business of theirs what profit he makes. But we hope to see the day when the worm will turn—some day when our provincial association (which is to be) will be able to make suggestions, both to the manufacturers and jobbers, that the interests of all would be best conserved by mutual counsel.

There are so many families moving into the city that there is a house famine, and tents are being put up in different parts of the city. The building trade is pushed to its utmost. Real estate is being turned over in big deals. Hamilton is out for a 100,000 population, and it won't be long at that. Grocery stores are being opened up freely, so that there is no danger of the new settlers either running out of provisions or credit.

STRATFORD.

Your reporter has made several inquiries among the retail grocers this week as regards the consumption of canned fruits, etc., and finds out that in the majority of cases the demand is not nearly so great as this time last year. Still, there is a very good demand. Last year there was a very large quantity of canned goods disposed of in this city. Of course the price has a good deal to do with the demand. Previous to the recent increase in price, one merchant laid in a pretty heavy supply of canned fruits, and, as a consequence, is not suffering much. Other merchants did not raise the price to the consumer in proportion to the advanced price to the retailer, and as a result they are not deriving any fortune out of the sales. Although many of the merchants report that the sale has not been as large as last year, there are others who say that the sale has slightly increased.

By reports it is learned that the fruit crops in this vicinity have been hindered in growth by the backward spring. One farmer, who has quite a pear orchard, says that this line of fruit, especially the Kiefers, will be a total failure, and peaches will also be a light crop. The winter has been very destructive to the San Jose scale, and it does not seem to be nearly so active this season as in former years.

Apples promise to be an exceptionally good crop. There is also a good showing for the smaller fruits, and unless some further set-back occurs, the fruit crop on the whole will be a very fair one this season.

Saturday's market was largely attended by sellers and buyers. A large quantity of eggs was offered and sold at 16c. and 17c. per dozen. Butter advanced one cent over the week previous, selling at 24c. per pound. Other produce sold at the same price as a week ago.

William Horner, an old Stratford boy, has recently returned from the Canadian west, where he has been much prospered in his business. Mr. Horner conducted a good grocery business in Lethbridge, Alta. About four years ago he was burnt out, but he erected a fine new store. Mr. Horner has decided to not return to the west, but will likely take up his residence in this city, where he has one sister.

Many of our grocers are making a special display of their maple syrup goods. The small sign, "pure maple syrup for sale here" is seen in almost all of the grocery and confectionery windows. On the market this article is still selling at 40 cents per quart.

Trade at present among our merchants is not just as brisk as it might be. Several of the retail grocers say that they had an exceptionally good Easter trade, but that since then trade has not been very good. However, the housecleaning days are about here, and they expect to have a good season in selling house goods.

The grocers are giving quite a bit of attention to window dressing, and are advertising special lines in a most attractive way. The merchants are rapidly becoming educated to the importance of making attractive window displays. They realize that a good display, with the price properly ticketed, will do wonders in the way of getting citizens to buy. It has been truthfully said that the window is a fair index to the store, and this is being exemplified in Stratford. Displaying special lines of goods in this way has its advantages. The display may include the very article that a shopper would want, and then again, it may include some article to which no thought of purchasing has been given to the pedestrian or the regular customer. Changing window displays frequently is also a good way to attract the attention of the passer-by. It is gratifying to note the progress that the merchants are making in dressing their windows.

One or two of the grocers in the city are cutting prices in one or two lines of goods. Particularly is this being done in regard to canned tomatoes and flour. Notwithstanding that the price of both articles was raised some time ago, the price to the consumer remains the same. When in conversation with one of the city grocers, he remarked, in answer to a question put by your correspondent, "Yes, we have a Retail Merchants' Association, and there is a branch called the Grocers' section, but that is all it amounts to. They seem to avoid discussing this question, re price cutting. There is need for a strong association. What's the use in cutting each other's throats?" It is to be hoped that the merchants come to an understanding amongst each other and that a proper schedule of prices is arranged. This is an important matter and should be brought before the Retail Merchants' Association. Why not appoint a committee to interview the chief offenders, with the object of arriving at a proper understanding. The cutting is also extended to the sugar trade. Many dealers feel, in view of the recent advance in the wholesale price, that the price should also be increased to the consumer.

A committee meeting of the Retail Merchants' Association was held Monday night, at which the proposed new delivery system was discussed. The association meets Thursday night, when it is expected that the matter will be decided on.

GALT.

There is considerable talk in Galt at present regarding the half-holiday question. For a number of years Galt has been behind its neighboring towns in that there has been no half-holiday during the summer months. While the stores in general close at six o'clock each evening, it is thought by a large number that a half-holiday would be very beneficial to the employers and employes and would not conflict with the business to any degree. The matter will shortly be taken up by the Retail Merchants' Association, and, while some opposition is anticipated, the prospects for the half-holiday, probably on Wednesday of Thursday, are bright.

A member of one of Galt's leading grocery firms, when interviewed to-day, emphatically expressed himself in favor of seven o'clock closing on Saturdays. "The idea that business places should remain open on Saturday nights until unreasonable hours," he said, " is a survival of the days when every man received his wages at six o'clock on Saturday night. These days are past and gone, and I doubt if there is one establishment in Galt to-day where the employes are paid on Saturday. Why should the employes of grocery and other firms be compelled to work sixteen hours? If a man cannot do his business in ten hours he should sell out."

While a number of other business

men in Galt favor early closing on Saturday there is small probability of any action being taken, at the present time, at any rate.

There is at present no Retail Grocers' Association in Galt. Why this state of affairs should exist is inexplicable. Galt is one of the best grocery towns in Ontario, and this reputation should surely be a leading reason for an association being formed here. True it is, that the grocers heartily co-operate with the Retail Merchants' Association, but there is surely room in this town for both associations.

The grocers are still complaining of the poor freight service. One grocer told your corespondent that to get an order from Montreal to Galt required nearly two weeks. The gentleman's comment was brief and to the point when he asked "Why?"

The death occurred here recently of Chas. Ellerby, aged 46 years. Up to the time of his death Mr. Ellerby conducted a grocery business in Galt, and was held in high esteem by all. He leaves a wife and family.

Eggs, which have been so plentiful here during the past few months, are becoming a scarce commodity, and the price is due to advance considerably.

Allan Deans, of the firm of Deans & Walker, said to-day that in all his grocery experience he had known no year in which the crop of navel oranges had reached such a high standard. "The fruit, during the season which is now drawing to a close," he said, "has been excellent, and on this account the demand has been unprecedented."

The supply of maple syrup this season has been larger than ever before, and the extent to which it has been appreciated is evidenced by the fact that although the supply has been very large the demand was even larger, and many seekers after the luxury were disappointed. A farmer within a few miles of Galt manufactured over 200 gallons of syrup, all of which was disposed of on the premises. In these days of adulteration the genuine production is evidently greatly appreciated. The syrup at the local groceries was disposed of at $1.50 per gallon.

The high winds and dry weather of the past week have caused the local merchants to speak in uncomplimentary terms of the works of nature. The dust has penetrated every nook and cranny, and the man with the duster is real busy.

LATE GEORGE Q. O'NEILL.

Montreal Grocery Traveler Dies Suddenly on the Road.

Death came very suddenly to one of the oldest travelers in the grocery trade on Wednesday, April 17, when George Quaile O'Neill, one of Mathewsons' Sons representatives, was taken from this world.

Late Mr. O'Neill had just alighted from the G.T.R. train at Brockville on Wednesday afternoon and was waiting at the Union Station for the train to Ottawa. He was talking to a few friends on the station platform, when suddenly he collapsed. He was carried to a nearby office by friendly hands and a doctor was summoned. Before the arrival of the medical man the traveler died.

For twenty-five years Mr. O'Neill traveled for Mathewsons' Sons, Montreal, and during that period he made friends by the score in all parts of the country. He was a man to make friends and keep them and his death will come as a surprise and a shock to hundreds in the grocery trade upon whom he was a regular and particularly welcome caller. Everybody liker Mr. O'Neill, and well they might. One of the members of the firm he represented, speaking to The Grocer, said: "There was never a more faithful, unselfish worker than that same George Quaile O'Neill; absolutely loyal to the institution with which he was connected. He could be

THE LATE GEORGE Q. O'NEILL
For many years traveller for Mathewsons' Sons, Montreal.

depended upon to do the right thing at the right time in every instance. We will miss him sorely."

In life, Mr. O'Neill was a resident of Huntingdon, Que., where he was buried last week. He was sixty-eight of age and is survived by a wife and one daughter.

EXPOSITION POSTPONED.

The National Packers' Exposition has been postponed, at the request of the exhibitors, until next fall. This has been rendered necessary owing to the fact that the Coliseum, in which the exposition was to have been held, has been found inadequate for the accommodation of an exhibition of this character.

David Arnott, general store, Slocan, B.C., has been succeeded by McVicar & Pinchbeck.

EXHIBITION OF GROCERIES.

Large Attendance at the Montreal Food Fair—A Great Success.

Wednesday evening of last week the Exhibition of Groceries in Montreal was officially opened by acting Mayor of the city, Ald. Giroux. Mayor Ekers himself was to have opened the fair but was unable to be present and the acting mayor took his place.

The attendance was record-breaking and augurs well for the balance of the period during which the show will be held. The success of the exhibition is quite assured.

The arrangement of the booths at the arena where the show is being held is most artistic, and the appearance of the fair is much better than anything of similar nature yet seen in Montreal.

A. P. Murray, chairman of the advisory committee, was on hand at the opening and introduced Ald. Giroux, who then spoke a few words on the benefit of such a fair to the city generally. Ald. Dagenais, chairman of the Board of Health, next addressed the gathering. He was followed by Mayor Galbraith, of Westmount, and C. H. Catelli, president of the Chambre de Commerce Francaise. All spoke of the value of the food fair and congratulated the management on the successful opening. They urged the public to support the movement strongly as it was to their benefit to do so.

Those present at the opening included, besides those mentioned: S. J. Mathewson, Col. A. E. Labelle, A. Lauiel, president of the Retail Grocers' Association; J. A. Beaudry, secretary of the Retail Grocers' Association; Harry Clark, W. H. Dunn, W. S. Laflamme and others.

Success has attended the Exhibition of Groceries in Montreal up to the time of writing and it is likely that there will be continued patronage on the part of the public until the closing day.

Wonderfully large crowds have attended afternoon and evening since the exhibition has opened. Saturday last was hospital day. The proceeds of the day were divided between the two principal hospitals of the city, the Notre Dame and the General. On that day it is estimated that fully three thousand attended.

Frequent remarks are heard on the artistic manner in which the booths are arranged and more than one visitor who had seen like fairs in the States expressed the opinion that Montreal's exhibition surpassed anything of a like nature ever held in the United States or anywhere else.

A couple of very successful banquets have been held, and retailers and wholesalers have been given every opportunity of meeting one another on other than a business footing.

Next week's issue of The Grocer, May 3, will be a Special Exhibition of Groceries number and will contain a full account of the fair and descriptions of the individual booths occupied by various firms.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

HAMS

Star Brand Hams are noted for their delicious flavor. We quote you cheap this week either smoked, pickled or cooked. Write for prices.

F. W. FEARMAN CO.,
HAMILTON LIMITED

WE INVITE THE PUBLIC
TO VISIT
OUR EXHIBIT
AT THE
ARENA, Montreal
APRIL 15-27
CORONA

HAMS, BACON, LARD, PRODUCE, Etc.

CUT OUT THIS AD.
Customer presenting at our office will receive
COMPLIMENTARY TICKET

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous

Ryan Brand

of provisions may appear some day.

To-day shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because particular people, knowing the genuine goodness of our provisions, will have none other. The trade of particular people does pay.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

More interest is being taken in cheese as the season advances. Every week there is an increase in the make over the previous six days and trading is bound to become more active as supplies become larger. The April make of cheese this year, however, has not been so large as the make for the same period last season. The situation is satisfactory enough at present, and produce men are not grumbling over conditions existing.

Prices are a little easier than they were a week ago but on the whole are well maintained. Cheap cheese is not the rule on the market just now. Business being transacted is mostly local, although there is some attempt at export trade. Quotations will have to reach a lower basis before an activity is noticeable as affecting Canada and the Old Country.

From all reports there will be demand for new Canadian cheese in England before the very last of the old stock is gone. Supplies in Great Britain are not by any means heavy and the market must be supplied from some source, and what is more natural than that Canada should be called upon to furnish this staple food of the country? Already cable offers have been made, although just what deals have been closed we cannot state. If one may be so bold as to look ahead it would seem that trading during the coming season will be large.

Butter has suffered a severe decline since last week. Prices then were as high as they have been at any time during the winter, owing to the scarcity of stock on this market. In a few days there was a drop of 9c., a decline which was expected and therefore not so surprising. As was stated in these columns an increase in receipts was sufficient to bring down prices.

During the week quite a lot of nice, new butter has been received from various sections of the country. A considerable quantity of Australian butter was brought into Montreal by various parties, arriving in the city this week. Had the butter been received last week, the profit made by the importers would have been very satisfactory; as it is they are making just enough to bring them through nicely after paying all costs. The butter was quickly taken up, so bare is the market.

From now on receipts of new butter will naturally be larger, and it is not expected that present high prices will hold very long. A drop is expected any day.

THE PROVISION SITUATION

Prices for live hogs are nominally on the same basis as last week, but in reality are lower, for the packers are keeping pretty closely to $6.15 f.o.b. country points this week, and last the price was often $6.25. The result is that deliveries are light, but this is not unwelcome because shipments to the old country are being kept down to the lowest possible point and stocks for the domestic trade are fairly large. Receipts of hogs in Canada have been running 23,000 to 25,000 and were down last week to 16,000 or 17,000; but an ordinary week's shipment of bacon to the old country is about 4,000 boxes, and they are down to 2,500 boxes.

The old country market is about the same, but slightly firmer for Canadian because of decreased supplies. Danish deliveries are, however, no lighter. On the contrary, they are increasing, and last week amounted to 37,000 hogs. Advices now received state that they will reach 40,000. The Danish farmer has made up his mind that hogs are a profitable product.

In the home market the packers are keeping a stiff upper lip, but the decrease in export business is turning a good deal of product into home channels and stocks are ample. While they will not admit a probable decline they say there will be no scarcity and that everybody who wants a bit of bacon will be able to get it. Some of the smaller dealers however, are inclined to make concessions.

The weakness of the provision situation in Chicago has its effect on this market. The New York Journal of Commerce, in its weekly review, on Monday, said:

"The past week has witnessed nothing of importance in these markets and very little change in prices and no activity, as there is no one in the market but the packers and a few professionals, while the latter were afraid to sell short because the packers own the stocks and could squeeze them, and no one but packers have bought, because of a material increase in receipts of hogs at the west during the week and because of present high prices, in which nobody seems to have confidence enough to buy for future delivery, except the packers, with whom it is believed to be a matter of compulsion to protect their high-priced stocks rather than from choice. Indeed, the Cudahy Packing Company has been a seller of both lard and ribs during a part of the week, and the packers are probably divided on the market, some of them having been sellers of their product right along, in view of the high prices and hand-to-mouth cash demand, which has not been up to the normal, considering the general employment of labor and good times in our chief industrial centres. The weight of hogs coming in has continued to be materially ahead of last year, as it has been for some months past, indicating a good supply of mature hogs during the summer months, which renders the outlook anything but bullish.

EGG FLOOD IN NEW YORK.

The egg situation in New York is interesting and not altogether free from sensationalism. Thus far this season the receipts have been unprecedented, and if they continue at the present rate a slaughter of eggs may come to pass.

Heavy egg handlers estimate that within the past five weeks 875,000 cases of eggs have been received in that market, and that of these not less than 350,000 have been laid down in cold storage. At this time last year the cold storage houses held scarcely 20,000 cases. The price is about the same for the two years, 18½ cents. At the present rate it is estimated that by July 1 every cold storage egg house in Greater New York will be filled to its capacity, and that all receipts beyond that must go on the market. Not only is such a situation likely to slaughter prices of spot eggs, but it is likely to seriously impair the value of so large a stock held in warehouses and bring their value down below the cost, as it now stands.

NEW YORK SHORT OF BUTTER.

Handlers of butter in New York are looking forward with some apprehension to the possibility of a fine butter famine unless receipts increase shortly. The normal consumption of that market is about 35,000 to 40,000 tubs a week, but for the past three months the average receipts of fine butter would not equal that by probably 15,000 tubs a week. To supply the deficiency dealers have been drawing on their reserve in cold storage, till to-day there are probably not over 1,000 tubs of reserve stock on hand. Prices have touched 36c.

PROVISION MARKETS

MONTREAL.

PROVISIONS.—Lard is somewhat easier this week. The visible supply is not large. Plate beef is higher, as it usually is at this season. Breakfast bacon is higher, as are also hams.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12¾
" " 20-lb. pails, wood	0 12½	0 12¾
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12¾
" " " 5-lb. "	0 12¾	0 13
" " " 3-lb. "	0 12¾	0 13
Lard, compound tierces, per lb.	0 09½	0 09¾
" " tubs	0 09¾	0 09¾
" " 20-lb. pails, wood	2 00	2 05
" " 20-lb. pails, tin	1 90	1 95
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 10	0 10¼
" " " 3-lb. "	0 10	0 10¼
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl		14 00

BUTTER.—Butter is easier this week and prices are much lower than at last

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

Thousands of Satisfied Customers!

JUST—THINK—THAT—OVER. Think of its unusually gratifying feature—ALL SATISFIED.

THIS TRADE ON CLARK'S MEATS

has been built up and is steadily increasing because they possess exceptional value and merit.

time of writing. Receipts are increasing and it is thought that still lower figures will rule in the near future.

New creamery, choice, boxes	0 24½ 0 25½
" " pound prints	0 26
Large rolls	0 21

CHEESE.—There is not much business being transacted in cheese this week. New cheese is not arriving in large quantities yet and there is little old on the market. Prices quoted for new average 12c. to 12½c.

EGGS.—Deliveries are very good and dealers find it easy to supply demand, which is satisfactory at 17c. to 17½c. Some are asking slightly more for particularly good stock. Dealers are proceeding with pickling and storing.

HONEY.—Little business is being done at prices quoted, which remain unchanged.

White clover comb honey	0 13 0 14
White clover, extracted tins	0 09 0 10
Buckwheat	0 07 0 08½

WINNIPEG.

The Winnipeg produce market is in rather unsettled state at present and a wide range of prices are quoted for both butter and eggs. There is very little creamery butter offering and the market being quite bare, the price is well maintained; but with dairy butter the condition is different, the supply being large, the quality indifferent, and the price uncertain. With finer, warmer weather the market is likely to see a further decline.

BUTTER.—Creamery butter is selling to the retail trade at an average price of 32c. to 35c. per lb. for the fancy variety. The dairy butter market is uncertain and produce houses are paying 20c. to 24c. per lb. The quality of most of the dairy butter offered is said to be indifferent.

EGGS.—Produce houses are paying country merchants 18c. to 20c. per dozen for fresh eggs. The market is weak and a decline is likely.

CHEESE.—Prices are quoted as follows:

Cheese, Ontario large, per lb	0 15½
" " twins, per lb	0 16
" Manitoba, small (about 20 lbs.)	0 12½

LARD.—The tierce price is 12¾c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, ¼c. per lb. over tierce basis, each	6 50
20-lb. wood pails, ¼c. " " "	2 65
6-10 lb. tin pails, ¼c. " " per case	8 10
12-5 " " ¼c. " " "	8 20
20-3 " " 1c. " " "	8 25

CURED MEATS.—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb.	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

WILSON'S Fly Pads

Grocers and General Stores can easily sell two to five boxes during the coming summer.

All your best customers will want them.

Archdale Wilson, - Hamilton, Ont.

In a reference in last week's issue to Bernard & Co., tea firers, of Yokohama, Japan, it was stated that "C. M. Bernard, the principal of the firm, has just completed his 32nd year as a shipper of Japan tea." Mr. C. B. Bernard was meant. Mr. C. M Bernard is a brother and resident agent of the firm in America, residing at Detroit.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

TORONTO.

PROVISIONS — A fair demand is reported but the period of heavy consumption has not begun. The weather keeps too cold. There are slightly easier prices for hams and short cut. The long continued poor market in the old country and the weak situation on the other side of the line are having their effect here, and there is no very strong talk at the present moment.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 15	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 50
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12½	0 12¾
" compounds, per lb	0 09	0 10¼
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 40
Veal	0 08	0 10½

BUTTER — Butter has not taken the long drop expected of it, but commission men here declare it is now more than half over the brink. The country roads have been so bad that the creameries have not been able to get sufficient new product to begin on, and creamery prints have been scarce. The price soared to 32c. last Saturday, but is back to 30c. as the top. Dairy, on the other hand, is easier. The cream that would have gone to the creameries, had they been operating, was turned into butter on the farm. Prints have maintained their price but choice rolls are a cent cheaper. Much lower prices all round are looked for by the end of the week.

	Per lb.	
Creamery prints	0 29	0 30
Dairy prints, choice	0 26	0 28
" " ordinary	0 23	0 24
" rolls, large choice	0 23	0 24
Baker's butter	0 18	0 21

CHEESE — Old cheese is offered at last week's quotations and the new is not yet on the market.

Cheese	0 13¾	0 14

EGGS—The price continues at 17c. to 17½c., and the jobbers don't like to talk about it. That may be because they don't like to admit to themselves that they are storing eggs at present prices. That's what they're doing, however.

Eggs (strictly new laid)	0 17	0 17½

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY—It is between seasons and business is very quiet. Prices are unchanged.

Live Weight.

Old fowl	0 11
Ducks	0 17
Young chickens	0 13

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 15
Tom Turkeys	0 14
Hen "	0 18

UNDRAWN POULTRY

Declared Best After Investigation by Massachusetts Health Officers.

Experiments pursued by Dr. Charles Harrington, secretary of the Massachusetts State Board of Health, and recently made the basis of a special report to the Massachusetts Legislature, are being quoted with much interest by all handlers of cold storage goods, notably poultry, as they completely vindicate the claims of poultry dealers that undrawn poultry are preferable to drawn.

The investigations were made pursuant to the following resolution adopted by the legislature of 1906:

"Resolved, That the State Board of Health is hereby directed to investigate what unwholesome changes, if any, take place in flesh of poultry shipped or stored without the removal of the head, crop and entrails, as compared with the flesh of poultry from which the same have been removed. For this purpose the board may expend a sum not exceeding $3,000, and it shall report the result of its observations and conclusions to the next general court."

"As soon as practicable after the passage of this resolve," says Dr. Harrington, in his report, "three lots of fowl and ducks were purchased as material for the investigation. These were kept for several weeks under identical conditions as to housing, care and feed, and were then killed and prepared in the most careful manner for cold storage. The material obtained consisted of one lot of fifty ducks, which were given no food during the 24 hours prior to slaughter; one lot of 100 fowls, similarly treated, and one lot of fifty fowls to which was given a full meal of soft feed the night before slaughter. All of each lot were killed and prepared for storage on the same day; one-half were carefully and thoroughly drawn and dressed and the rest were left undrawn. The individual birds were separately wrapped in paper and packed, and the whole of each lot were transported without delay and placed in a room of the Quincy Market Cold Storage & Warehouse Company, maintained at a temperature of about 0-degree F.

"At the expiration of about two months work was begun, the chemical side of the investigation being assigned to an expert physiological chemist of long experience and thorough training, and the bacteriological side to a bacteriologist and parasitologist of the same standing. The drawn and undrawn birds were removed from storage in equal numbers as occasion required, and each bird was submitted simultaneously to both chemical and bacteriological study. The results of the work thus far obtained warrant the following conclusions:

"1. During cold storage at from 15 degrees below to 5 degrees above 0-degree F. no chemical changes occur. This is shown by the absence in both the drawn and undrawn birds of ptomaines and decomposition products in general and by negative reaction on the part of animals inoculated with extracts obtained from both kinds of material.

"2. When removed from cold storage and exposed to ordinary temperatures, the condition of exposure being the same, the undrawn birds show better keeping qualities.

"3. Freezing renders the muscular tissues more susceptible to bacterial invasion after they are thawed out.

"4. The usual method of drawing poultry leads to heavy bacterial infection which promotes more rapid decomposition than occurs in undrawn birds.

"5. By ligature of the gullet below the crop, poultry can be completely drawn without any spilling of the intestinal contents with consequent bacterial invasion of the abdominal cavity, and poultry so drawn would undoubtedly withstand decomposition and deterioration much longer than that which is undrawn.

"6. The practice of depositing poultry in cold storage when in the beginning or advanced stages of decomposition, in order to save it, is dangerous to the health of the consumer, since when it is again withdrawn for sale its condition is unaltered.

"7. Proper and adequate inspection of poultry as it enters cold storage is desirable, and storage of material already in process of decomposition should be prohibited.

"8. The practice of placing cold storage poultry in cold water for a number of hours for the purpose of thawing causes heavy bacterial infection and consequently more rapid decomposition than occurs when thawing is allowed to proceed slowly at room temperature. Such treatment causes also a material increase in weight, by reason of absorption by the tissues of water, to the detriment of the purse of the purchaser, and hence is fraudulent.

"Several questions in connection with the subject of cold storage of poultry are still in process of investigation, the results of which will be submitted in the final report."

TILSITER CHEESE.

Tilsiter cheese is a Swiss delicacy sought by all cheese connoisseurs, but it has the further advantage of being very acceptable to the ordinary palate. It is now made in Ontario, at Wellesley, in the factory of the MacLaren Imperial Cheese Co., under the supervision of Mr. Burgener, a Swiss gentleman with a wide reputation as a fancy cheese maker. The cheese is being put on the market by the MacLaren Imperial Cheese Co., Toronto. The stock now available has been cured for nine months under scientific conditions, is ripe and mellow and of very fine flavor and texture.

J. E. Brook, formerly representing T. A. Snider Co., Cincinnati, has joined the traveling staff of Rose & Laflamme, Montreal.

GROCERY TRADE NEWS OF THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.B., April 22.

The canned goods trade in Halifax is excellent, said one of the largest wholesale grocers in Halifax, when asked as to the condition of business here. There is a good demand for canned goods throughout the whole province, and there is every reason to expect that it will continue. The amount of canned goods turned over this season is unusually large, and prices are firm. It is thought that on the whole business is ahead of last year, when a large amount of stock was handled. "I find the canned goods trade is increasing in this province," said a prominent business man to your correspondent. "There is one thing that is restricting trade to some extent," he said, "and that is combines. The prices are too high, and therefore the consumption is not as great as it otherwise would be. Combines injure business in my estimation, as they fix the prices, and the dealer has to live up to them or else be shut out." The dealer referred to handles immense quantities of canned goods, and has in stock probably $30,000 worth all the time. He is a firm believer in free trade in business and thought that strong efforts should be made to break up the combines, which, he says, exist to-day. If there was competition among the canners prices would be lower and the consumption far greater. This fixing the prices by combines of what a dealer should sell his goods for, he considered a poor piece of business and a restriction on trade.

Importing Scotch Potatoes.

Potatoes—The importation of potatoes from the other side of the Atlantic to Nova Scotia is something new here and shows the condition of the market in this province. The potatoes were imported from Scotland by local commission men, and of the 5,000 bags brought out, 4,000 of them were re-shipped to Jamaica and Cuba by the steamer Boston on her last trip. The commission men who have large contracts to fill were obliged to resort to this course to fill their orders. These potatoes are of medium size, but they are not superior to the article produced in Nova Scotia or New Brunswick. They sold here for about 80 cents per bushel. The potatoes are very small so far.

Provisions Scarce.

Recent advices from Prince Edward Island state that owing to the series of ice blockades this winter, there is a heavy shortage in sugar, molasses, flour and kerosene in Charlottetown. For example, half of the grocers in that city have not a barrel of sugar in stock. A carload that recently arrived for a wholesale house, was distributed in barrel lots. While there is no bread famine, the stock of staple brands of flour is getting very low.

Agriculture in Nova Scotia.

An interesting report has just been presented to the Nova Scotia Legislature by its special committee on agriculture, which is composed of ten members of the House. The report in part says:

Never, in the history of Nova Scotia, was the outlook brighter for engaging in agricultural pursuits. The prices realized for all products of the farm, whether in live stock, dairying, fruit, or field produce, have been during the past year exceedingly high; and appearances would indicate a continuation of these high prices for some years to come. The crops of the past season, with the possible exception of potatoes, have been up to the average, and from different parts of the province the reports of increased numbers of live stock being kept are certainly most encouraging.

After referring to the excellent work of the Agricultural College and Farm, and the increased interest that is being taken in the meetings of the agricultural societies throughout the province, the report concludes:

The excellent and instructive work that has been done by the traveling dairy, we trust may still be continued. The improved quality of the butter made in the province the past few years can, in a very large measure, be attributed to the educative influence of the traveling dairy.

Your committee are pleased with the work done by the Nova Scotia Farmers' Association and the different county associations, in arranging institute meetings and securing speakers for the same, and would urge the employment of local speakers conversant with our conditions.

Farming in Cape Breton.

The Canadian Exchange & Trust Co., Limited, the incorporators of which are A. J. G. McEchen, Dr. W. H. Rice, R. S. Cottrell and F. Lighter, has recently been launched. The main object of the company is to acquire vacant farm lands in Cape Breton, particularly near the Sydneys and Glace Bay, and to bring from different parts of Europe persons who have had experience at market gardening. The land will be sold to these people on reasonable terms, and they would be given a chance to pay by installments. It is evident that there is an opening for such a business, and the venture will probably prove successful.

W. J. Hopgood and Son, have purchased the stock of T. Major and Sons, who are retiring from business.

Mr. Wallace D. Black, formerly of "Springfield" farm and apiary, Lower Truro, has gone to Norris Point, Newfoundland, where he is to take up the management of a large farm.

The marriage took place at Yarmouth, N.S., last week of Arthur Goudey, traveler for Edward Allen, wholesale grocer, and Mrs. Annie Hamilton. The bride is a daughter of the late Hon. William Law, and a sister of B. B. Law, M.P. for Yarmouth, N.S.

The schooner A. K. McLean, which arrived last week from Barbados, landed at this port 226 hogsheads and 210 barrels of molasses. The West India line steamer Orinoco from the West Indies discharged here among other cargo, 18 hogsheads, 7 tierces, 150 barrels, and 4,765 bags of sugar.

Interested In Fisheries.

Among the visitors to the city last week was Mr. Matsuzaki, secretary of the Bureau of Fisheries, which in his country is combined with the department of agriculture and commerce. He is deputed by his government to gather up available data in the big maritime countries which can have any practical bearing on the industry he represents. The fisheries of Japan are worth 100,000,000 yen ($50,000,000) annually. The domestic consumption of this product is very large, mostly as food, but a considerable quantity as fertilizer. Fish culture is carefully attended to, and one thing uppermost in Mr. Matsuzaki's mind is the transplanting of lobsters from Canadian to Japanese waters.

While here he inspected several of the big fish establishments and cold storage plants in this city and was very favorably impressed with what he saw.

A. G. Johnson, Secretary Elect Retail Grocers' Association, Ottawa.

Mr. Johnson is a grocer born and bred, his father, A. P. Johnson, having been established since 1874. He is well known in Ottawa and enthusiastic in association work among his fellow-tradesmen.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors :

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

O'MARA'S BACON

THE BEST BACON
that MONEY and EXPERIENCE
can PRODUCE

HIGHEST QUALITY
BACON HAMS LARD
BOLOGNA SAUSAGE, etc.

JOSEPH O'MARA

PORK PACKER

Palmerston, Ont.

Quotations cheerfully given.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Grain Markets Advancing on Account of the Damage to Crops and the Late Season Which Threatens the Spring Wheat Crop.

Reports of crop damage and poor prospects are wrestling in the markets with reports of largely increasing visible supplies and last year's enormous productions and, temporarily, at any rate, are having the best of it, with consequent higher prices. Nothing very serious has yet happened in Canada, but the season in the west is now several weeks behind and that fact is regarded as very serious. The year 1893 is quoted as a precedent, when there was a very late spring in the prairie country followed by a short dry summer and the wheat crop averaged only seven to ten bushels to the acre.

The situation in the western states however, does seem to be very serious. There, zero temperature, drouth and the green bug have been causing widespread damage, and the spring wheat crop is threatened by the late season. One report thus describes the situation:

"Zero weather and below has prevailed over the greater part of the winter wheat belt, causing serious apprehensions of damage to sections where the wheat is jointed. At the same time, the long drouth has continued throughout the southwest, where it has existed for two or three months. There have been rains predicted all the week, but only showers have materialized, and not enough to break the drouth in any section, though in some small areas it has been enough to stop deterioration, which has been pretty general throughout the winter wheat belt since April 1. There has also developed more winter killing east of the Mississippi than had been supposed. Nor is this all. The green bugs have still been with us, and have continued to spread further north and east, until the wheat area west of the Mississippi is pretty generally damaged or threatened. Texas and Oklahoma have been nearly ruined in many sections and will have very short crops, as will sections of southern Kansas, and possibly Missouri." Texas, Oklahoma

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
BODE GUM CO., 30 St. George Street, MONTREAL

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

DON'T TAKE CHANCES
Since you can stock our famous
ROLLED OATS
thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,
LONDON, ONTARIO

and Kansas produce about one-third of the total winter wheat crop of the States.

In view of these circumstances millers are thinking hard. Prices of flour are firm but still unchanged, and a fair trade is passing. As the season advances trade in oat products is assuming smaller proportions. Oats have shared in the crop killing, and it looks as if they would go higher.

Confectionery.

This is the age of handsome, labor-saving fixtures in the grocery trade, and the grocer who would share in the large profits of handling high class confectionery must present the goods in an enticing way. Individual circumstances will determine what that way is to be, but in most stores where a separate department, with its own attendant, is not established, a modern plate glass silent salesman will be found most effective. If placed where everyone who comes into the shop cannot fail to see it, such a fixture would soon pay for itself.

MONTREAL.

FLOUR — Prices have not changed since last week. The situation in flour remains practically the same. Business is reported very good for the season. The opening of navigation will probably give a spurt to the export trade. Meantime millers are satisfied with their turnover.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	1 90
Royal Household		4 80
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS — The market is slightly easier this week, as will be noticed from quotations. Business being transacted is not large.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated " "	2 30	2 45
Golddust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags		2 10
" 80-lb. bags	1 90	2 05
" bbls		4 50

FEED — Feed is this week without change of note. Prices are as reported last time of writing. The scarcity of supplies continues to handicap business.

Ontario bran	24 00	25 00
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR — Demand is normal and prices, though firm, are unchanged.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 00

CEREAL — Demand for oat products is decreasing but the price of oats is advancing. Prices of products, both wheat and oats, however, are unchanged.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

WORLD'S WHEAT CROP.

The United States Department of Agriculture, in its compilation of the world's wheat crop of 1906, gives a total production for the year of 3,423,704,000 bushels, or about 106,500,000 bushels greater than in 1905, which was the previous record year. As the average yearly production for the past 15 years was 2,974,100,000 bushels, the 1906 crop shows a gain over that average of 449,594,000 bushels, or about 15 per cent.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

"Incomparable"

Mr. Grocer! When the women of Canada are so unaminious in their opinion regarding our

Perfection Cream Sodas

can you afford to stock other biscuits? Your customers must have told you again and again that

are "Incomparable." Judge them as you will, that verdict stands. There are reasons for the marked superiority of

Perfection Creams

We would like to tell you why in the following series of ads.

THE Mooney Biscuit & Candy Company,

LIMITED,

Stratford, - Canada

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Bakers and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Success demands that you carry the goods the people want. Since the women of the Dominion insist on

Nicholson's Mince Meat

it certainly will pay you well to stock it.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO.,
27 COMMON ST, MONTREAL

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

Without a Rival
for
Richness,
Smoothness,
Palatability and
Nutritive Qualities

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kī-lay)

Without an Equal
as a
paying
Confection and Food

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

Canada's Best!
Mott's Chocolate

"Diamond" and "Elite" brands

have no equal in this or any other country. Buyers have tried all of them, and fall back on MOTT'S in the end.

FOR SALE BY ALL JOBBERS.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Write for

Free Tasting Samples

LUCERNA
Swiss Milk
CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

Prices on application to the general agents for Ontario

MacLaren Imperial Cheese Co.
TORONTO

Dominion Agents:
JOHN BEARNS, LTD.
Winnipeg, Man.

RETAIL GROCERY ORGANIZATION

New York Journal of Commerce.

The question of organizing retailers in various sections of the country, a matter which is being pushed just now by the national retailers and by their allies in the field of the south, is a matter in which the wholesalers are taking much interest, particularly those interested in the wholesale organizations.

There is an impression abroad that wholesalers are generally opposed to having the retailers organized, but nothing could be farther from the truth. As a matter of fact wholesalers regard the organization of retailers as distinctly an advantage to them, if the organization is undertaken along broad and elevating lines. One of the great difficulties wholesalers encounter in their dealings with the average retailer is the fact that the average retailer is not so closely observant of trade movements and broad commercial conditions as would be desired for intelligent dealing. It is recognized that through organization the retailer is made to progress commercially and become a better business man.

Again, through organization, it is far easier to accomplish trade reforms than by dealing with disorganized individuals. To-day some of the most satisfactory business arrangements in force have been negotiated and maintained through the instrumentality of associations representing whole sections of territory, and in some instances negotiations have been successfully concluded through the National Association of Retailers, representing not less than 350,000 retail grocers in the United States. To deal with such a mass individually would be entirely impossible.

The only objections wholesalers find with retail organizations is the disposition in some sections of the country to organize and conduct buying exchanges of retailers under the name "retail grocers' association." Such associations as these are usually exclusive of their membership and do not represent the whole trade, or even a controlling portion of it. Yet wholesalers and manufacturers have even been able to conclude trade arrangements with these which have proved mutually beneficial. The interests of retailer and wholesaler alike demand that uniformity of conditions shall exist so far as possible, and that such ruinous practices as rate cutting and selling staples at cost shall not exist. Trade well regulated ought to furnish a reasonable living profit for both factors, and if it can be secured by organization no reputable person or house or organization will or should be found antagonizing it.

A BUSY PLACE IN COLLINGWOOD.

Ed. Fawcett, Collingwood, an interior view of whose grocery is shown here, is one of the most progressive retailers in the Georgian Bay basin. The gentleman to the front is Mr. Fawcett, and that's one of his characteristics; he's always fighting somewhere in the van of trade. Mr. Fawcett has been in business for himself five or six years and each year has been better than the one before. He takes great interest in the appearance of his store, and lays himself out to have his place clean, neat and inviting. Besides being a good buyer he knows how to please customers.

J. J. Speirs, Toronto and western Ontario representative of Chase & Sanborn, dropped into The Grocer office on Monday. He was leaving for head office in Montreal, presumably to look over the splendid new coffee roasting house and offices of his company, to be opened May 1st.

SEND IN YOUR ORDERS EARLY FOR

LEA and PERRINS' SAUCE

BY ROYAL WARRANT TO HIS MAJESTY

THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE

"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents **MONTREAL**

Answer these Questions

Do you want more Western Business?
Do you believe in advertising?
Does the consumer know your product?
Do you want the retailer to educate the public?
Do you expect the retailer to buy goods the consumer never heard of?
Does your product stand the test?

All these questions can be answered by an exhibit at

Western Canada's Big Food Show

Winnipeg, July 1-13, 1907

Address:—

W. A. Coulson, Sec'y., Retail Merchants Association of Western Canada.
53 Scott Block, Winnipeg, Man.

ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

"M. H. C. POPULAR" CHRISTMAS CRACKERS

we have to offer the very best value and selection as to contents, variety and color.

PAPER TABLE SPECIALTIES—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them?

All goods sold by us are manufactured at our factory in Hampstead, London England.

MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal

SPECIAL—Attention is directed to the ***TOMATOES*** we are offering. Each case graded to a size, and the number case contains stenciled on end.

PINEAPPLES continue high in price, but we figure our prices are ***Bottom***—and you will do well to look our way.

PRICE LIST gives full quotations on all lines. Fruits and Vegetables imported. Will be pleased to mail you copy.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Complete assortment of ***ORANGES***, NAVELS, MEXICANS, Ovals and Bloods.

LEMONS—MESSINA. All new arrivals.

BANANAS—REMEMBER, the weather will soon be ready to ship 5 or 10 bunch lots (green stocks), loose, AND we are HEADQUARTERS to give you a good deal.

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria Grapes, Figs, Dates, Almonds, Walnuts, Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point,** quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON
91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.
11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

—FREDK. FISHER & SONS—

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

FRUITS, VEGETABLES AND FISH

More Light on the Pineapple Situation—Crop Promises to be Up to the Average—Strawberries Poor Quality Thus Far.

Reports are still in circulation to the effect that the Cuban crop of pineapples will be at least 150,000 crates short of last year, but, as we pointed out last week in another part of the paper, this rumor has probably arisen from the fact that the crop is considerably delayed this year owing to the severe drought followed by heavy rains. Prices for the larger sizes, which are hard to get, remain firm, and the smaller are somewhat easier. There has been no radical change in the banana situation, save that here again rumor is busy with reports of damage to the crop from lack of rain. It is true that dealers, especially in Montreal, have experienced some difficulty in obtaining sufficient stock to supply their trade, but this was due solely to lack of transportation. The crop was there, but the steamers were somewhere else. This difficulty has now been overcome, additional steamers having been put into commission, and everything is expected to be satisfactory for the summer trade. The stock so far has not shown up quite so well as last years, and prices remain high largely owing to the scarcity of small fruits on the other side.

Receipts of strawberries are unsatisfactory, both as to quality and quantity. The berries are too soft at the time of shipment to travel well, and reach the Montreal and Toronto markets in poor shape, necessitating their immediate sale at whatever prices happen to be going. The Louisiana has practically supplanted the Florida stuff, and is selling freely under a good demand. At the present writing it seems unlikely that the North Carolina crop will exceed one-third of its usual proportions on account of the continued frost.

It is estimated that the crop of Texas onions will not be above 800 carloads this season, and if the present drought is not soon broken up the situation will assume a serious aspect. Potatoes show a slight increase in price, with a scarcity of supply and a good market all over Ontario. There are no stocks worth speaking of held by any of the Toronto dealers.

White & Co. opened their spring fruit auction season last Wednesday with a fine offering of oranges, cabbage, celery, onions, tomatoes, cocoanuts, dates, apples, lemons, bananas, pineapples and numerous other lines.

MONTREAL.

GREEN FRUITS — Owing to cold weather and storms fruit continues high, particularly in the south. Business locally is handicapped by the continued cool weather. It will be noticed that there are many price changes this week. Oranges are selling fairly freely. Lemons are temporarily scarce, the direct shipments being waited for by fruit men. Meanwhile prices are stiff. Apples are rather slow, the tail end of the season's business now being the trade occupying the attention of dealers. Bananas are high at the seaboard owing to storms. Locally, prices are advanced.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	5 50	6 00
Apples, bbl	3 00	5 00
Lemons		3 35
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 50	3 85
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box		2 85
Florida oranges, box		5 00
Valencia oranges, case	3 50	4 50
New figs, per lb	0 08½	0 12½
Cranberries, Cape Cod, per bbl		7 00
" Canadian, bbl	6 00	6 50
Florida grape fruit, box		6 00
Jamaica grape fruit, box	4 00	4 50

VEGETABLES — Although there is usually a very good trade at this time of year ,at present business is not good. Cold weather and storms in the fruit-growing districts are responsible for the dull feeling. Dealers expect, however, to do a better business when the boats begin to ply between Montreal and river ports nearby. Meanwhile prices are high.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz		0 00
Savory, per doz		0 00
New cabbage, crate	3 00	4 50
Montreal cabbage, per bbl	1 75	2 00
American cabbage, bbl		1 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag		0 75
Green beans, basket		7 50
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 60
Boston lettuce, per doz		1 75
Celery, per doz	0 25	0 90
Florida celery, case	3 50	4 00
Asparagus, doz. bunches		11 50
Radishes, doz	0 40	0 60
Spinach, per bbl		4 00
Cucumbers, per doz	1 75	2 50
" basket		5 50
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag		1 10
New potatoes, lb		0 06½
" " bbl		2 50
Jersey sweet potatoes, basket		2 25
Spanish onions, crate	3 00	3 25
Red onions, bbl		4 50
" bag	1 60	1 75
New beets, doz. bunches		1 50
Old " bag	1 25	1 50
Carrots, bag		1 25
Mushrooms, lb		0 75
Horseradish, lb		0 15
Rhubarb, doz. bunches	1 00	1 25

FISH — Haddock and cod are quoted this week at slightly lower figures, and demand for these lines is very good, according to reports from dealers. Halibut is unchanged. Car lots of this line will soon be arriving, when prices will probably be lower. Haddies are not arriving in good quantities and as a consequence trade in this line is limited. It is hoped that another week will bring some improvement in the situation.

Fresh and Frozen Fish.

Haddock, per lb		0 06
Halibut, express, per lb		0 13
Bluefish, per lb		0 12
Grass pike, express "	0 05½	0 07
Mackerel, small, " "		0 08
Frozen cod, " "		0 01
Dore, " "	0 08	0 08½
Smelts " "	0 08	0 10
New tomcods, bbl		1 00
Steak cod, lb		0 07
Green pike, lb		0 08
Lake trout, lb		0 10
White fish lb		0 07
Salmon, lb		0 11

Smoked and Salted—	
New haddies, boxes, per lb	0 09
Kippered herring, half boxes	1 10
Smoked herring, per small box	0 10
Yarmouth bloaters, box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05½
Boneless fish, 25-lb., boxes, per lb.	0 04½
Dry cod in bundles	5 50
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, Imp., qt. tins, sealed	0 40
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
ckled fish—	
No. 1 Labrador herring, per bbl	5 00
" " per half bbl	3 00
No. 1 N.S. herring, half bbls	2 75
No. 1 Sea trout, bbls	10 50
No 1 Sea trout, kegs	5 75
Labrabor salmon in bbls	12 50
Labrador salmon, half bbls	6 50
Large green cod, 200 lb. bbls	8 00
No. 1 green cod, in bbls. of 200 lbs	6 50
Small " " "	4 50
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl	6 00

TORONTO.

FRUIT—Pineapples are coming down at last, and promise to reach a more reasonable level within the next week. Large sizes are difficult to get hold of. Mexican oranges are now at their best and selling freely. Grape fruit has not been coming forward in anything like first-class condition and prices have fallen off a little. Reports indicate a high demon market for the coming summer.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00	3 25
126's		3 50
150's	3 75	4 00
176's, 200's, 216's		4 25
Navels, extra choice, 80's, 96's, 112's, 250's, 288's	2 75	3 25
126's	3 25	3 50
150's	3 50	3 75
176's, 200's, 216's	3 90	4 00
Bahamas, 126's		2 50
Mexicans, 126's, 150's, 250's, ½-box	2 25	2 50
" 176, 200, 216	2 50	2 75
Valencias, ordinary 420's, per case	4 00	4 50
Bloods, 80's, 100's, 150's, ½-boxes		2 25
Ovals, 80's 100's, 150's, ½ boxes		2 25
Jamaicas, per barrel of 35 doz		5 50
Grape fruit, Floridas, 64's, 80's		6 00
Lemons, No. 1's 300, 360		3 75
" " 2's 300, 360	3 25	3 50

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1866

CONSIDER THE FACT that in placing your order with us you will get the ***best selection*** from the ***largest assortment*** and ***freshest stock.***

Our goods visit us but a short time and are gone. Where? ***Ask your neighbor. Ask his neighbor.*** They will tell you.

We carry everything in the line of

FRUIT, PRODUCE and FISH

Are you receiving our Weekly Price List?

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106 ***TORONTO AND HAMILTON***

ECONOMY

in buying Lemons with a low price and uncertain quality isn't ECONOMY. "ST. NICHOLAS" and "HOMEGUARD" are a uniform high-grade pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

Car Fancy Florida Tomatoes, $4.50 per case.

We have arriving this week: 2 cars Lemons, 2 cars Valencia Oranges, 2 cars Navel Oranges. We can fill your orders.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

The Celebrated "GOLDEN ORANGE" brand NAVELS

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

HUGH WALKER & SON GUELPH, ONT.

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit.
Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE
195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:
1,000 bags "Bombay" Peanuts
Cheapest line ever offered.
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

The demand grows for our famous

Jams and Jellies

because of their superiority. The same is true of our palate-pleasing

Pure Apple Juice

Can you supply the demand?

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6½	a lb.
" " No. 2,	4c.	a lb.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

The man who stocks an inferior brand of Jams and Jellies woos commercial disaster. Unless you stock the

"E.D.S." BRAND Jams and Jellies

you are stocking inferior goods. Not because I say so; but because government inspectors proclaim the "E.D.S." the best brand of Jams and Jellies manufactured in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book ---errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

Summer freight rates are now in effect.

SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

VERRET, STEWART & CO.
LIMITED
12 Port Street, - - MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WE HELP YOU DIG

OUR obligation to you doesn't cease with the delivery of the goods. We've an interest in you and your work which doesn't peter out at the purchasing point.

We don't let the whole task of developing a trade for

Halifax and Acadia Prepared Fish

fall on you. We assist in the selling end by putting it up to the people, through newspaper advertising, that ours is the fish to buy.

The Atlantic Fish Companies, Ltd.

LUNENBURG, N.S.

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

Why?

Just Because

"King Oscar" Sardines

are only the
Choicest Fish,
Purest Olive Oil,
Boneless and Scaleless
is the reason for their wonderful popularity and sale.

You can buy them from every wholesale grocer from the Atlantic to the Pacific.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

CANADA'S DEMANDS

New York, April, 1907

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive quick attention. On May 1 our new Canadian branch, under the management of Mr. A. E. Carson, will be opened at 75 Front Street East, Toronto, where all correspondence relative to the Canadian trade should be addressed.

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

NO MORE DISAPPOINTED CUSTOMERS
MORE BROKEN PACKAGES
QUALITY EQUAL TO LIPTON'S

THE FINEST TEA IN THE FINEST PACKAGE
——FROM OUR OWN TEA GARDENS
——PACKED IN AIR-TIGHT TINS ONLY

LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker, 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE

ONE power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost $350, will sell for $50. One dried out cutter—cost $18, will sell for $10, including fixtures. W. G. Wagoner, Cornwall, Ont.

NATIONAL Cash Register in good order; cost price, new, $110; will sell at $65. J. A. McCance, St. Thomas, Ont. [18]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

A MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agen in Western Ontario, best of references. G. S Heyward, Chatham.

SITUATION WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

Pineapples, Florida and Cuban, 30s and 24s, 36's	4 75	6 50
Apples, Ben Davis, Starks, etc	2 50	3 50
Bananas, Jamaica firsts, per bunch	1 40	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Floridas, per qt		0 60
" Louisiana, per pint	0 12½	0 15

VEGETABLES—Trade remains quiet, with some alterations in price. Potatoes have gone up five cents, but there is a limited supply at this figure and local dealers hold next to no stock. Old cabbage is out of the market and no longer quoted. Boston head lettuce has advanced 15 cents per dozen bunches.

Potatoes, Delawares, per bag	0 95	1 00
" Ontario	0 80	0 95
Sweet potatoes, per hamper	2 25	4 50
New potatoes, per bush basket	3 00	3 50
Onions, Spanish, per large case	3 25	3 50
" " small case		1 10
" Red Globe, per bag		1 50
" Yellow Danvers, per bag of 75 lbs		1 65
" Green onions, per doz., imported	0 35	0 40
" Green onions, per doz		0 15
" Potato, per lb		0 09
" Egyptian, 110-lb. bag		3 25
" Bermuda, per crate		3 50
Cabbage, new Canadian, per case	3 00	3 25
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches		0 40
" Boston head, per doz		1 50
Radishes, Roseland, per doz		0 50
Cucumbers, hot house, per doz., fancy Boston	1 50	2 25
" Flordas		1 25
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
" green, per bushel		4 50
Peas, per bush		4 50
Tomatoes, fancy, per crate		4 50
Tomatoes, Florida, per crate		4 50
Parsley, per doz		0 25
Celery, Florida, 4 and 6 doz., per case	3 00	3 75
Asparagus, fancy California large, per bunch		0 75
" per doz	2 50	2 75
Fancy Baltimore spinach, per hamper	0 80	1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH—Frozen white fish is about the only line of winter caught stock of which there is any considerable supply left. A few Lake Erie fresh-caught white fish have been sold at good prices. Fresh caught pike are coming in fairly regularly. Haddock has dropped a cent.

Haddock, fresh caught, per lb		0 06
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught	0 13	0 15
Trout, per lb. "		0 12
Ciscoes, per basket		1 30
Finnan haddie, per lb.—fresh cured		0 10
Oysters, per gal		1 80
Labrador herring, per bbl		4 75
Smelts, per lb		0 08
Cod, per lb		0 07
Halibut		0 12
Yellow pickerel, winter caught, per lb		0 07
Tubilees, per lb		0 06
Shredded cod, per lb		0 08
Shredded c. d. per doz		0 90
Flounders per lb		0 05
Digby herrings, per bundle		0 60
Halifax fish cakes, case		2 40

DEFENDS PITTED PRUNES.

Reply to the Critic Who Was Not in the Business.

A fortnight ago The Canadian Grocer quoted from the New York Journal of Commerce an opinion by a "large packer" to the effect that the pitted prune would not be a success because the pit was essential to the flavor. The Journal publishes a letter signed "Packer," replying to this view. Referring to the previous article he says:

"That portion of it representing the views of 'one of the biggest packing concerns on the Pacific coast' is properly open to criticism. What value can attach to the opinion of one who has not been intimately connected with the work thus far done? The packers in question, to quote their own language, 'have made no arrangements to pit prunes this season and at present we have no intention of doing so,' and by reason of this very lack of experience their sweeping condemnation of the article is entitled to but little weight.

"It is so easy to find fault. It was ever thus. We venture there was never a food product put on the market as entirely novel as pitted prunes, which was not the subject of adverse criticism from some source. It is well, we think, that the croaker's views should not prevail.

"We and the others engaged in pitting have at the expense of time, patience and ingenuity devoted to the work, reached results that in our judgment justify a belief which is directly contrary to that expressed in the item recently published. We believe that we have in pitted prunes an article that is destined to occupy a very large place among California dried fruit products. The results we have now achieved in the work of the extraction of the pit have reached a high state of perfection. The finished product will commend itself generally to buyers, not alone by its exceptional qualities, but also by reason of its cheapness. The fruit can not only be used for every purpose to which ordinary prunes are devoted, but is as far superior to the unpitted article as the seeded raisin is to the unseeded. It can be eaten out of hand as a confection, and is also admirably adapted for stuning purposes. The consumer will not be slow to recognize the merits of the fruit, and its progress in finding a wide distribution will not be hampered by such a patently biased article as appeared in your issue of March 29.

"It is true that the keeping qualities of the prunes have not been fully demonstrated, and that is solely due to the fact that sufficient time has not elapsed since the work began."

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

YOU MANUFACTURERS

of Grocers' Specialties and Confectioners' goods ought to be interested in our price list of Chemicals and Supplies.

MALT EXTRACT
BUTTER FLAVOR
ICE CREAM POWDER
ESSENCE AND HARMLESS COLOURS
YEAFO BREAD IMPROVER

You may find our prices lower than you are now paying. Drop us a line and see.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

A Grocer's Business Is No Stronger Than His Weakest Line. How's Your Cigar Trade?

The answer determines the extent of your business, in ninety-five cases out of every hundred, and you know it. The man who handles no cigars is in a worse way than the Grocer who handles an inferior brand: Both are out of harmony with the conditions of our age. Since it is necessary to stock cigars, shouldn't you stock my

PHARAOH and PEBBLE

because of their trade-compelling qualities? The immense superiority of these cigars is generally admitted and has never been disputed.

PHARAOH retails for 10 cents; but there are ten thousand smokers in Canada who believe that it is superior to all 15-cent cigars on the market.

PEBBLE is easily 10 cents' worth of tobacco goodness and it retails for 5. Send along a test order.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

A TOBACCO nearly as good as ***T. & B.*** is ***not*** on the Canadian market to-day. That's certainly a strong reason why you should stock this brand; but when the pipe-lovers of Canada declare so unanimously in favor of

T. & B.

it certainly explains why so many Grocers refuse to stock any other pipe tobacco.

T. & B. smokes well and its fragrance delights the smoker's friends as much as its soothing coolness delights himself.

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

IS IT ABILITY OR OPPORTUNITY THAT MAKES FOR SUCCESS?

Abundant success, high social position, superior early educational facilities are supposed to beget sloth, dissipation, and general mental and moral degeneracy. And yet when we come to make an effort to collect striking examples in this class we find ourselves embarrassed to discover them. We find that all the noise is made over a comparatively small number and consists in a perpetual repetition of the same old things about the same men.

All this of course is not strange, argues Prof. Lester Frank Ward of Brown University, when we remember that about 80 per cent. of all distinguished persons are born in large cities, and that nearly all others go early to great intellectual centres; that over 90 per cent. of them belong to wealthy or well-to-do families, and are exempt from all material concerns; that nearly 90 per cent. of them belong to the higher social classes; nobility, public officials, liberal professions, business men; and that 98 per cent. of them receive a liberal education in their youth. How could the little remnant of country-born, poor, toiling, and uneducated geniuses, queries Dr. Ward, be expected to constitute any considerable part of the real working force of society?

But the public knows nothing of these great social facts. It is habitually fed on the current error due to the fallacy of history, which consists in reiterating the exceptions and ignoring the regular phenomena of society.

Robert Burns constantly is numbered among self-made men, and in Dr. Ward's opinion he was as much so as any that could be named, writes Thurston F. Blair, in discussing self-made men. But Burns was a village celebrity at 16, and soon began to write. It is clear that he must have received considerable instruction at a tender age. His biographies inform us that his father was at great pains to give his children a good education. Little more than this would be needed for a man like Burns with a genius for the simple, sweet poetry that he wrote. Nothing is said about his circumstances, but that he had considerable means and leisure to devote to these things and to reading and informing himself there can be no doubt.

Among musicians, Haydn is the one most frequently mentioned, but Dr. Ward remembers that Weismann thought "We safely may conclude that Joseph Haydn never would have surpassed his father's national songs and harp had he not chanced to become the chorister in the little town of Hamburg and had he not afterwards entered the music school of Vienna, of which Reuter, the organist of the cathedral, was head."

Opportunities, in Prof. Ward's argument, are of various kinds. There are certain forms of opportunity that are mistaken for chance or luck. Hence the saying, "It is better to be born lucky than rich."

Dr. Ward remembers that Henry George said: "Had Caesar come of a proletarian family, had Napoleon entered the world a few years earlier, had Columbus gone to church instead of going to sea, had Shakespeare been apprenticed to a cobbler or chimney sweep had Sir Isaac Newton been assigned by fate the education and toil of an agricultural laborer, had Dr. Adam Smith been born in the coal regions or Herbert Spencer forced to get his living as a factory operative, what would their talents have availed?"

There being no self-made men, then, as Prof. Ward reads history, how much truth is there in the popular view that highly favorable circumstances tend toward intellectual degeneracy? And here, in marked contrast with the previous class, the professor is confronted with an embarrassment of riches. When he looks over the long list of the great contributors to human progress it becomes clear at once that, with a few exceptions, all the truly great men of history have belonged to this class and never had to give a moment's thought to the material concerns of existence.

There is no need to search for talent, says Dr. Ward. It exists already and everywhere. The thing that is rare is opportunity, not ability. The fact that many do struggle up out of obscurity does not so much show that they possess superiority as that they happen to be less inextricably bound down than others by the conventional bonds of society. And those who have succeeded in bursting these bonds usually have done so at such an immense cost in energy that their future work was rendered crude and well nigh valueless.

To attain to a position where they can labor in any great field they must carry on a life-long battle against obstacles; they must display enormous individuality, amounting to conceit; they must become heated contestants and bitter partisans. All this narrows the mental horizon and renders the results superficial and unenduring. There is no more vicious popular fallacy that that the powers of the mind are strengthened and improved by adversity. Every one who has accomplished anything against adverse circumstances would have accomplished proportionately more had those circumstances been removed.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St. Lower Town
Warehouse: 119 St. Andrew St. Lower Town
Branch 179 St. Joseph St. St. Roch

We shall receive from different European firms, per Str. direct to Quebec, $25.000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN PUBLIC LIFE

No. 19

Ald. J. A. McCrea, Guelph.

Ald. J. A. McCrea, of Guelph, was born some fifty odd years ago, when Ontario was nearly all forest, near the village of Alma. Although raised on a farm he always had a desire for trade, and when a mere lad he landed in Guelph with twenty-five cents and a letter from his minister, to learn the grocery business.

He started with J. E. McElderry, in the store of which he is now proprietor. After serving his apprenticeship he secured a situation on the road selling woodenware. He used this situation as a stepping stone to better things, and after several changes he finally settled down as Davidson & Hay's western traveler.

For eighteen years Mr. McCrea carried a grip and proved an old adage wrong, namely—that a man on the road had either to smoke or drink.

One result of Mr. McCrea's grip lugging is that he has always the glad hand for the travelers, and never sends a man away feeling very "blue."

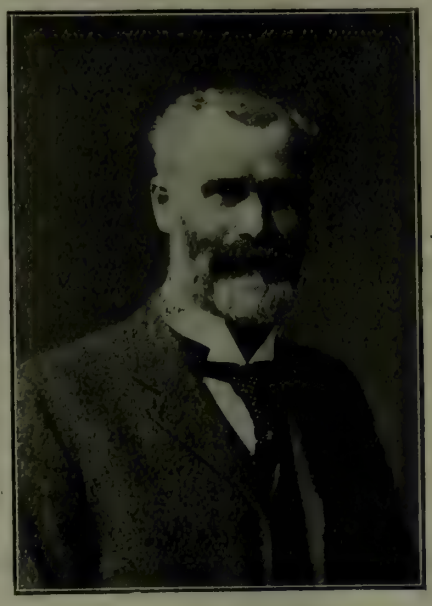
Mr. McCrea tells a story of how, when a beardless boy, he went up, grip in hand, into a store, the proprietor of which had a terrible reputation among the travelers as a "fierce one." He went in when the store was crowded and the proprietor called out, "I don't want any goods to-day! Good day"; but he only replied, "I'll wait a moment." When finally the storekeeper reached him he angrily demanded his business. When told, he swore, and asked what kind of fools Davidson & Hay were to send a mere boy to take his order. Mr. McCrea saw that the case needed hard treatment, and said, "Mr. ———. I have forgotten more about the grocery business than you ever knew." Well, it took the man back for a moment, but he held out his hand and afterwards could always be counted on for a big order every trip.

Mr. McCrea also managed a store in Thorold. Some ten years ago Mr. McElderry offered him a partnership in his old store and the firm was changed to McElderry & McCrea. Two years later Mr. McCrea bought out Mr. McElderry and the firm has been called J. A. McCrea until recently, when he changed the name to J. A. McCrea & Son. Mr. McCrea has always been a public man, serving as elder in the church, Sunday school superintendent, school trustee and finally, last year, as alderman. This year he was re-elected, and is serving the city as chairman of the finance committee. He was president one year of the Retail Merchants' Association, and is always an active worker in the Board of Trade. The merchants of Guelph are fairly friendly, and there is talk of a public collector in uniform to collect all poor debts.

Mr. McCrea believes in up-to-date fixtures, fresh goods, reasonable prices, courtesy, advertising and hustle.

He always runs a hundred line ad. during the week and a two hundred line ad. on Friday night, advertising special prices for Saturday.

The two lines—crockery and groceries—help each other, as a woman feels free to buy china any place, and naturally she has to pass through the groceries to reach the china. The firm employs sixteen hands on Saturday and ten all the time. There is a separate staff for taking and putting up orders, and two delivery waggons



ALD. J. A. McCREA, GUELPH.

on week days and three on Saturday. A big farm trade means a big city trade, as one is essential to the other, and nothing builds up a firm's reputation like good butter and eggs. When good butter is discovered a contract by the year is usually entered into and the firm's and maker's name printed on the wrapper.

Mr. McCrea does not believe in letting politics interfere with business and usually manages to have the council committee meetings at night, as he often says public work is his rest and recreation, and I believe he enjoys a night in council as well as most people enjoy the theatre.

At the time of the elections this year Mr. McCrea was lying insensible from the effects of poisonous coal gas from the furnace, but he headed the polls, which clearly shows he is as good an alderman as he is a grocer.

PROPRIETARY PRICES.

Denver Experience in Regard to Manufacturer Taking Action.

The question of manufacturers' fixing the retail prices of proprietary articles has been much discussed by the trade is Canada. Here is a view of the matter presented by S. W. Babcock, secretary of the Grocers' Association of Denver, Col., in a letter to Secretary Green of the National Association. It was printed in the association bulletin:

Dear Sir,—As there is at the present time quite a little discussion on the manufacturer maintaining the retail price, I would ask that you, through the Trade Press Bulletin allow me to use your space in giving to the retailers a little insight as to the effect of this method on the merchants of Colorado, and, more especially, Denver.

A careful study of the matter so far as Colorado is concerned will demonstrate beyond a shadow of doubt that our plan, instead of curtailing profits, has increased them, and that making each component part of the grocer's stock carry its just proportion of profit and expense will increase the percentage of profit perceptibly.

I have never asked, either as secretary of the association, or personally, any manufacturer to maintain a price on his goods for the benefit of the retailer. But if I can convince him that it is just to do so and that his business will be benefited by so doing, and he does it of his own accord and on his motion I am much pleased.

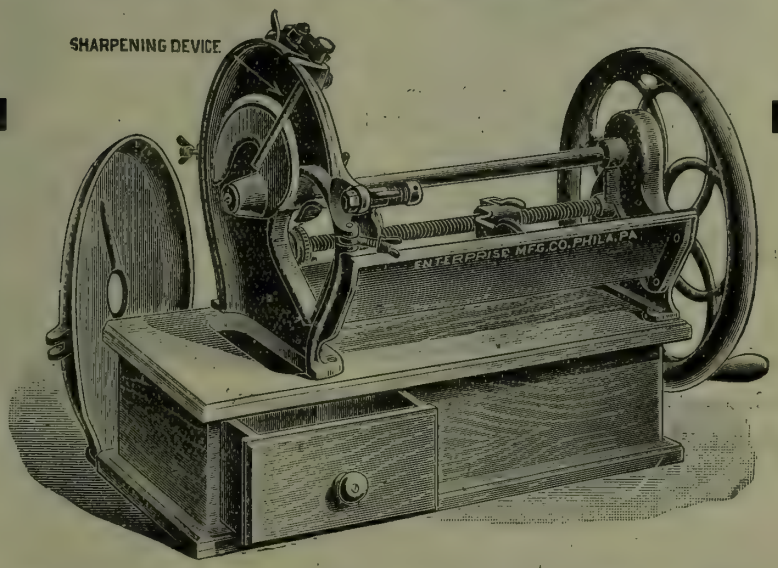
I don't wish to be understood as pleading of you to take our side in the matter; I know a secretary's business better than that. But I wished to place my personal position before you as being a supporter of this idea as a matter of being the right thing, the principles of which I believe, cannot be assailed, except as matters of policy, location, money or individual, and for each of these reasons I have had men oppose me, but when I came down to the last question, "It is not right? so far I have never failed to get the answer "That may be, but—"

We have worked for many moons trying to fix the soap situation in Denver. The average profit on soap to the grocer of Denver was virtually nothing, and one manufacturer told me, straight to my face, that I might just as well wish for the moon; another that only a fool would dream of such a thing as maintaining a retail price on soap, but about four thousand boxes of soap have been sold at a profit of 65 cents a box, and I defy one manufacturer to break the price. We have maintained it since last October with only one break, in which instance the jobber was requested to get the soap, which he was glad to do.

A few days ago, I had the extreme pleasure of telling the manufacturer who called me a fool, that his particular brand was absolutely dead so far as Denver was concerned, and to take it out and bury it.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.

No. 125, (with 2 Blades) . . $22.50 **No. 129, (with 1 Blade) . . $22.50**

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more—and we know that we must give good value to accomplish this result—which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel—because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of **"The Fairbank Plan"** premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

Insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

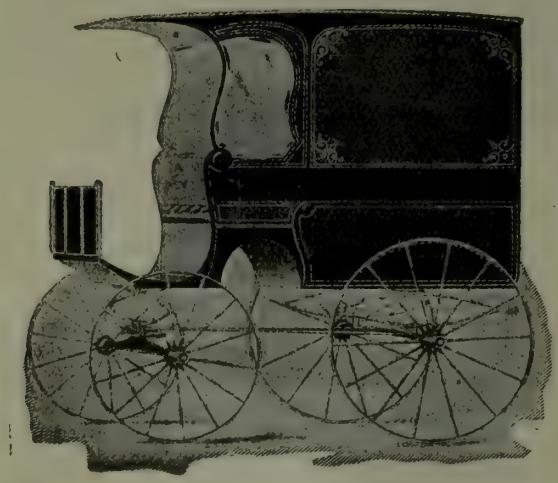
COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

TORONTO, - CANADA

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

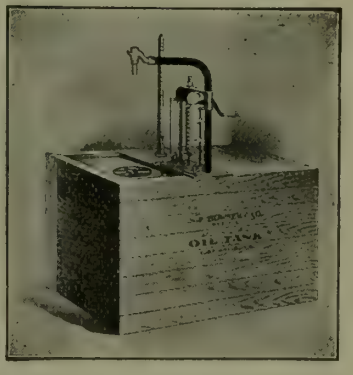
Make Your Oil Business Pay

Even if you sell oil merely as an accommodation to your regular customers, is that any reason why you should continue it at a loss? Install a Bowser Self-Measuring Oil Tank and you can make a good profit on oil. You can handle it just as conveniently and easily as package goods.

The Bowser soon pays for itself by its saving of oil. It stops evaporation, leakage, waste, spilling and overmeasurement. Its convenience, cleanliness and safety from fire are all clear gain.

Bowser Booklet B, which describes our many outfits, is free. Send for it to-day.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO



Cut No. 19
One of Many Styles.

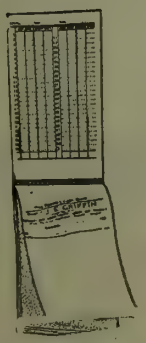
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

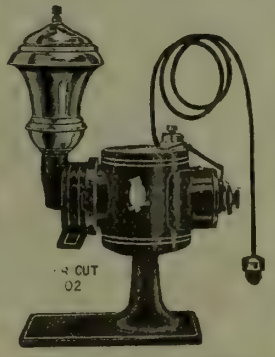
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

The Climax of the Cheesemaker's Art

Tilsiter Cheese

Made in Canada by the Swiss Process

Tilsiter Cheese is made at our own factory at Wellesley, Ontario, under the direct supervision of our Mr. Burgener, a Swiss gentleman of continental reputation as a fancy cheese maker.

A Fancy Cheese, not a Fancy Price

We offer 1500 Tilsiter Cheese, weighing 8½ pounds each, at

15 Cents

per lb. f.o.b. Toronto.

This is a chance to build up your Cheese business and make substantial profits. Such value in Cheese, of any kind, has never before been offered. Every Cheese in the lot is in perfect condition, having for nine months been subjected to exact conditions of temperature and humidity, and thus scientifically matured, is cheese of perfect flavor and texture, ripe and mellow.

Write to-day. Orders filled in rotation as received.

MacLaren Imperial Cheese Co., Limited

Head Office : Toronto, Ont.

Branches and Agencies all over the World.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 26, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 13 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 07 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's....$2 85

Canada Flakes "Household." 24/25 s - 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½-lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	.....	per doz.,	$ .90
1 " "	4	" "	....	"	2.40
½ " "	2	" "	....	"	4.75
¼ " "	1	" "	....	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 2lc. to	0 31
" Sweet Chocolate liquors, 2lc. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ¼-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	26c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

There's never any argument with your customers when you sell them

BORDEN'S BRANDS

People don't quarrel with THE BEST

"Eagle Brand" Condensed Milk

"Peerless Brand" Evaporated Cream

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles				Per case.
"	2 "	" 1 "	.....	$3 20
"	4 "	" 1 "	.....	3 00
"	20 "	" ½ "	.....	4 50
"	20 "	" 1 "	.....	4 75
			.....	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1 c packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.	0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
" -lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
2-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

			Per case.
No. 1, cases,	60 1-lb. packages		$2 75
No. 2, "	120 ½-lb. "	.....	2 75
No. 3, "	{30 1-lb. " / 60 ½-lb. " }	.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

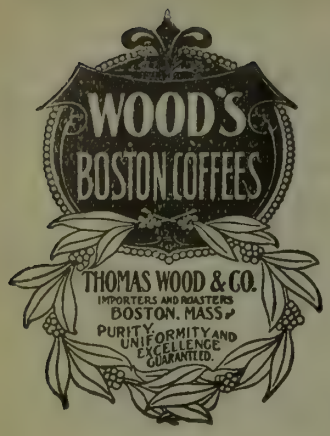
Japanese Starch.	Case
½ case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



EXCELLENCE is said to be granted to man "as the reward of labor."

Plodding diligence brings it.
Faithful watchfulness brings it.
Patient investigation brings it.
All these labors and many more enter into the production of

"WOOD'S COFFEES"

But in them **supreme** excellence is the watchword and the realization.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—
Boxes of 45 cartons, per case 3 50

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.
pkges, cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½

OCEAN MILLS.

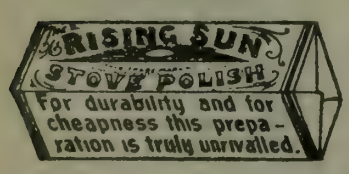
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
11b. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Barrels, 600 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 10 each
3 " " 38½ lbs.	1 50 "

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's	2 60	Bbls, per lb.	0 02⅞
" 12—5's	2 45	½-bbl. "	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 30	$0 35
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

	Ceylon and Indian green or black. lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	50
" " 7 lbs. & ½s.	0 40	60

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
" XX 80-lb. "	....
" XX 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 58
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C1, Havana F. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S LEMON SQUASH

Great Merit

We find our best salesman for Batger's Lemon Squash is its delicious flavor and all round high merit. Made from finest fruits and pure cane sugar.

Keeps sweet and good after being uncorked

ROSE & LAFLAMME
Agents
MONTREAL and TORONTO

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL

WE HAVE SOLD OUT

our stock of Matches to the Canadian public, but are making **millions** more every day to fill the increasing demand.

If you are not handling our matches write us to-day for prices.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

You Wonder Why

we are so certain ***Acme Cans*** are absolutely the best made! It is because we have spared no expense in equipping our factory in the most modern fashion. Everything is up-to-date. Again, we say

Acme Cans Are Best

because we employ only trained workmen—men who know their business from A to Z. Another thing which contributes to the merit of our cans is the fact that we use nothing in raw material that is not guaranteed ***first-class.***

ACME CAN WORKS

MONTREAL

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Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

Beer—Non-Alcoholic
Kops' Breweries London, S.W.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Woods, Walter, & Co., Hamilton.

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Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
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Windsor, J. W., Montreal.

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Walker Bin and Store Fixture Co., Berlin

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Davidson & Hay, Toronto.
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Eckardt, H. P., & Co., Toronto.
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Ozo Co., Montreal.
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Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
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Belleville Fruit and Vinegar Co., Belleville
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White, Cottell & Co., London, S.E.

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Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

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Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, MAY 3, 1907. NO. 18.

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(Continued on page 4.)

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"	2½s.
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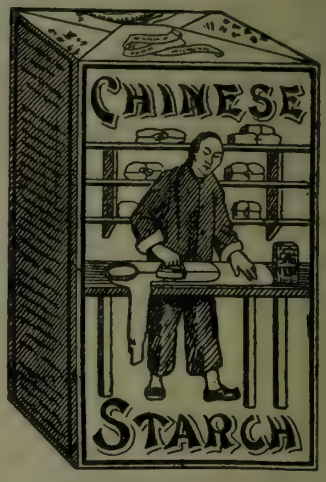

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OLD HOMESTEAD BRAND

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The Old Homestead Canning Co.

PICTON, ONTARIO

The Store That Pleases Everyone

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TEA

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"CAMP" COFFEE

Tell your Customers

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well—serves your customers well. Stock it freely.

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"W. Abel" Standard Quality

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Fine Off-Stalk

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Agents, Montreal

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EMD 35c.

MADAM HUOT'S COFFEE, the gem of all coffees.

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¼s and ½s. Shipment just to hand.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

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Windsor Salt

The Canadian Salt Co., Limited
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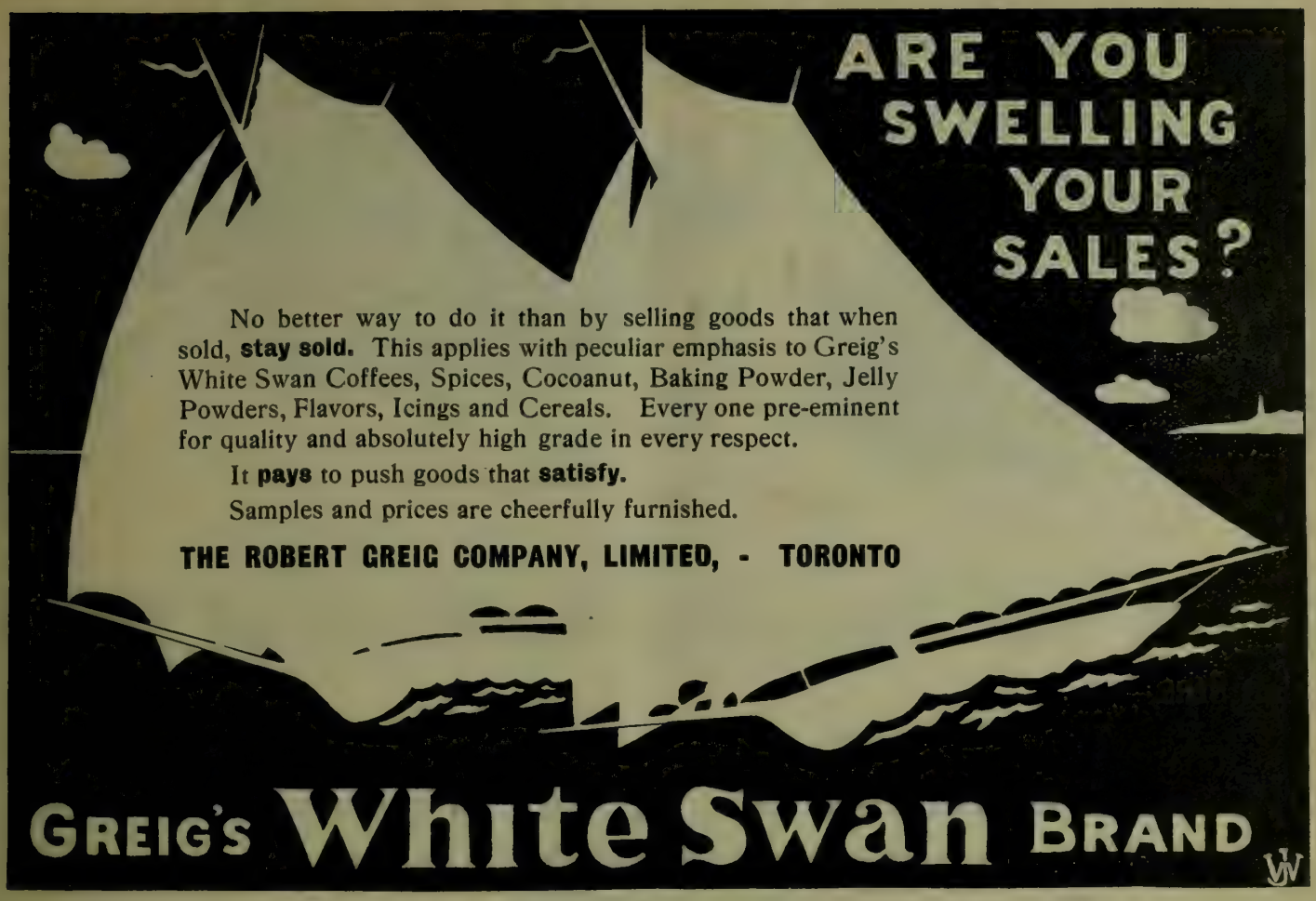
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There's lots of pastes and liquids marketed to-day under the name of shoe polishes which should be promptly railroaded back to the maker. Because they eat leather as rust eats metal.

Does the work of Liquid & Paste Combinations
Combination de Liquide et Pâte
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F F Dalley Co Limited
New York & Hamilton Can
CONTAINS NO TURPENTINE OR ACID
CONTIENE ACIDE NI TERREBENTINE

2 in 1

is different. It contains no acid, turpentine or chemical. It shines shoes without destroying their lastingness.

Order from your jobber. When ordering mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada, Buffalo, U.S.

E NICHOLSON

D H BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg.

NO. 3

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

CANADA'S DEMANDS

New York, April, 1907

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive quick attention. On May 1 our new Canadian branch, under the management of Mr. A. E. Carson, will be opened at 75 Front Street East, Toronto, where all correspondence relative to the Canadian trade should be addressed.

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

NO MORE DISAPPOINTED CUSTOMERS
MORE BROKEN PACKAGES
QUALITY EQUAL TO LIPTON'S

THE FINEST TEA IN THE FINEST PACKAGE

——FROM OUR OWN TEA GARDENS

——PACKED IN AIR-TIGHT TINS ONLY

LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

The delicious goodness of Ripe, Juicy Fruit and Fresh Vegetables is preserved in

FARMER BRAND Canned Fruits and Vegetables

It is the opinion of shrewd dealers from seaboard to seaboard that this fact accounts for the exceeding popularity of **Farmer Brand** with the women of Canada.

We went into the canning business to can fruits and vegetables better than any concern occupying the field. There were good men and shrewd, too, in the business, but they only canned fruits and vegetables.

We proposed to can the delicious goodness of ripe fruit along with the fruit—the wholesomeness and energy-building qualities of fresh vegetables along with the vegetables, and we grew all we canned in a soil peculiarly favorable and in a climate which drew the best from earth and air. Can you wonder at the sterling Goodness of

FARMER BRAND

Let our goods build up your business. Send along that trial order now.

FARMERS' CANNING CO., Limited

BLOOMFIELD, ONT.

A good Ceylon Tea Trade means a good all-round trade. Stocking Ceylon Tea is like taking out a policy assuring commercial success. Tea is the most important factor in your business—an important reason why you should stock

CEYLON TEAS

The health-giving qualities and zestful flavor of Ceylon Tea has made it a favorite with women the world over, while men who know will drink none other. You should stock **Ceylon Teas,** because it will pay you to do so. There's another reason. Do you know it?

There are more reasons than a few why Grocers should stock

ESSEX APPLE BUTTER

The flavor has made our Apple Butter famous because we have preserved the delicious taste of ripe, rosy, juicy apples. You please your customers by stocking this rare and inexpensive delicacy.

Send off that test order to-day

The Essex Canning and Preserving Co.
LIMITED

8 Wellington St. E., - TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**. Try us,— that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE**.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Merchants 522

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention

Wholesale Grocers and Jobbers

When estimating Spring requirements get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Coristine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

Tartan BRAND

SIGN OF PURITY

Rice Our travellers have a big snap in Japan Rice.

Prunes All kinds and sizes from 30/40 to 90/100, also packages.

Figs We can interest you.

Vinegar Order the best Imperial.

Marmalade New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Every merchant now is looking over his Stock for Spring and Summer purchases.

A line of Pickles

that has no equal for quality and price is

Rowat's

Place **Rowat's** on your order slip. All Jobbers carry them in stock ——

While You Think Of It

—Better send along that renewal order for Mathieu's Syrup of Tar and Cod Liver Oil—better send it right now. This is the cougher's season—just the time o'year that

Mathieu's Syrup

of Tar and Cod Liver Oil

—keeps you busy handing it over the counter. It is known as the best cough cure for all sorts and conditions of coughs and colds. It is extensively advertised. Is it any wonder it sells so rapidly? The profit is worth having, don't you think?

Nothing like a bad headache to show how quickly Mathieu's Nervine Powders can cure it. A dandy money maker all the year round.

J. L. MATHIEU CO.,

Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores.

YOU CANNOT AFFORD TO

offer your customers anything but the highest quality in Vinegar—and hope to keep their trade!

Imperial White Wine

stands for perfection in Purity, Flavor and Quality

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

There has been a remarkable change in the tea trade during the past twelve months. People who have been temporarily deluded into trying teas "equal to and just as good as

Japan Teas"

have gone back to the genuine and inimitable teas of Japan—

There are no teas like Japans for Purity and Healthfulness.

It pays you to sell

Canada's Best Toilet Soap

BEST FOR LITTLE FOLKS

INFANTS' DELIGHT SOAP

BEST FOR BIG FOLKS

Big profits—pleased customers

Write for prices and samples

John Taylor & Company

TORONTO

Avoid substitutes or imitations

WARNING!

Crescent BM&Co. TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Royal Crown Witch-Hazel Toilet Soap

—Easy to sell to Men

Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock it and you will get the benefit of the extensive advertising we we are doing.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

25

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - **Montreal**

We are now ready for business at the old stand.

OUR MOTTO:

"No Substitutions, and First-Class Goods at Rock Bottom Prices"

A well selected stock always on hand. Write for quotations.

WM. GALBRAITH & SON,

WHOLESALE GROCERS, MONTREAL

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Competition Can't Conquer

our "White Moss Cocoanut"

either in purity or excellence.

Our Motto

Once a customer, always a customer.

Canadian Cocoanut Company

107 Lagauchetiere St. West

MONTREAL

We Are Now Settled

for business in our new premises

58 McGill Street

where we will be pleased to see all our friends. We solicit enquiries.

Get Our Prices.

S. J. CARTER & CO.

MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

Wines Liquors Alimentary Products

L. FONTANEL

General Agent and Importer

REPRESENTING:

Pernot's Biscuits — Marge Vermicelli and Macaroni

Guigoni's Olive Oils — Poulain's Cocoa

Jacquemin French Mustard

Will be pleased to quote lowest prices on all Alimentary Products from France, Spain and Italy

207 St. James St. - Montreal

Branches: Winnipeg, Vancouver, Victoria

THE CANNER THAT CANS

Stop the waste of fruit and vegetables caused by over-buying.

The Modern Canner will preserve these perishable goods and the canned article can be sold at a profit.

Write for Booklet "The Modern Canner."

Modern Canner Co.,

St. Jacobs, Ont.

Diamond Brand Maple Syrup

Twin Blocks Pure Maple Sugar

Diamond Brand Marmalade

Butter Beans Confectionery

Maple Cream Hearts

Nut'y & Fruit'y Creams

SUGARS, Limited, - - MONTREAL

Dirty Canvas Shoes

MADE PERFECTLY

CLEAN AND WHITE

BY USING

WHITTEMORE'S

"QUICK WHITE"

COMPOUND

In liquid form, so can be QUICKLY and EASILY applied. No white dust. No rubbing off.

To those using the hard white cakes put up in metal or wood boxes, would say that by using "Quick White" you will have your shoes all finished before you could get the hard cakes softened up enough to begin using.

Just try "Quick White" once and it will work so quick and easy and make your shoes look so clean and white that you will always use it. Also the following colors for canvas shoes: Baby Blue, Alice Blue, Red, Green, Pink, Lavender, Champagne, Coral, Purple, Light and Dark Gray; in the same sizes and at the same prices as "Quick White."

For 1907 a sponge in every bottle, so always ready for use.

Large, per gross, $24.00; 10c. size, $10.00.

DANDY

RUSSET COMBINATION

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large Size, per gross $24 00

STAR RUSSET COMBINATION

10c. size, per gross, $9 00.

RUSSET PASTE

Dandy, large, gross, $9.00

Red Box, med., gross, $5 00

"ELITE" Combination.

The only first-class article for ladies' and gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer.

Blacks and polishes.

Per gross, $24.00

"BABY ELITE" Combination, 10c. size, per gross, $10.00.

Whittemore's Polishes Won the "GRAND PRIZE" at St. Louis over all competitors.

"GILT EDGE"

The only black dressing for Ladies' and Children's Shoes that positively contains OIL. Softens and preserves. Imparts a beautiful lustre. Largest quantity, finest quality. Its use saves time, labor and brushes, as it

SHINES WITHOUT RUBBING

Always ready to use.

Also for gents' kid, kangaroo, etc.

Per gross, $24.00.

"Superb Patent Leather Paste."

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.

Large size, per gross,	$9.00
Medium size, in blue tin boxes, per gross,	5.00
Per doz., 1-4 lb. boxes,	1.80
Per doz., 1-2 lb. boxes,	3.00

THE WORLD'S STANDARD **WHITTEMORE BROS. & CO.** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World.

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

Crystal Sugar

EXTRA BRIGHT PRICE RIGHT

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

House-cleaning Time

and all the time, **Gillett's Lye** cleans everything about the home so thoroughly that housekeepers everywhere use it.

Gillett's Lye

is consequently sold by every go-ahead Grocer in the land. It pays a substantial profit too.

Do you sell it?

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

ESTABLISHED 1852.

NOT ONE OUNCE of fruit or vegetables can possibly reach our canning department in a decayed condition. Ultra carefulness and cleanliness may amount to foolishness; but—taken in conjunction with our process of canning—they have given the women of Canada their favorite brand of **canned goods**, the delicious, palate-pleasing

Riverdale Brand

the brand which most Grocers stock because it pays them to do so. Besides **Riverdale Brand** of **Canned Goods** advertises your store as **The Shop of Quality.** Send off that test order to-day.

The Lakeside Canning Co. Limited

WELLINGTON, ONT.

GASPE SKINLESS CODFISH

We offer to the trade, to close consignments, lot of prime GASPE SKINLESS CODFISH in 100-lb. cases as follows:

250 Cases well-known CRC brand

100 Cases unbranded

For quotations and information, apply to

J. G. BROCK & CO., Selling Agents

211 Commissioners Street, - - - - - Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of *Pure Food.*

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles *must* cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

National Drug and Chemical Co. of Canada Limited, Montreal

Cans by the Million

Made by the Acme Can Works

are being used in every part of Canada where sound, clean, sanitary, absolutely first-class cans are required.

Acme Cans have acquired a reputation for reliability which cannot be equalled by any maker in Canada or out of it, bar none.

No matter what kind of a can you require we can make it. Look at our list here. 'Twill give you an idea as to our range. Our capacity is 150,000 cans a day.

WE MAKE:

- Meat Cans
- Key-opening Cans
- Syrup Cans
- Fruit Cans
- Vegetable Cans
- Baking Powder Cans
- Spice Cans
- Lard Pails

and other lines.

Get in line right away. Place your order for fruit and vegetable cans with the Acme people that it may be filled in good time for the coming season's pack. You will not regret your action.

Deliveries are made promptly and satisfactorily. You get your cans in excellent condition **when you want them.** No loss through delay in making deliveries. Our exceptional transportation facilities enable us to make this guarantee.

ACME CAN WORKS

Reliable Cans

Montreal, - Que.

HOT FOOD WITHOUT FIRE

For the PROSPECTOR
For the WAGON FREIGHTER
For the CAMPER
For the CANOEIST
For the YACHTSMAN
For the HUNTER
For the HOSTESS

CANNED SOUPS
CANNED PORK and BEANS

of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods.

Our travellers have full particulars. If they don't call, order a sample case by mail.

James Turner & Co., Limited, Hamilton, Ont.

If you want an Awning, why not try
The Tobin Tent & Awning Co., Ottawa ?
It's worth considering.

CANADIAN CASTILE SOAP Co. TRADE MARK BERLIN ONTARIO

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

THE BEST **LAUNDRY SOAP**

MANUFACTURED SINCE 1849.
Supplied under contract to British and Indian Governments.

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

FROM GROCER CORRESPONDENTS

BELLEVILLE

The grocery trade, especially retail, reports a very satisfactory state of business right along and we are looking forward to a prosperous spring trade. The outlook for Belleville's progress in all lines has not been more promising in many years and with the coming in of new industries, and the consequent increase of the city's population, it naturally follows that the grocer is bound to share in the prosperity.

The opening of spring is having a tendency to make a shortage in the produce of the farmer, as that worthy is remaining at home as much as possible, looking after and preparing his land for the coming harvest. The farmer is one who never forgets the Biblical injunction that "He who sows shall reap." As a consequence, since the nice, warm weather has arrived his and his family's absence from the market has had a tendency to produce a scarcity in the necessary farm produce, and therefore prices remain firm. But they cannot be blamed. As this county is one of the largest producers of cheese in the province it can hardly be expected that we will ever again see the days of cheap butter, as it is easier, and, the farmers claim, just as profitable, to send their milk to the cheese factories, and at the end of the season draw their dividends. Even in the winter the price of butter has not been lowered, as during those months when the factories are closed the farmers make and put down their own summer's supply of butter. For some months now the price of good butter has hovered from 25c. to 30c. a pound, and now the city housewife is becoming accustomed to paying it. Eggs also keep between 16c. to 18c. a dozen. Not long ago at this time of year 12c. was looked upon as a fair price by buyer and seller.

There is at present quite a scarcity of apples, and one day this week not a grocer in the city could fill an order. Each Saturday, however, there is generally a good showing on the market and they are soon picked up. Most of the apples from this district are exported. Hastings and Prince Edward counties are noted throughout the country for their great and productive orchards, which are mostly sold outright to the buyers, who come from all parts of Ontario. Thousands of barrels are packed and shipped from these parts each year.

The decision to rebuild the Hotel Quinte, which was destroyed by fire in January, is good news to the grocers, as it will be of much benefit to them. The city council, at its last meeting, ratified the special bill passed by the Ontario Legislature giving the city power to grant the new hotel a fixed rate of assessment of $10,000 for fifteen years, and also city water at $100 a year for the same length of time. Strange to say, the only opponents of the measure in the council were two grocers, Alderman Panter, chairman of public works, and Alderman Vermilyea, chairman of waterworks.

Jason Thompson, the well-known grocer, of Rossmore, just across the bay from this city, has just been appointed postmaster there and the appointment is a popular one.

Thomas Foley, who for the past ten years has been connected with one of the leading groceries in this city, has started in business for himself in Saskatchewan.

Tom Greer, who for many years has been a popular grocery clerk in London, and latterly in this city, has gone into the clothing business here.

Charlie Cherry, the popular traveler for Todhunter & Mitchell, coffees and spices, was a recent visitor here, and he reports splendid business all along the line. He thinks Belleville is on the middle edge of a great boom, and prodicts a bright future for the beautiful City of the Bay.

Another welcome visitor was Tom Wilson, an old Belleville boy, now traveling for a large tea house in Montreal. Tom is always glad to get back to the old city, where he spent so many happy days, and generally gets a long list of orders here. He was for some years with the Eby, Blain Co., and at the time he severed his connection with that firm The Grocer's Kingston correspondent gave him a well-deserved recommend. He is the eldest son of the late Jacob Wilson, one of Belleville's highly respected citizens.

Will. Cole, a well-known grocery traveler, and a native Belleviller, has just engaged as traveler with Warren Bros., of Toronto.

The city grocers were pleased to have a call last week from The Grocer's business manager, W. H. Seyler, who reported business booming wherever he has called. He paid a pleasant visit to John Harker, Belleville's longest subscriber to that journal. He will always be a welcome visitor here.

CHATHAM.

W. A. Stevens, of Halifax, is spending a couple of weeks with his parents, Mr. and Mrs. N. H. Stevens.

Elmer Ainslie has taken a position in the grocery department of J. S. Richardson's store, Tilbury.

Local grocers are taking an active part in the work of the newly organized Board of Trade. The mercantile committee includes John McCorvie, Wm. Anderson, Harry Northwood, Jas. Massey and H. Malcolmson, while the trade are represented on other committees as well.

Wm. Potter and John McCorvie were in Dresden last week, assisting in the revival of Dresden Encampment, I.O.O.F.

President G. W. Cowan, of the local Retail Merchants' Association, has received the following letter from D. A. Gordon, in answer to a communication sent to that gentleman by the local association asking him to oppose Mr. F. D. Monk's co-operative societies bill.

House of Commons,
Ottawa, April 23, 1907.

Mr. Geo. W. Cowan,
Chatham;

Dear Mr. Cowan,—I received your telegram and I immediately took up your protest with the Government. I might say you have the credit for being the first to enter a protest against Mr. Monk's bill. I succeeded in a few minutes' time in getting same held for this session. I am under the impression that your association will require to put in some earnest work in order to defeat the bill, or to secure such amendments as will safeguard the public interests.

Yours truly,
D. A. GORDON.

Mr. Cowan announces that the association intends to do the earnest work that Mr. Gordon talks about in his letter.

A well-attended and thoroughly representative meeting of the grocers of the Maple City was held on the evening of Tuesday, the 23rd, at Harrison hall, for the purpose of organizing the grocers' section of the local Retail Merchants' Association.

The work of organization was enthusiastically taken up by all present, the following officers being elected:

President—John McCorvie.
Vice-president—J. A. Wilson.
Secretary—Wm. Anderson.
Treasurer—Geo. Bartlett.
Executive—Harry A. Andrew, F. S. Bounsall, Ald. J. N. Massey, Ald. Wm. Potter.

The meeting, which was called merely for organization purposes, informally discussed the line the organization's work would take, and mapped out some subjects to be dealt with at future meetings. Prominent among matters which just now call urgently for attention is that of freights, in regard to which the local retailers feel that they are at a distinct disadvantage. Tea and coffee pedlars will also come in for attention. It is also hoped that the organization will prove very effective from a social standpoint, in bringing the various members of the grocery trade together, thereby doing away with any jealousies that may have existed hitherto, and promoting a spirit of unity among the trade. An encouraging feature of the meeting was that all classes of the trade were represented.

KINGSTON.

Kingston is quiet now. Queen's College has closed its doors and 1,200 students go out to all parts of the world feeling good over their successes—B.A.'s M.A.'s M.D.'s gold medals. What a good start for a young man? What possibilities before him if he only keeps to the right? He will meet temptations every day, for the devil has traps along the way. Who has not known a bright young man who has headed his class at college but who has met with Old Rye and Old Tom, and the rest is too sad to relate. Young man, you may down these two in a wrestling match but they will finally get you down and keep you there.

Navigation has now opened up and the sailors are on the Q. V. Mr. Seyler, of the staff of The Grocer, dropped off here on his way up from Montreal's food show and found his way up to see

Jim the Grocer. Of course Jim thought when he saw him come in he was a traveler for a first-class house, or may be a preacher collecting for a mortgaged church. Anyway, Jim was being talked at by Tom Wilson with an armful of tea samples.

Jim's clerk told him the gentleman was connected with The Canadian Grocer. That settled it. Tom was left standing behind the stove and Jim and The Grocer man shook hands. Then Tom came up and a pleasant talk occurred for about an hour.

It was raining and the streets were muddy and Jim appreciated Mr. Seylor's visit all the more, and regretted it was not later in the season so he could show him the pretty spots around the old limestone city.

Kingston is to have a zinc smelter. What does the Hamilton correspondent say about it? I am told Hamilton chased one away as it is injurious to fruit trees and everything else around it. If that's the case we don't want it. Thorold, I hear, is getting one four miles out of the town.

The corner stone of Queen's new biological building was laid by the Lieutenant-Governor. A big crowd witnessed the ceremony.

Our much esteemed member of the Ontario Legislature, Mr. E. J. B. Pense, bought a fine team of black horses. He was driving one lately up Barrie street and it wanted to let him know it had running qualities. Mr. Pense played lacrosse, etc., one time and he soon brought Mr. Black to time. I guess the horse didn't like the rough macadam road.

James Crawford has had his store painted and papered, new silent salesman put in, also cash railway for rapid transit of dimes and dollars.

Victoria Day celebration committee are arranging for a Marathon race and expect Longboat to compete.

Mr. Thickchest, of Kilgour Paper Bag Co., was in town. He is becoming more popular every visit and his goods are always right, which is a great source of adding to a traveler's popularity. He must have a good house and good reliable goods to back him up. Their new twine holder is cheap but first-class.

Congested freight! Why, some merchants have drafts over a week old and no sign of the goods yet. C.P.R. and G.T.R. are getting sleepy and can't meet the requirements. Can't get cars enough to carry the freight? Good sign; country must be prospering.

Some of the immigrants sent out from London are poor additions to our country. An Englishman said of them: "What can you expect of such as are sent? They only get bread and treacle and haven't got the bone and muscle of Canadians, and can't work along-side them."

One of the greatest and best picnics ever held in Kingston was the grocers' picnic a few years ago, and one of the best events of that famous picnic was the Comfort Soap race, conducted by the veteran traveler, W. D. Cockburn, who is responsible in a large way for the popularity Comfort Soap has retained.

The ladies, numbering about 40, who started in that famous race were delighted with the soap traveler. My, how they all fought to come in first. Some pulled the one ahead of them back; others tumbled in front of ones catching up. The prizes were gold and silver watches, and every lady got all the soap she picked up.

GUELPH.

Wealth is good, health is better, but to succeed in business tact is essential to-day and every day. Any person can perhaps sell an article, but every person can't pacify an angry woman sending her away feeling the store is right and she was slightly mixed, that's all.

But then you know that's why he is boss. Daring is necessary in buying these days. I heard a man, an old fruit handler, say he would like to work for our "Engineer," as he is such a game buyer—takes such risks and chances, but every chance is figured to a cent and a way is seen before the deal is closed. But that's why he is the engineer.

Did you ever hear of a really honest man? They tried to find 50 in Pittsburg and found 28. Now here's another. Did you ever hear of a truly honest grocer? One who sells pure vinegar and employs a chemist, to be sure of it. One who wouldn't sell alum baking power and told the people so. One, who ground his own spices. One who, when he found a wholesaler selling impure goods, made that dealer hump? I did, but he didn't live in Canada.

He lived in a suburb of New York. He had a wealthy class of trade, and he and a few of his customers banded to have goods analysed. This got out and his trade increased enormously. It pays to be honest, but sometimes its pretty hard to make it pay up.

A millionaire was troubled by sleeplessness. He offered thousands of dollars for a cure. Doctors tried every drug known, but after all had failed he was cured by a month's exclusive diet of—what do you grocers think?—rice. Yes, just rice, and I defy any man to eat rice and rice only for his suppur for one month and not sleep like a log. This is worth $5 please.

Give the people what they want and how they want it. If you haven't got it, get it, take the order. One of the most successful grocers I have ever known was never known to be out of anything. He always got it if he had to send to New York.

Our fine fire chief, Mr. Hewer, is giving up fire-fighting and going to fighting women over the price of sugar. He recently bought out his brother who owned a corner store on Nottingham St.

There is great rivalry among the window-dressers as to who can dress the best window. The best trimmers change twice a week, but one artist, and a boss, too, only changes every two weeks. Whew! I should think he would have to dust pretty well.

PETERBORO

The annual meeting of the Retail Merchants' Association was held here on Tuesday night, when an entire new lot of officers were elected. The society has for years been practically dead. Very little effort was made by the officers to keep the members together and to keep up the interest. The main object of the new executive is to increase the strength of the Retail Merchants' Association and they will start at once on the good work. The first thing they will do is to hold the big banquet already referred to in these columns. This affair will be a big one with far-reaching effects and by the way the members took hold of things it promises to be a great success.

The meeting was held in the Y.M.C.A. parlors at 8 o'clock, with President Robt. Fair in the chair. After the routine business was put through the members began figuring on a new set of officers, with the following results:

President—C. B. Routley.
Vice-President—J. H. Connal.
Secretary—Jas. R. Bell.
Treasurer—Walter Oke
Executive Committee—The above officers and Robt. Fair, H. LeBrun, R. J. Kingan, Jas. Lang, Jas. Lynch, C. M. Brown, J. D. Craig, T. C. Elliot, R. McWhinnie, Thos. Barrie, F. J. N. Mitchell, W. Adamson and Dickson Hall.

The matter of arranging for a banquet was left in the hands of the executive committee to fix the date, place, speakers, programme, etc.

An interesting feature of the new list of officers is that the vice-president, secretary and treasurer are all retail grocers.

Quaker Wheat Berries, about which something was said a few weeks ago, have been placed on the market. The Quaker Oats Co. turned out the first batch last week and it proved very successful. The wheat is inflated and makes an excellent and most nutritious breakfast food. Already a large number of orders have been received for it, and there is every reason to believe that it will be very popular with the public.

Fresh fish made its first appearance on the local market on Saturday and sold at 20 cents per half dozen. Of course, they were only suckers, as the season for bass, 'lunge and pickerel is closed. But the suckers sold as fast as the fishermen could count them out. Another very popular delicacy which appeared for the first time this year was frogs' legs. A number of boys spent the day around the ponds and swamps and in the evening sold them to the restaurants.

The fishery inspector this year has his hands full. There is only one man instead of three, and the fishermen, knowing this take advantage of it and are catching large quantities of fish out of season. When the inspector was seen by your correspondent he said that he never saw so many fish in the Otonabee river, the lakes and the little creeks.

He spoke of several large breeding beds where a man could get a carload of fine big lunge in a few hours. The trouble in fishing just now is that one cannot gather the finny creatures in fast enough. The prospects for a great summer for the tourists visiting the lakes were never so bright, but the staff of inspectors should be increased to protect the fish for the next few months.

H. Paten who is connected with Jordan Bros'. greenhouses here, has shipped a consignment of 250 carnation roots to Adelaide, South Australia. This is the first time an attempt has been made by a Canadian to send flowers to the distant island continent. The roots were selected and packed by Dale & Co., of Brampton, and the greatest care was taken in the operation. They were carried by the Dominion Express Co. to Vancouver, and sailed on the steamer Moana on Friday last. Mr. Paten has been in Peterborough for some time and he deserves great credit for undertaking this experiment. Florists throughout the Dominion will watch with great interest the result. If the roots live and flourish there will, no doubt, be opened a good trade in this line with Australia, as the people there are passionately fond of carnations.

All the cheese factories throughout this district are open, and the first cheese was made on Wednesday. The delivery of milk was only fair as the farmers did not look after their cows properly last season and a large number of them are late coming in. But the quality of milk and cheese promises to be much better this year as many new features have been adopted by the cheese factories and the farmers. The cheese board will open on Wednesday, May 15th, when it is expected that prices will be good. Those quoted at Belleville last Saturday were 11½c. to 12c.

So great is the demand for ice cream and ice cream soda that the price this year will be increased by most of the dealers to ten cents. This will mean that a much better article will have to be produced, as some of those who were prominent in shoving the price up served the poorest cream and soda. A couple of the dealers, however, intend to continue selling at five cents. They claim that there is enough profit in it at that price and to double the price would mean to reduce the consumption or to drive the trade to the Greeks, who refuse to join any combine.

Another deputation of merchants waited upon the council on Monday night in connection with the overhanging sign by-law and the by-law which prohibits merchants displaying goods on the sidewalk. They succeeded in having the aldermen refer the two by-laws back to committee to be reconsidered. It is likely the question will be finally settled next Monday night.

STRATFORD.

The situation among the retail grocers, as regards the price cutting, remains the same.

A meeting of the Retail Merchants' Association was held on Thursday night of last week, for the purpose of discussing the early closing by-law and the transient traders' by-law, but, owing to the small attendance, nothing definite was done.

Tomato growers predict that the crop will be short this year on account of the cold weather. It is the practice of tomato growers to set out the seeds in the hot-beds, relying on the warm April sun to nurture the little plants. This April there has been little or no sunshine, with the result that thousands of the little plants died in the hot-beds, and when the plants are set out about the middle of May the acreage will be considerably short of normal.

The market here on Saturday last was not as large as usual, owing, no doubt, to the excellent seed weather which prevailed. Prices ranged about the same as usual, although eggs dropped one cent. Maple syrup has also taken a considerable drop, from 45c. to 35c. and 30c. per quart.

Green vegetables. That's the product that is selling well with our grocers at the present time. A number of the dealers have very pretty displays of green vegetables in their windows and, being fresh, the demand is good. Prices are very reasonable, considering the early season.

The auto delivery system has evidently fallen through as far as our merchants are concerned.

It is understood that the half holiday will be worked up amongst the grocers in Stratford this coming summer. In previous years every other business, or almost every other business place but that of the grocers, closed one half-day in the week. The half-holiday movement will be pushed by the clerks this summer.

NOVA SCOTIA NOTES.

Kentville is a very progressive town. There are a great many apples grown in this section. In the matter of catering to the wants of the people, DeWolf & Lamont and Will E. Smith lead. During the past week Mr. Smith has had on sale some exceptionally fine beef that would not have disgraced the store of some swell meat market about Xmas time. He has lately had both his grocery and meat stores finished in white enamel. Everything about the store denotes prosperity.

DeWolf & Lamont have lately added a meat market to their other lines and carry a fine assortment of meats of all kinds, both fresh and smoked. This popular firm's already large business is rapidly increasing. They handle large quantities of all kinds of feed, flour, etc. Their grocery department always contains a very fine selection of the best groceries.

T. P. Calkin & Co. carry a large stock of hardware and farming tools, and also do a big plumbing and fitting business. They have a branch at Middleton and report business as very encouraging for this time of year. Poor roads keep some trade back.

The Dominion Atlantic R.R. Co. are busy these days getting their cars into shape for the summer traffic which is always very large by this popular road. Kentville boasts several fine hotels which are well patronized. The Aberdeen and Porter being the principal.

Mr. C. S. Eaton, who recently started in the grocery business here has quickly worked up a nice business. He will add more lines at once.

Messrs. Bowman and Colein, of St. John, N.B., have a fine trade in the Valley, their representative, Mr. Holdsworth, being one of the popular men in this territory.

Eaton & Co., Canning, have one of the best laid out and conducted stores in the Maritime Provinces. The goods are well displayed and kept beautifully and neat. At present they are making a specialty of seeds and their sales are very gratifying. This firm carry a large stock and do an immense business. Mr. Eaton, the proprietor, is very popular with all classes. He always has a kind word and a genial smile for the boys of the road. He knows his business, too, and does not know it all like some other buyers in this vicinity. No wonder men like Mr. Eaton succeed where others fail.

VICTORIA, B.C.

April 22nd, 1907.

There is considerable interest being taken here in the Wednesday half-holiday question, and many merchants and clerks are anxiously waiting the outcome. The movement was originated by the grocery clerks, who circulated a petition among their employers, and met with very little opposition to their request, but, little as the opposition was, it was sufficient to put a damper on the matter, and now the clerks are organizing and by this means expect to meet with better success.

The clerks are working hard, and an effort will be made to organize all the retail clerks of the city, and if they are successful it is probable that the holiday will be extended to all classes of the retail trade. Other matters are also under discussion, such as 6 o'clock closing for the grocers—who now close at 6.30, Saturdays excepted—practically all other classes of the trade close at 6 o'clock.

The majority of the merchants appear to be in favor of the holiday, but some want a certain day and others object, and suggest some other scheme. The difficulty seems to be in arriving at a solution of the matter that will be satisfactory to the greatest number. Doubtless some concessions will have to be made, and it is hoped that an amicable settlement will be reached in the near future.

Probably the most interesting item in the grocery trade at present is butter, which is a very scarce commodity. At this season of the year such a shortage is unusual. Fresh creamery butter in 1-pound prints is retailing at 40c., and

even at that price all grocers report a great shortage.

California new grass butter has just reached this market, and that, no doubt, will relieve the situation a little. Here are a few retail prices:

Fresh eggs are still very firm at 30c. dozen.

Local asparagus, 20c. and 25c. a lb.

Local rhubarb, 8c and 10c. a lb.

Local hot house lettuce, 5c. per head.

Local hot house cucumbers, 35c each.

Local hot house tomatoes, 35c. per lb.

California new potatoes, 10c. per lb.

California green potatoes, 15c. per lb.

California tomatoes, 25c. per lb.

Oranges and lemons rather higher.

Bananas are more plentiful and of better quality.

WOODSTOCK.

If the city of Woodstock has for some time been rather neglected in the correspondence columns of The Grocer, it was not because there were no grocers in the place warranting notice, or because there was nothing of interest to report. Woodstock, a city of less than ten thousand people, has between fifteen and twenty grocery stores. Of course, they range all the way from the fine, modern, well-equipped places of business, to the traditional corner groceries in the outskirts of the city, which do a considerable trade with residents of the immediate vicinity. But the majority of the stores belong to the up-to-date class, and compare favorably with any in the country in a city of similar size. Large stocks of fresh goods are carried, and trade is always good.

The season, which came to a close last week, has been an exceptionally good one for the manufacture of maple syrup in this vicinity. A large quantity has been brought into the city, and for the greater part disposed of at $1.25 per gallon. Occasionally, on a Saturday, such a great amount would come in that the price would go down to one dollar, but it could not be kept at that figure, and early in the week, when the supply was smaller, the grocers would have it up again. For all that, the quantity locally manufactured could not keep pace with the demand for the superior class of goods. "We could get any quantity of a certain class of syrup," said a leading grocer to your correspondent today. "But it was difficult to secure the best," he added. This particular grocer thereupon imported about two hundred gallons of the best class of goods that could be secured from Quebec, guaranteed by the manufacturers to be absolutely pure. "It is selling like hot cakes," he said, "I have it in stock, selling at $1.40 a gallon, and locally-made goods at $1.25, and those who have tried both invariably choose the more expensive article." He gives as the reason for the fact, that better syrup is made in the Lower Provinces, that it is more of a business there, and is carried on more scientifically, and made in larger quantities. Those in the vicinity who are in the business do not agree with this opinion, and declare that they can make just as good maple syrup as anybody, anywhere. So there you are.

One would think that grocers would take a deep interest in any organization which would tend to act for their benefit, but unfortunately such does not seem to be the case in this city. There is in Woodstock a Retail Merchants' Association, in which so little interest is taken that at the last regular meeting there were only three members present. No difficulty has ever been experienced in getting a large membership, but after joining, members simply cannot be persuaded to retain interest, and attend meetings regularly. "The trouble is," said a grocer to me the other day, "that the big merchants up the street do not take any active interest in the association. They should take the lead. There are many matters of interest to all the men along the street, which might be taken up to much advantage and benefit. I am sick and tired of it, and am not going to renew my membership after it expires."

Italian fruit vendors are beginning to complain of the scarcity of bananas this spring. They are rather hard to procure, and the result is, the price has been kept up pretty high, save when some dealer accumulates an over-ripe supply, when they are sold off at bargain prices. There are four Italian dealers in Woodstock, and they are respected and thrifty members of the business community. They import fruit together, by the carload, as a rule, and sell it wholesale to grocers and lesser dealers as they require anything in the fresh fruit line.

WINNIPEG'S COMING FOOD SHOW

Winnipeg's first pure food show promises to be a big success. It will be conducted on the same lines as the shows in Montreal and Toronto, which have proved so highly successful in the past and both the manufacturers and the general public are already displaying a keen interest in the coming midsummer show.

Of course the pure food show is designed primarily to interest the consumer and to educate her in the proper modes of using pure foods. This show is, however, being held under the auspices of the Retail Merchants' Association of Western Canada, and as the convention of that body will be held during the exhibition, an unusually large number of merchants are sure to be present. This makes the Winnipeg pure food show of particular value to the exhibitor.

Booth space is being taken up rapidly and the manufacturers of foods and groceries are making preparations for elaborate displays and careful demonstrating. Among the many who will have exhibits at the pure food show are the following: The Royal Crown, Ltd., Winnipeg; Blue Ribbon Mfg. Co., Winnipeg; Dingle & Stewart, Winnipeg; John Bearns, Ltd., London, Eng., and Winnipeg, Man.; Alexander Milling Co., Brandon; Scott, Bathgate & Co., Winnipeg; W. J. Boyd, Winnipeg; Walter Baker & Co., Montreal; R. A. Rogers & Co., Winnipeg; Blackwoods, Ltd., Winnipeg; Standard Soap Co., Calgary; Nicholson & Bain, Winnipeg; Walter L. Lowney Co., Montreal; McCormick Mfg. Co., London; Wagstaffe, Ltd., Toronto; Genesee Pure Food Co., Le Roy, N.Y.; The Canadian Grocer; Lipton Tea Importing Co., Toronto; Crescent Creamery Co., Winnipeg; Manitoba Canning Co., Grande Pointe, Man.; Cowan & Co., Toronto, and Christie, Brown Co., Toronto.

Many other manufacturers have signified their intention of exhibiting at the show and the list is by no means complete. The dates of the show are July 1st to 13th.

BUSINESS MEN AND HORSE SHOWS.

While they have become, to a large extent, society events, horse shows are not without interest to business men. Most business men have some interest in the horse. In spite of motors it is still, and will be for a long time to come, a useful factor in the commercial world. Even when the animal's place in the dray and delivery wagon of the manufacturer or merchant no longer exists, as some prophesy, those who love horses will love them still and business men will not be among the forgetful ones.

At the horse show that is being held in Toronto this week is afforded an opportunity of warming up one's affections for the animal, which business men, as well as others, should not be slow to grasp.

TOTAL SHIPMENTS.

Gordon, Grant & Co., Port of Spain, in their mail advice under date of April 1, say of Trinidad cocoa. "Exports for the fortnight amount to 2,947 bags, of which 2,303 bags went to the U. S., and 20 bags to Canada, and from 1st January to date shipments have been 12,864 bags as compared with 15,714 bags for the corresponding period of last year." Of the Venezuela cocoa they say: "Shipments during the fortnight aggregate 12,523 bags, of which 7,777 bags went to the United States and 200 bags to Canada. From 1st October to date exports amount to 76,299 bags as compared with 126,143 bags for the corresponding period of last year. From 1st uroximo the export tax on cocoa will be 20c. per 100 lbs.—instead of 7c. formerly."

TRAVELER COMES TO HIS OWN.

A very quiet wedding took place at the residence of the bride's father, Walter J. Smith, 48 Yorkville Ave., Toronto, on Saturday afternoon last, the occasion being the marriage of his eldest daughter, Nina, to J. H. Boyd, also of Toronto, traveling salesman for the firm of T. H. Estabrooks, St. John, N.B. The officiating clergyman was Mr. J. D. Freeman, of Bloor St. Baptist church. Only the immediate relatives of the contracting parties were present and Mr. and Mrs. Boyd left on an early train for a short trip west.

This is very good and The Canadian Grocer is glad. The friends of Red Rose tea in Western Ontario will rejoice also and next week the lucky ones among the grocers will extend the glad hand of fellowship. Mr. Boyd is one of the ablest salesmen on the road, but no good man ever does his best till he is married, and now the friends of the firm look to see red roses blooming on the telegraph poles.

DAVIDSON & HAY CLOSE EARLY.

Davidson & Hay were among the pioneers among the wholesale grocers in Toronto in the early closing movement. Beginning May 1st and until Sept. 1st, the firm will close at 5 p.m. instead of 6. This practice they began ten years ago and have continued, regardless of what the rest of the trade did. It is a practice greatly appreciated by all the employes. Of course they close at one o'clock on Saturdays the year round.

Markets and Market Notes

QUEBEC MARKETS

POINTERS--
Fish—Revised.
Beans—Lower.
Maple products—Easier.

Montreal, May 2, 1907.

Local navigation will be open in a few days and it will be possible to ship freight to river ports between Montreal and Quebec most expeditiously. Renewed activity will result. Already there are a few steamers in the harbor, awaiting the breaking up of the remaining ice before making the first trip to Quebec. Lower freight rates, possible through the opening of navigation, will be the cause of considerable buying in all parts of the country.

Markets keep steady with little excitement in any line. Canned goods are moving out satisfactorily. Sugar is stationary, although some talk of an advance. Teas are selling very well for the season. Evaporated apples are quiet at 10 cents. Beans are lower this week and orders are good. Peels are going to be higher, according to all talk. An interesting statement of the exports of currants from Greece will be found in the dried fruit market. Coffees and spices are unchanged. Corn syrups are selling particularly well. New molasses is being quoted to arrive, but prices are somewhat fancy. Maple goods are arriving freely, but business might be better. Butter keeps firm, as does also cheese. Honey is slow.

Collections are reported fair to good.

SUGAR—Sugar is about steady. There is a possibility of a price change, but there is no certainty. It is expected that sales will increase after the opening of local navigation.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs	5 05
Extra ground, bbls	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Little business is being done in molasses. Extra fancy is quoted at fairly high prices, being sold to arrive in Montreal. Corn syrups are in excellent request.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03½
" 3½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb. " ¼ doz. "	2 35

TEA—Teas continue to sell. There is a good general demand. Dealers report sales very good for the time of year and are satisfied with the trend of events. Stocks of any kind are not large but there is sufficient variety in most instances to supply buyers with one line or another.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 39
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES—The coffee market is steady to firm. There are no features worthy of recording.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13

Roasted and grouud 20 per cent. additional.

FOREIGN DRIED FRUITS—Figs are being cleaned up in the States, the low prices asked having stimulated consumption. Locally they are practically unchanged. Raisins are without particular feature. There are reports of a sale of one thousand boxes of Sultanas in New York to Canadian buyers. The price paid was above that quotable in Montreal. A statement from Patras, Greece, shows that to the end of March, currants shipped to all countries exceeded the 100,000 mark by 9,625 tons. As a consequence it was possible to draw upon the reserve stock. For the same season last year exports were 100,607 tons. Canada imported direct up to April 1, 1,476 tons, against 1,683 last year. Against this, however, there have been shipments via New York this year amounting to 1,900 tons. Reports from Greece say the market is quiet and inactive. The reduced duty now in force caused many to hold off until it came into effect. Now, however, they are not buying very freely. The reduced tariff makes a difference of about 2s. a ton. Higher prices for new peels are talked. Tarragona almonds are easier.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04 0 04½
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07½
80-90s	0 06½
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 06½
" 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 09½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

SPICES—No excitement is noticeable in this market. Trade is fair. Prices are unchanged.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 26 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

EVAPORATED APPLES—Demand is fair for evaporated apples. Price asked remains unchanged, 10 cents.

BEANS—Beans are lower this week. Some are asking but $1.40 while others will not sell less than $1.45.

Choice prime beans	1 40 1 45
Soup peas, whole, bag 2 bushel	2 25 2 30

MAPLE PRODUCTS—The feeling in this market is slightly easier. The make this year is much larger than was anticipated and consequently prices will drop, in the estimation of those in a position to know. Receipts are large and business is very good.

Pure maple syrup, bulk, per 8½-lb. tin	0 65 0 70
Compound maple syrup, per 10-lb. tin	0 50
Pure Townships sugar, per lb	0 07 0 09

RICE AND TAPIOCA—Latest mail advices report a very firm market for M.P. tapioca, especially for near shipments, and cabled prices have been higher than those touched for many years past. The further advance appears to have been caused by buying on the part of "shorts," who evidently sold spring shipments some time ago and now when they come in to cover, holders have had things all their own way. The same firmness has communicated itself to spot lots in England, and London especially, is practically bare of stocks, except for very fine quality, for which fancy prices are being paid. Dealers here have been rather averse for some months past to paying the high prices asked, with the consequence that they have neglected somewhat to buy ahead. This is to some extent comprehensible owing to the length of time it takes for shipments to arrive from the east, but on the other hand they are now feeling the want of the tapioca which should have been ordered several months ago. There is every appearance of the pre-

sent high range of values for tapioca lasting for some time to come. Rice is normal.

B rice, in 10 bag lots	....	3 15
B rice, less than 10 bags	....	3 25
C C rice, in 10 bag lots	....	3 05
C C rice in less than 10 bag lots	....	3 15
Tapioca, medium pearl	0 07	0 07½

RAW FURS—Quotations remain:

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Spring rat	0 20	0 35
Fisher, dark	5 00	7 00
Otter, dark and fine	15 0	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	6 50
Weasels	0 10	0 50
Skunk	0 40	1 00

CANNED GOODS

MONTREAL—Canned goods continue to move out freely enough. Demand is for nearly all lines obtainable. Gallon apples appear to be going well. One jobber reports a sale of one thousand cases to Scotland. There is no talk yet about futures and there is considerable speculation in the trade as to what is coming. Nobody cares to give an opinion as yet.

TORONTO—A somewhat freer distribution of canned goods is about the only feature to the grocery trade this week. This has given a noticeably better tone to the market. The Old Homestead Canning Co. had about $10,000 worth of canned goods, tomatoes, corn and some gallon apples consumed in the Ontario Storage Co.'s fire this week. Of course they were insured. W. H. Millman & Son, agents for the Old Homestead Company here, and also selling agents for the Ontario Sugar Company, had $35,000 worth of sugar in the same fire. It, too, was insured. There is some talk now of the late spring affecting the tomato crop, but that is not likely. All kinds of canned fruits are in small compass. Corn is said to be getting into a better position. There is a good steady demand for salmon.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4.65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
Plu2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	6 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50

Per dozen tins.

Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS—

Better tone to canned goods market.
Pineapples lower.
Butter lower.
Unwashed wool quoted.

Toronto, May 2, 1907.

Trade generally is somewhat improved, but is still restricted. The unseasonable weather checked the consumption of groceries, though why it should is always admitted to be a mystery. The week's grocery trade is practically featureless save for a slightly more active movement of canned goods, both fruits and vegetables. This is accompanied by a stronger feeling in regard to tomatoes. Perhaps it is indicative of the strength of the situation that a very modest improvement in consumption brightens things appreciably. Sugar continues firm but unchanged in price. Trade in dried fruits is very limited but prices remain firm. Quotations for rice and tapioca are very firm, and tapioca is said to be advancing steadily on the primary markets.

Tea is still firm, and the movement is most marked in the common and lower grades.

TEA.—The English Budget announcement brought no change in the tea duty and a much more active movement is now assured. Thompson's tea circular of April 18th says: "The known short-

age of trade stocks, combined with the feeling that improved trade conditions are imminent, brought about a distinctly better tone at the small Ceylon and Java auctions, and 4½ per lb. advance may be quoted on all leaf teas up to about 8d. per lb. Broken Pekoes did not appreciate in value to the same extent, but even for these there was more enquiry, while the best liquoring descriptions also met with keener competition."

Locally, the trade continues active.

COFFEE — Foreign markets are uninteresting. Local quotations are unchanged.

SUGAR — The market for raws is still firm, but quotations for refined here are unchanged At the end of last week there were 111 Cuban centrals still grinding and the estimate of the total crop of the island has been advanced 100,000 tons, to 1,325,000 tons. Receipts at United States ports were heavier than during any other week of this campaign, 76,891 tons. This accounts for no special anxiety on the part of buyers. Reports from Cuba at the end of the week indicated a very strong tone to the market there, however, and in New York on Tuesday the price advanced 1-32. Stocks of raw in the United States and Cuba were at the beginning of last week 735,000 tons, 130,000 tons more than a year ago. The total stock of Europe and America, 3,516,090 tons, against 3,761,121 tons last year at the same uneven dates. The decrease of stock is 245,031 tons, against a decrease of 258,536 tons last week. Total stocks and afloats together show a visible supply of 3,611,090 tons, against 3,881,121 tons last year, or a decrease of 270,031 tons.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 95 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 50
Berlin granulated	4 40
Phœnix	4 50
Bright coffee	4 30
Bright yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Trade in these lines is not very active. Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 36
Bright	0 38 2 40
Corn syrup, bbl., per lb.	0 02½
" -bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 50
" 2 gal. " "	1 10
" 2-lb. tins (in 2 doz. case) per case	2 00
" 5-lb. " (in 1 ") "	2 45
" 10-lb. " (in ½ ") "	2 40
" 20-lb. " (in ¼ ") "	2 35
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

DRIED FRUITS — A cable advice to P. L. Mason & Co., from Smyrna, states that the stocks of Sultana raisins there are completely exhausted. Raisin stocks at Denia are also exhausted. Little is doing in dried fruits locally except in prunes, for which there is a fair demand. Prices throughout are unchanged.

Maple syrup—			
Imperial qts			0 87½
1-gal. cans			0 95
5-gal. cans, per gal			1 00
Barrels, per gal			0 75
Prunes Santa Clara—	Per lb		Per lb.
100-120s	0 04¾		
90-100s,50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06 0 06½	50-60s "	0 07½
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 09
		30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Apricots, per lb			0 25 0 26
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	(8½) 0 9		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04½	" choice	0 08½
Domestic evaporated apples			0 09 0 10

NUTS—The Exportation de Posa Valenciana, of Denia, says of the almond crop: "The reports from the different producing districts state that the damage caused by the frost and from the lately strong winds is very important. The crop, therefore, will be less than usual." Present stocks of almonds are very contracted and prices have risen to a higher level than ever before.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices are unchanged.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA—Rice prices are firm and tapioca continues to advance of the primary market.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03¼ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07¼

HIDES, TALLOW, WOOL AND RAW FURS—Trade is very quiet. Unwashed wool is now quoted. Prices for inspected hides and horse hides are lower.

Hides, inspected, cows and steers, No. 1	0 09½
" " " No. 2	0 08½
Country hides, flat, per lb., cured	0 08½
" green	0 07½
Calf skins, No. 1, city	0 13
" No. 1, country	0 11 0 12
Sheep skins	1 65 1 80
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb	0 25
" extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14

FURS.

	No. 1.	Prime
Raccoon		1 50
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	4 00
" cross	2 00	20 00
Lynx	5 00	8 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	6 00	8 00
Skunk, No. 1		1 00
Marten,	3 50	20 00
Muskrat., No. 1	0 32	0 30
" " 2		0 25
" " 3		0 15
" " 4 and kits		0 08

NOTES.

J. F. Barker & Co., general store, Daysland, has been burnt out.

Robert Banford, general store, Edmonton, has been succeeded by Dyer & Arthur.

The Grand View Mercantile Co., of Grand View, general store, have sold to J. H. Irwin.

H. Mathews, grocer, of Lipton, has sold to A. E. Manning.

I. H. Evans, grocer, etc., of Melita, has sold to J. G. Cheyne, who will take possession on November 1st.

Alfred Pack, general store, Ochre River, has sold out.

Roberts & Boyce, grocers, of Winnipeg, have dissolved.

Thomas Strait, general store, of Yorkton, has been succeeded by G. L. Thomas.

J. B. Armstrong, general store, Lower Nicola, is moving to Merritt, B.C.

Corbutt & Son, grocers, of Vancouver, have been succeeded by Haford & Co.

George Edmunds, general store, Fingal, has sold to Scott & Auckland.

The following general stores in Latchford, Ont., have suffered partial loss by fire: Alice Bardwell, Chamandy Bros., W. E. Evans, Albert George & Bros., Mrs. Malleen, and A. Morston.

Robt. A. W. Wilson, general store, Newton Brook, has been burnt out.

Nellie Doyle, grocer, etc., of Wallaceburg, has sold out.

The assets of Picard & Prefontaine, general store, Isle Verte, have been sold.

Napoleon Chartrand, grocer, etc., Montreal, has been succeeded by R. Langlois.

The assets of O. Leonard, grocer, Montreal, have been sold.

H. W. Eaton, grocer, Toronto, has sold to A. Suydle.

Burns Bros., grocers, of Montreal, have dissolved.

J. B. Duval, grocer, St. Johns, has been succeeded by Zotoque Vinette.

Louis Allore, general store, and R. Hayes, grocer, both of Stoco, have suffered loss by fire.

J. A. Larcoque, grocer, of Montreal, has been succeeded by W. Mason.

Godreau & Stebenne, grocers, St. John, have dissolved, and Pierre Godreau continues the business.

J. M. Kirk, who is well known throughout Ontario and Quebec as an old grocery and grocers' specialties salesman, is representing the Sherbrooke Cigar Co., Sherbrooke, Que. His territory will be east and north of Toronto in Ontario. It will not be J. M.'s fault if "Royal Sport" and "Hogen-Mogen cigars are not to be had on his ground. Good luck!

"DO-OVER" SALMON WENT TO THE FURNACE

Seizure in Montreal of 750 Cases of Big Fir, Emblem and Stanley Brands—What Auctioneer Suckling Says—J. S. Donaldson Denies Shipping it.

Fifty-two thousand, mostly ½-lb., tins of canned salmon were burned by order of the Health Committee of the Montreal City Council last week. As a result of these instructions the incineration department destroyed 715 cases of salmon, being in value about $8,000.

This large lot of salmon was shipped from Toronto by J. S. Donaldson, according to the health department, to Suckling & Co., auctioneers, Montreal. Suckling & Co. were to dispose of the lot by auction. Several Montreal wholesalers were approached and allowed to look over the salmon, when the consignment was put up for sale.

During the course of the sale the city health officials put in an appearance, examining the salmon and informing the auctioneers that owing to the decomposed state of the fish it was to be considered seized until further examination was made.

Dr. McCarrey, chief food inspector, found that the salmon was absolutely unfit for human consumption and then the order was given to have it burned.

When seen by The Canadian Grocer, Dr. McCarrey stated that he was informed that the fish had been packed but two years, but he had no means of telling just how long it had been tinned. Some had told him that they had been done over. Many of the tins had no labels on them. The goods were packed in large cases, considerably larger than the average case of salmon. There were many sizes in the tins also.

Montrealers are considerably worked up over the matter. The general public are glad to have had such a narrow escape from poisoning; the grocery trade think that the Toronto people who shipped such a lot of poisoned goods to Montreal have done something which will not soon be forgotten.

May Prosecute.

Some legal action may be taken by the city to prosecute the shippers of the putrid fish. Through the present pure food laws it may be a little difficult to reach a party residing in Toronto. Under the city by-laws it would be impossible to prosecute them. The Federal Food Adulteration Act will, it is thought, cover the case. Section E of this Act provides that those who offer for sale, deteriorated, rotten or putrid foodstuffs, as defined in the enactment, shall be subject to a fine of not more than $50 and not less than $10.

Chairman Dr. Dagenais of the health committee thinks that the shippers of the salmon should be prosecuted to the full extent of the law. In his opinion such a small fine would not be sufficient punishment. Dr. McCarrey agrees with Dr. Dagenais, but is doubtful if it could be proved that the shippers or the auctioneers were aware of the putrid state of the salmon when they received it. Possibly some action may be taken under the criminal code.

Suckling & Co., having offices in Montreal, could be prosecuted under the city by-laws as offering for sale food unfit for human consumption.

Further steps will be taken to thoroughly investigate the matter.

What Mr. Suckling Says.

Mr. Suckling was seen at his Toronto office by a representative of The Canadian Grocer, and was very much displeased at the action of the Montreal health committee. He said there was ample opportunity given for testing the salmon and several cases of it were taken away by the trade for that purpose. One broker bought about half the lot for a prominent Montreal wholesale house at 34c. and 36c. a dozen, and was quite prepared to take it, even after the interference of the health officer. Mr. Suckling said: "I think the salmon must have been frozen. On the test that was made about one-eighth of the tins opened were found to be bad, but the rest were perfectly good. The tins, from all outward appearance, were fresh and bright,

J. A BEAUDRY

Secretary Grocers' Section of the Retail Merchants' Association, Montreal, and Secretary of the Grocery Exhibition Advisory Committe.

not the slightest indication of being worn or knocked about. We received them from a reliable firm for whom we had done business before. We sold a thousand cans of practically the same salmon in Toronto last fall, and there wasn't a complaint."

Some of this salmon sold last fall is still being sold in Toronto. It is going mostly to the restaurants and boarding houses, which buy it by the box, and if they come across a bad can they simply throw it away. It was sold at about half the price of ordinary salmon.

The impression of the trade is that the salmon was made up of "do-overs." It was all of the 1905 salmon, when the large pack prevented putting the inferior product on the market. New salmon is so scarce and the market so firm that the time is evidently thought propitious for the sale of the refuse.

The cards sent out giving notice of the Montreal sale thus catalogues the salmon, 230 cases of Big Fir brand, 316 cases Emblem brand, 91 cases of Stanley brand. All but the Stanley brand were ½-lb. flats and were labeled. The Emblem brand were pound talls and unlabeled, but the labels were there to be put on. The entire lot was described as red sockeye.

The relation betwen the salmon sold in Toronto by Suckling & Co., in November last, and that confiscated in Montreal may be traced in the following incident.

Towards the end of November, on the 26th to be exact, a Toronto retailer bought from a prominent wholesale house about a dozen cases of salmon, all of it Emblem brand. The salmon was returned to him by several of the customers, to whom he sold it, with the complaint that it was quite unfit for consumption. The retailer passed this complaint on to the wholesale house, with a demand for the return of his money. The salmon was returned, but the wholesaler would not accept it and refused to refund the price, on the ground that he declined to consider himself as in any way responsible for the quality of the goods. The matter was under arbitration from the 26th of November to the 1st of April, and the retailer had finally decided to obtain redress in the courts, when he received word from the wholesaler to the effect that he now HAD AN OPPORTUNITY OF DISPOSING OF THE SALMON, and wanted to ship it that day and would take it back.

J. S. Donaldson, broker, Toronto, was seen by a representative of The Canadian Grocer, and denied that he was in any way connected with the shipping of the consignment to Montreal, also that he was in any way interested in it.

CANADIANS AT VERMONT MEETING.

The first annual State Convention of the Retail Merchants of Vermont was held on April 22nd to May 4th and scored the success which was prophesied for it by everyone who understood the immense amount of labor and thought expended by the managers and committee. Toronto sent three delegates, E. M. Trowern, M. Moyer, and F. C. Higgins, and they are unanimous in speaking in the highest terms of the general arrangements and provisions for their comfort.

One great work which has been accomplished by the association is the killing of the Parcels Post Bill, its extinction, whether temporary or otherwise, being the direct result of the efforts of that body.

It is expected that Mr. Green, the secretary of the association, and Mr. Winters, the general manager of the convention, will attend the annual meeting of the Canadian Retail Merchants' Association in Hamilton in July.

J. Ernest Clark, for a number of years manager of the Harry Webb Co.'s business in Montreal, has severed his connection with that company and joined the staff of Thomas J. Lipton. Mr. Clark will work from the newly opened branch of Lipton's at 75 Front St. east and his particular territory will be the city of Toronto. Well known to the trade as he is, Mr. Clark should make Lipton's goods a prime favorite.

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

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SALMON.

Some people harbor the view that the Montreal salmon incident was an example of making a mountain out of a molehill. Mr. Suckling, the auctioneer, attributes all his trouble to the appetite of one or two Montreal aldermen for playing to the gallery. Mr. Suckling sold a lot of what he says was the same kind of salmon in Toronto, and so far as we have heard there have been no fatalities.

A broker said to The Canadian Grocer: "This kind of thing is very bad for the salmon trade. It's a pity it was published." Of course it's bad for the salmon trade, but the pity is that people, reputable packers, will put such stuff on the market. "Do-overs" should be absolutely prohibited unless some positively sure means can be devised of eliminating the one can in every five, or eight, or sixteen that goes bad. Another thing, the Government should prohibit is the selling of any kind of canned, cooked or preserved food that does not bear the brand of the manufacturer or a reputable dealer who takes the responsibility for it.

THE SITUATION IN THE WEST.

The business man who takes for gospel truth the alarmist reports with reference to business conditions in the west that are now appearing in the eastern daily papers is making a very grave mistake. Unfortunately newspaper correspondents have a peculiar and not unnatural fondness for sending out "front page stories" that make interesting reading, and it not infrequently happens that these stories contain gross exaggerations which do the western provinces no little harm. But the business men of Canada should know their own country sufficiently well to understand the situation for themselves.

True, the Canadian west came through the worst winter in twenty years, and the same can be said of the western states across the line. It is also true that the hard winter demoralized the two western railways and that the junior road is still in trouble. But it is also true that the prosperity of western Canada rests upon a sound basis and that, while the country must suffer as a consequence of the adverse conditions of the last few months, temporary troubles can have no permanent effect. The C.P.R. have given a service in the west of which, considering the tremendous difficulties which they had to face, they have reason to be proud. Business men freely admit this, even while complaining bitterly of the delays in their shipments, for they realize the difficulty of the task which confronted that railway during the winter. The C.N.R. has not done so well and is receiving general censure for the poor showing made.

The winter tie-up is, however, only temporary, and the traffic congestion is now being relieved. When the millions of bushels of wheat still in the country are moved money will circulate freely again and the difficulties of the winter will soon be forgotten. The newspapers did not indulge in hysterics when the railways of Ontario, Quebec and the Maritime Provinces were tied up with snow blockades in recent winters and there is no more reason for hysterics in newspaper despatches and editorials relating to business conditions in the western provinces.

WEST INDIA TRADE.

The co-operative effort of the Canadian Boards of Trade to send to the West Indies a delegation to enquire into the possibilities of extending Canadian trade with the Islands is amply justified by their report. Despite the climbing figures of the periodical reports of the Dominion's commerce over-seas, Canada's export trade is only in its infancy. While this is true in regard to agricultural products, it is especially true of manufactures. Reports have been coming to hand pretty steadily from Canadian commercial agents containing complaints of over-seas buyers about the unsatisfactory methods of Canadian exporters, discourtesy, lack of continuity in quality of product, faulty packing. Canadian manufacturers have been so busy with their expanding home trade that they have given only spasmodic attention to their trade abroad.

Canada is the largest buyer of West Indian sugar, the chief product of the Islands, but this trade is going to the United States, because the Americans have gone after it. What the Board of Trade delegates tell us is that Canadians can take this trade if they put forth the necessary effort, having in their favor the strong British sentiment of the Islands. The report of the delegates is good reading and the tact and energy displayed shows at least that Messrs. Jones, Schofield and Allan were the right men to send.

BE PROGRESSIVE AND UNITED.

The mail order house builds up its business, and continues to extend its territory by being progressive in its ideas and organized in its work. It is thoroughly organized and works in perfect harmony. They are able to take business from the country, not so much because their goods are better in quality or that they fill orders so much more quickly, but because they do not meet with any organized opposition from the rural stores.

The merchant in town and country is self-centred and exclusive and very often not favorably disposed toward the competitors in their own community. Their own knowledge of business is so much further advanced over their competitors and they are so inspired with the idea that no one can teach them, that they are content to remain where they are, to oppose innovations and to defy all attempts at union and organization.

The moment an efficient organization is formed, and more unanimity of ideas is adopted then will the mail order houses meet with some powerful opposition and a damper on their strong rural trade. The purpose of associations is not to provide assemblies of the dealers for expression of goodwill for the time being and some social enjoyment. The great aim of a retail association is the providing of assemblies for the exchange of ideas and mutual education to enable the retail men in rural districts the more intelligently to cope with the growing power and influence of the mail order houses and make possible organized opposition, and do away with the weak and disunited front which the rural districts present.

EXHIBITION OF GROCERIES IN MONTREAL

It Was a Grand Success—Attendance About 40,000—Nucleus of an Annual Exhibition—Finest Exhibition of its Kind Ever Held on the Continent—Delegations From Ottawa and Toronto—Many Outside Visitors—Three Banquets Held—Exhibitors Spent $50,000.

Montreal's exhibition of groceries closed Saturday evening last week with a crowd that broke all big records established during the fortnight of the fair. That success attended the efforts of the organizers no one will for a moment doubt. From start to finish the exhibition was simply one grand, successful undertaking and everybody is pleased. The exhibitors feel they have received their money's worth, the public have learned many pointers on pure foods; the organizers see the fruits of their labor.

A. P. MURRAY
Sales Manager, Edwardsburg Starch Co., and Chairman of the Exhibition Advisory Committee.

Attendance Large.

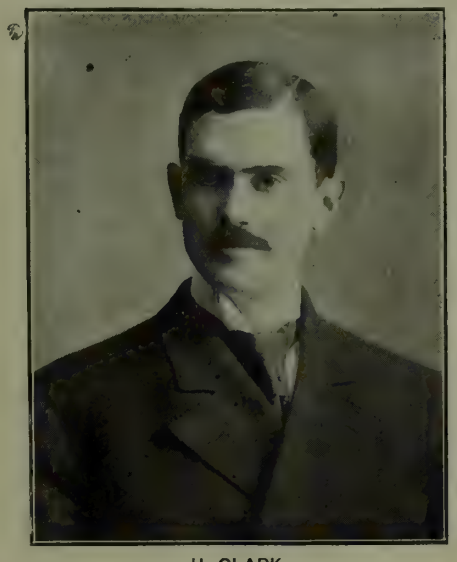
During the ten days of the fair, from April 17 to 27, the attendance was wonderful. The hours were from 10.30 in the morning until 10.30 in the evening. Naturally, there were not many present during the early part of the day, but every afternoon tickets were taken at the door by the hundred, while at night it was difficult for one to move around with any sort of freedom. It was a case of go with the crowd. It is estimated that at least 40,000 people attended the fair. This is a record. Never before has there been a food fair in Montreal or, for that matter, has there been a strictly food fair in Canada, which has secured such patronage. The fact that the public paid to get in lends additional weight to this statement.

$50,000 Spent on the Show.

The committee which had the management of the exhibition did all in their power to make it go. To run it with any degree of success it was necessary to have the patronage of the public of Montreal. The committee went about getting this patronage, and they secured it, from first to last. They correctly took it for granted that the people were not going to pay 25 cents admission unless to see something good; therefore they supplied something good. It was a particularly good exhibition; there was an air of business about the whole thing that breathed success. Nothing cheap or second-class was to be seen in connection with it and there was no faking. Everybody went at the fair to make it succeed. The exhibitors spent in the neighborhood of $50,000 and had on display lines that were varied, attractive, and of merit. As a result people went to the fair, talked about it, and in this way caused others to go. That's why the attendance was great.

What the Exhibition Accomplished.

Was the expenditure of $50,000 warranted in the results obtained? some will ask. This is a question difficult to answer to the satisfaction of all. On the face of things the expense was justified, otherwise the exhibitors would not have spent the money. Results were expected and will be secured, possibly not in every case as directly as could be desired, but no less surely for that reason. Many lines hitherto unknown or but little used, were introduced to the consumer, while standard goods which have been on the market for years were once more brought prominently before the public eye and, what was more important, an educational lesson in the healthful value of pure foods was given. By practical demonstration, conducted on the spot before the eyes of visitors, exhibitors showed in what manner pure groceries were superior to impure. Criticism was invited. Manufacturers stood ready to back their goods. They were only too anxious to show the housewives how much better it was to use in the home foodstuffs that were guaranteed pure rather than goods of which they knew nothing.



H. CLARK
Of Wm. Clark, Member of Exhibition Advisory Committee.

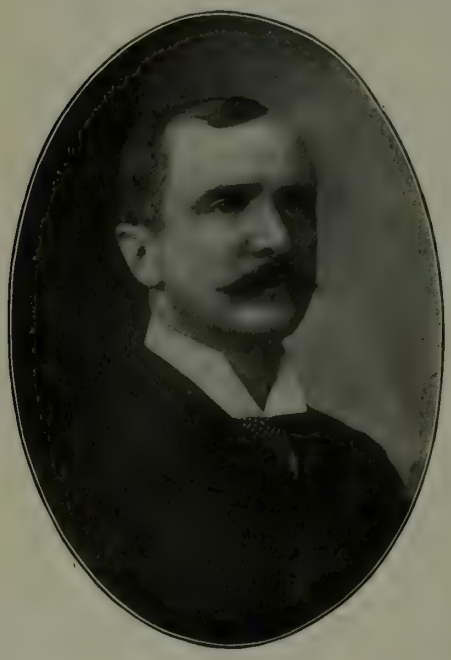
When it is considered that there were at least 30,000 women who visited the exhibition, most of them housekeepers, the good work accomplished by these demonstrations can be more readily understood. These women saw the foods they employed in the home every day demonstrated; they received samples and literature that was readable, with the result that they learned new pointers and were convinced more than ever of the value of groceries which stood the test of purity. These women will ask their grocers for the lines which were exhibited at the fair because they were shown that these lines were pure. They were given samples, which they used at home, and they afterward asked and will continue to ask for these goods to the exclusion of others. In this way much new trade was created. The goods shown will be subject to greater demand than ever. The manufacturer will reap benefit; so will the retail grocer.

The educational value of the food fair cannot be over-estimated. In these days of competition there are lines without number which are cheap imitations of genuine articles. They are not pure, they are not supposed to be pure. But the average housewife cannot discriminate and her grocer is too busy, very often, to explain the difference. He gives her what she asks for. There can be no better test of a product than the food fair. If a manufacturer is not able to demonstrate his goods in public, without fear of consequences, then there must be some reason. Goods that will go through the fire of a food show are likely to be satisfactory as far as purity goes.

W. S. LAFLAMME
Of Rose & Laflamme, Member of Exhibition Advisory Committee.

The Trade Got Together.

Something else in favor of the food fair is this: The retailers, the wholesalers and the manufacturers met on a common ground. For the nonce business



A. HEBERT
Of Hudon, Hebert & Cie., Ltd., Member of the Exhibition Advisory Committee.

was laid aside and everybody was a friend of everybody else. Little grievances that crop up in the trade every day were forgotten and there was a glad hand for everybody from everybody. All the trade had a common end in view and the three branches worked together. There should be more of this. There is not the friendliness and good feeling between the manufacturer, wholesaler and

JOS. A. E. LABELLE
Of the Ogilvie Flour Mills Co., Member of the Exhibition Advisory Committee

retailer in groceries that there should be. Why not? Is it the spirit of competition?; everyone looking out for Number One? At any rate these branches often run against one another. It is the same in every trade. More food fairs will help things in this direction wonderfully.

The Nucleus of an Annual Exhibition.

Montreal has in the exhibition of groceries just concluded the nucleus of an annual exhibition. It is up to the City Fathers to get busy in time for next year, or even the year after. A short time ago there was considerable discussian of this matter and some preliminary arrangements for an exhibition were made, but the whole thing fell through. Here is an opportunity. Other cities have exhibitians, why not Montreal? If the exhibition of groceries drew crowds of itself, certainly it made the basis of an exhibition. That exhibition would be very largely patronized not only by Montrealers but by people from every part of Canada. The city would derive great benefit from such an exhibition. Toronto does; London does; hundreds

S. J. MATHEWSON
Of Mathewson's Sons, Member of the Exhibition Advisory Committee.

of small towns throughout Canada do; why should Montreal be slow in this respect?

Outside Visitors.

Out-of-town people who visited the exhibition included a great many in the grocery trade. The Canadian Grocer occupied a booth which was during the fair the meeting place of manufacturers, jobbers, retailers, travelers, in fact of everybody in the grocery trade. Quite a few grocers from outside points visited the fair and called at the booth of The Canadian Grocer.

A delegation from Ottawa, consisting of F. W. Forde, president; C. J. Prevost, treasurer; A. G. Johnston, secretary; H. E. Ellis, executive committee, representing the Ottawa Retail Grocers' Association, were down to have a look at the fair. They expressed themselves as more than pleased with the excellence of the show as a whole. It is proposed to hold a similar one in Ottawa this summer, at the time of the Old Boys' Re-Union.

Toronto was represented by M. Moyer, treasurer of the Toronto Retail Grocers' Association, and Fred C. Higgins, also a member of that body. They were accompanied by E. M. Trowern. W. H. Seyler, manager of The Canadian Grocer, was also down for a day.

The New England organizer of the

W. H. DUNN
Member Exhibition Advisory Committee.

National Grocers' Association of the United States, in the person of Mr. Winter, spent some time in Montreal and thought the exhibition was the best ever. Mr. Winter was not the only one who had a high opinion of the exhibition. There were numerous visitors who had seen like fairs in different parts of the States, and they all admitted that Montreal's was the best they had at-

J. W. ETHIER
Of Laporte, Martin & Cie, Member of the Exhibition Advisory Committee.

tended. True, some of the Yankee shows had been larger, in that the number of exhibitors was greater, but aside from this, there was no point of su-

periority. This is not a bad record for a first show.

Where the Exhibition Was Held.

Montreal's Arena is the largest rink in the city, but it was not able to accommodate the crowds that flocked to the exhibition of groceries. Still, it was the best obtainable and had to suffice. The Arena is located in Westmount and here the fair was held.

The manner in which the booths were laid out was most artistic. There was an air of harmony about them all that made it a pleasure to view them. The organizers' prospectus stated that no party would be permitted to build their own booth. All the stands were built by contractors and the symmetrical appearance of the show is accounted for by this arrangement.

A central row of booths extended down the rink, a Martello-like tower at either end. Around the sides and at each end were stands of uniform size. There were exits and cross-aisles, located conveniently and as a result it was easy enough to handle the crowds. In all there were thirty-four exhibitors, besides which the booths were occupied by the trade press, while the general office took up two more. Every inch of available space was taken up and many firms desirous of getting in were refused for this reason.

From the Gallery.

A beautiful view was obtainable from the gallery, as will be seen from the photo published. The thousands of lights used to illuminate the show formed a very pretty sight. Over each booth was a sign bearing the name of the exhibitor. This was lighted by a row of electric lamps, and as all the signs were of uniform size and there were lights over each, a complete circle was formed by the lamps. The decorations of white and green hid the rafters of the ceiling, while the earth was covered by a plank flooring. The sides of the rink were done in green, so that the general effect was exceedingly pretty.

One of the first objects to strike the eye was the large 61-word sign of the Ogilvie Flour Mills Company. The two towers at the ends of the centre row of booths showed up very strongly, while more than one exhibit caught the eye by its superiority over its fellows in some respect.

Amusements.

Amusement was supplied those who sought it in the form of a moving picture show, which was conducted as a continuance performance, to the left of the entrance. Vander Meerschen's Band was in attendance also, while there was a Chinese restaurant in full operation. Possibly the latter should be considered more in the light of a necessity than an amusement.

Edwardsburg Starch Company.

Few fairs worthy of mention run out their course without having in their number of exhibitors the Edwardsburg Starch Company. Take Crown Brand Corn Syrup as an instance. It is seen in every progressive grocer's store and to miss it at such an exhibition of groceries as was held in Montreal would have been missing one of the purest lines made. This same Crown Brand Table Syrup attracted considerable attention from housekeepers who visited the fair. Large glass jars, filled with the appetizing syrup, were placed on the counter and the clarity of the goods was remarked upon. Small samples, put up after the style of the 2 lb. and 5 lb. tins, which were elsewhere shown, were given away. Crown Brand is obtainable also in 10 lb. and 20 lb. tins, so that all demands may be filled. Benson's Prepared Corn Starch, which is a favorite line with up-to-date grocers, and Silver Gloss Starch, were shown in artistically arranged pyramids, nicely offsetting the display of Crown Brand Syrup. Enamel Starch, which is another of the company's fast-selling lines, was seen in another part of the booth. Edwardsburg No. 1 White Starch in the large blue packages, used extensively for laundry work, recalled the grocery store in that there are few retailers who have not a space for this line which is called for so frequently. The booth of the Edwardsburg Starch Company was the stand making the north end of the centre row, and was located so that it was seen by practically everyone who entered the rink. Large crowds were observed around the three counters afternoon and evening. "Teddy" bears, with appropriate advertising matter, as well as masks, bookmarks, drawing books and cards innumerable were gratuitiously given out during the ten days of the fair.

Edwardsburg Starch Co.—Starch and Syrups.

Wm. H. Dunn's Lines.

The first booth which the visitor encountered on entering was an imposing structure occupied by Wm. H. Dunn for the display of the different lines of food products which he handles as exclusive agent. Here, every afternoon and evening, Mr. Dunn could be found assisted by two or three of his salesmen, welcoming his friends, the retail grocers who visited the show, and supervising his staff of six demonstrators, who, with the different enticing table delicacies displayed before them, explained the various merits of the products to the visitors, who at all times thronged the stand, and who learned by actual test the advantage of securing the best in the eating line.

Pure Gold Goods.

A tasty exhibit is that of the products of the Pure Gold Manufacturing Co. This firm manufactures spices, condiments, flavoring extracts, cake isings, quick puddings, etc., but the lines chiefly demonstrated were the jelly powders and salad dressing powder. There were many fancy moulds of jelly displayed, and much favorable comment was caused by a number of cylindrical glass jars, in which several kinds of fruit were suspended, apparently at variance with the laws of nature, being kept in place by a transparent jelly. But what was most novel to the housekeeper was the excellent results obtained by Pure Gold salad dressing powder. A small package makes a pint of delicious salad dressing, and those who tasted the salads which the demonstrator had made up with this product, marvelled at the excellence and economy of this line.

Cailler's Chocolate.

First you tasted Cailler's Swiss milk chocolate, and if you had not previously been acquainted with the Cailler taste you would wonder at there being anything so delicious in all the world. It is an easy matter, with that delicate sweetmeat tickling your palate, to conjure up delightful Switzerland, that little land of white-crested peak and green-swarded valley, of cleanly cattle browsing knee-deep upon the green slopes, of the trim, white-frocked peasant girls, who lead them to and from the milking. Here, under conditions of perpetual purity, in the centre of the Gruyere valley, famous as a producer of the richest milk in the world, this delicious confection is manufactured in the enormous factory of F. L. Cailler, which employs 1,800 people, receives daily over 30,000 quarts of creamy milk, and exports to the outside world yearly about twelve million dollars' worth of milk chocolate; and the reason for the magnitude of this industry seems apparent, for Cailler's "tastes like more."

E. D. Smith's Pure Preserves.

E. D. Smith's pure preserves, jams and jellies next claim attention. The sight of the whole fruit in syrup is good to see (and better to eat), and the jellies so clear and sparkling are as tempting as the best that "mother used to make." It is gratifying then to learn that all this is accomplished with fruit and sugar alone. No preservative or adulterant of any kind is used, and in these days of much adulteration and compounding in food products, the purity of these preserves is a boon to the consumer. E. D. Smith stakes his reputation and bases his bid for trade on the absolute purity of his products, and in this he is supported by the Government analysis of samples of all makes of jams, jellies and preserves. In bulletin No. 119, issued by the Department of Inland Revenue, there is some startling information to be found. Out of 182 samples collected, 153 were found to be adulterated and contain preservatives, only 29 being absolutely pure, and of these 29, ten were made by E. D. Smith,

The Pure Gold Display.

View of the Exhibition from the Gallery.

Cailler's Swiss Chocolate.

Winona, the balance being those of fourteen or fifteen small manufacturers throughout the country.

The Tin Cow.

Next you come to a demonstration of the Borden brands of condensed milk and evaporated cream. You are probably somewhat familiar with the fame of Borden's Eagle brand condensed milk as a baby food, for it is celebrated as such throughout the world, is recommended by numberless physicians, and is championed by thousands of thankful mothers, so there is much justification for the claim of the Borden Company that more babies have been successfully raised on Eagle brand milk than on all other so-called baby foods combined. But you are probably not so familiar with their Peerless brand evaporated cream. In this product you find the milk is condensed by the evaporation process, and is thereby preserved without the aid of sugar. It is of about the consistency of rich, fresh cream and serves all the purposes for which cream is used. It is delicious used on berries or cereals, improves tea, coffee or cocoa, and whips perfectly. Diluted in three or four parts of water it makes a rich milk.

Millar's Cheese.

Millar's Royal Paragon cheese, served on a cracker, proved to be a dainty and tasty morsel. It is the original cheese to be packed in white opal jars, and has never been equalled in quality by any imitation.

Butter Scotch.

Kerr's Butter Scotch is a pleasant surprise. From an inspection before eating, it seems to be made after the style of British toffees, but on trial the memory of all other toffees fades away, for Kerr's has a chewy deliciousness all its own, and surpasses all others.

Royal Electric Coffee Mills.

Emory & Williams, 225 Coristine building, Montreal, Canadian agents for the Royal Electric Coffee Mills and Meat Grinders, furnished one of the most interesting and instructive exhibits of the show.

These handsome machines have daily ground coffee and meat and have fully established their place with the grocery and butcher trade as an economical, up-to-date store utility. Briefly and in part, the features of the machines are:

1st. They attach to the lighting circuit, being adapted to either alternating or direct current (any voltage) and no extra wiring is needed to install the machines in a store which has electric lights. To connect remove an electric lamp and insert the plug on the cord attached to the machine.

2nd. The machines weigh about 100 pounds each, and take up space 7x16 inches, therefore, are easily moved about. Coffee and meat can be ground in the window, on the counter, or anywhere you have an electric light.

3rd. The coffee mills grind two pounds of coffee fine, coarse or medium, in one minute. One cent's worth of power will grind fifty pounds of coffee. Further, the mill is equipped with steel knives or cutters, which cut the coffee berry into uniform particles, instead of crushing it as by the ordinary process. This insures a stronger cup of coffee and more cups to the pound, since the little oil cells in the berry remain unbroken and the essential oil (which holds the strength and flavor) cannot evaporate and is preserved indefinitely. No dust in cut coffee means no mud in the finished product, but a strong, clear cup of coffee.

E. D. Smith's Pure Preserves.

4th. The Royal Electric meat grinders also operate from the lighting circuit—the No. A12 grinder on exhibition grinds 5 to 6 pounds of beef a minute, at an average cost of one cent's worth of power for 36 pounds of meat—small, compact and portable, it does the work of a stationary machine four times its size. Grinds Hamburg, sausage meat, suet, mince meat, etc. Larger machines sold.

Emory & Williams announce that they have placed a goodly number of machines during the exhibit, and consider the pure food fair has been a fortunate and excellent medium for the introduction of their machines, which are new in Canada. They invite inquiries and will be pleased to furnish descriptive literature to those interested.

The Canadian Grocer.

The meeting place of manufacturers, travelers, retailers, wholesalers, visitors and other parties connected with the grocery trade was the booth of The Canadian Grocer, No. 31. Here a display of The Canadian Grocer and other MacLean trade newspapers was made and business men who happened to spend half an hour at the show rarely failed to drop around to the booth of the MacLean trade newspapers to have a few words.

Shown in this booth, besides The Canadian Grocer, were: Dry Goods Review, Hardware and Metal, Printer and Publisher, Plumber and Steamfitter, Canadian Machinery, Bookseller and Stationer, Busy Man's Magazine and The Financial Post.

Other Exhibitors.

Shredded Wheat had a small factory in operation showing just how shredded wheat and triscuit are manufactured.

Quite a nice showing was made by the American Tobacco Company. Their Sweet Caporal cigarette advertising matter was everywhere visible. Many thousands of packages of Sweet Caporal matches were given away.

Bovril was there and many visitors to the exhibition were given a sample cup of this excellent fluid beef.

Lowney's cocoa and chocolate were demonstrated every afternoon and evening. Dainty cups of cocoa were served out to hundreds.

Ogilvie's Royal Household Flour.

The story of Ogilvie's Famous Royal Household Flour was told in a unique and comprehensive way by means of a large electric sign erected over their exhibit, and which flashed out at intervals of a quarter of a minute the following words:

Royal
Household
Flour
is made
in the
largest
and best
mills
in the
British
Empire.
Daily
capacity
15,000
barrels.
Always
ask your
grocer for
Ogilvie's
Royal
Household.
A perfect
flour for
bread
and pastry.
Royal
Household
Flour is

Borden's Condensed Milk.

uniform
in quality,
wholesome,
nutritious.
It costs
more but
it's worth
far more.

The excellence of the sign was admitted by all of the many thousands that visited the exhibition. It is doubtful if an electric sign has ever been seen in Canada which exhibited so many combinations of letters, for the whole thing did not embrace more than ten spaces. Hundreds of people stood for

Ogilvie Milling Co.

the several minutes that it took to tell the story, repeating the words and gazing in a sort of fascination at the wonderful changes evolved.

Nor was this the only part of the Ogilvie exhibit, for the firm had taken great pains to demonstrate the practical value of their flour. In the tastefully arranged booth in which the flour in its various neat forms of package was exhibited, was also arranged a complete kitchen with several charming young ladies, with elbows bared, busy in the task of bread and cake baking. Royal Household Flour was by these deft fingers created in a remarkably short period of time into the most delicious loaves of home-made bread, rolls, etc., whilst the pastry cook also showed in a most capable way that this family flour was equally good in the production of pastry, cakes, etc.

The many ladies who visited the exhibition were particularly interested in this corner of the Arena, and numbers of them carried away some pointers which will doubtless be used to delight the palates of husbands, sons and sweethearts in the homes of Montreal and vicinity.

"Ogilvie's Book for a Cook," containing many useful recipes, were distributed to the public as a souvenir of this most interesting and instructive exhibit. These books contain a large number of practical recipes, every one of which has been demonstrated in the kitchens of the Ogilvie Milling Co.

Lake of the Woods Milling Co.

One of the most striking exhibits at the fair was that of the Lake of the Woods Milling Co., manufacturers of "Five Roses" flour, who spared no trouble or expense to make their display a most attractive one. The firm occupied the space of four booths in the southwest corner of the building. A glance at the photograph published herewith gives a better idea of the magnificent display than any description can do. The semi-circle shape in which the exhibit was, gave splendid scope for effect. Two large arches on either side, with a smaller one of Gothic architecture between, towered high above any other exhibit in the building. These were skilfully decorated with bags of "Five Roses" flour, flags, etc., whilst barrels piled high on either side walled off the exhibit. Behind the arches were two magnificent pyramids built of bags of flour, also a most remarkable ball of gigantic propositions completely covered with bags of "Five Roses." This ball was eight feet in diameter. Along the counter in front visitors were reminded of their favorite flour by vases containing each five beautiful roses. Perhaps no souvenir of the exhibition was more in popular demand than was a little pin cushion distributed by the Lake of the Woods Company, a miniature of their "Five Roses" flour bag. At stated intervals during the afternoons and evenings these souvenirs were presented to visitors present and the public were piled up five or ten deep in their anxiety to secure one of the coveted treasures.

Nor was an appeal to artistic beauty alone, a part of the Lake of the Woods exhibit, for much useful literature was distributed to the visiting public in the way of cook books, recipes, etc., telling how "Five Roses" flour could be put to

Montreal Packing Co's Corona Brands.

Lake of the Woods Milling Co.

practical use, in dozens of delightful ways, both for bread making and for cakes and pastry, for which it is equally known. The exhibit was an impressive one, both on the general public and also members of the grocery trade present, and will, no doubt, mean an increased business to the firm.

J. Christin & Co.

A splendid display of aerated waters was made by this firm at the exhibition in the Arena. A good-sized booth was occupied in the northwest end of the rink, and here were shown the various high class lines put up by the firm. Among the leading varieties might be mentioned: Christin's Belfast ginger ale, cream soda, lemon soda, strawberry soda, respberry soda, lemon sour, blood orange, plain soda, sarsaparilla, champagne kola. These many different non-intoxicating drinks are put up in large screw-top bottles (20 ozs.), which are very easily opened and can be conveniently closed again if the contents are not all required at first opening. For family use these beverages are unsurpassed, particularly in these days of impure, and consequently dangerous, water. Most all grocers handle the goods of Christin & Co., as they are standards of excellence in their class. The booth occupied by the company was most attractively decorated and would catch the eye at all times, but particularly in the evening when the clarity of the beverages was shown up very distinctly through an arrangement of electric lights behind the pyramids of the different brands. Good, catchy literature was distributed freely, one card being worthy of special notice. It read: "Are you on the water waggon (which was illustrated with a good comic cut) if so don't worry; drink Christin's ginger ale, soda water, etc. Excellent either straight or mixed." And it certainly is.

J. Christin & Co's Aerated Waters.

Mathewson's Sons.

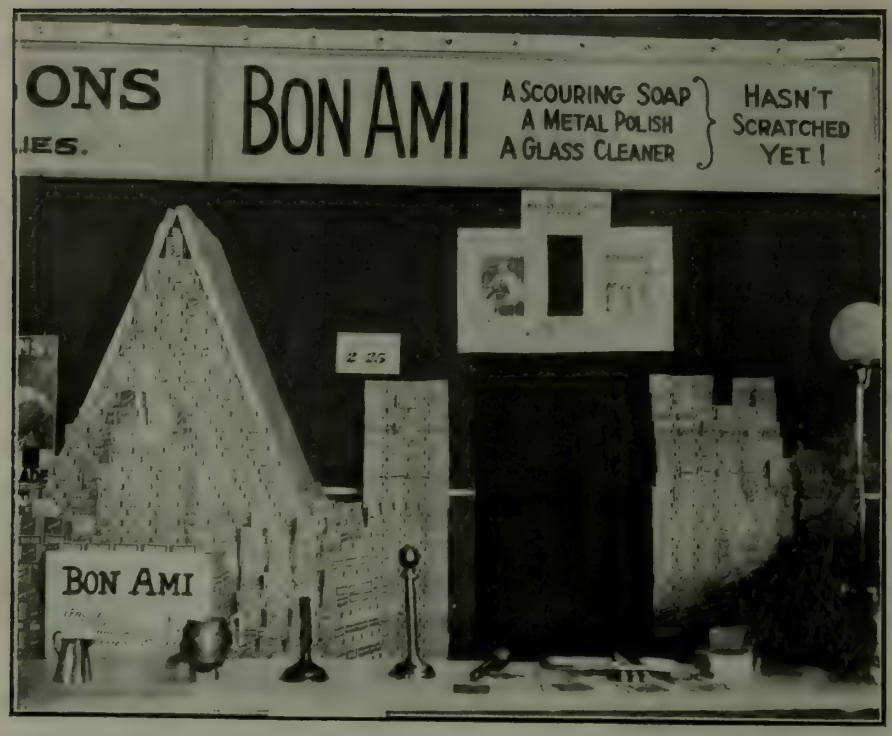
One of the oldest wholesale grocery firms in Montreal and in Canada had a double booth at the fair. Mathewson's Sons' business, which has been carried on successfully for seventy-three years, was well represented at this first real, live exhibition of groceries. This firm, a pioneer in the wholesale trade, a house which carried on a large business away back in the days before Canada was developed, has done a great deal one way and another, for the present grocery generation in this country. As an example might be mentioned Japan teas, which were introduced into Canada by this firm among the first. For years Mathewson's Sons advocated the use of Japan teas, and each succeeding year they say they find this line becoming more and more popular. Japan teas were on display at the fair, the public being given an opportunity of testing the merits of the line. Kilchipur Indian tea was also there ready to be sampled. "M" brand, Japan tea, and Kilchipur Indian tea, will be in greater demand than ever, after the practical demonstration of their merits given at the exhibition. Mathewson's Sons' coffees, famous over Canada, were displayed also.

The old reliable Quaker Brand of canned goods was one of the most attractive lines shown. Seen under this brand were canned peaches, raspberries, cherries, plums, haricots, and all sorts of vegetables. Mr. Joseph Gawne, of the Quaker Packing Company, was on hand to look after this department of the Mathewson's Sons' exhibit.

Two large pyramids of jams, jellies and marmalades attracted the attention of the fair patrons. These were made up from Robertson's Silver Shred Marmalade, manufactured from lemons: wild bramble jelly; ginger, pineapple and green fig marmalade; Golden Shred and Scotch marmalade and raspberry and strawberry jam. Also seen in Mathewson's Sons' booth might be mentioned Victory blue, trade mark registered, and Mathewson's pure spices; also Viceroy salmon, every can of which is guaranteed.

Mathewson's Sons.

Cairns & Sons' Jams—Hudon, Hebert & Cie, Ltd., Canadian Agents.



Bon Ami, the Cleaner.

Fred H. Mathewson was in charge of the booth during the fair and some of the firm were there every night to see the crowds and to put in a good word for Montreal and for the exhibition in particular.

Cairns' Jams, Jellies and Marmalades.

Anyone in search of really good, pure food, in the way of jams, jellies or marmalades, did not find it necessary to go farther than the booth occupied by Alex. Cairns & Sons, mfgs. of high-grade goods in these lines. A most attractive showing of purely-made jams and jellies was made by Hudon, Hebert & Co., sales agents for this firm, which has its head office and works in Paisley, Scotland.

In Cairns' specialties nothing but the very best fruits are used, and the best quality cane sugar is secured. Absolutely no coloring matter is put into the goods and every precaution is taken to see that their purity is the highest. Every year thousands upon thousands of dozens of bottles of Cairns' goods are manufactured in their large factory and exported to every part of the globe. In Canada they are selling particularly well, being pushed by Hudon, Hebert & Co. Raspberry, strawberry and every other line is obtainable. The chief sizes are: 1 lb. and 2 lb., in glass or tin; and 7 lb. tins. A beautiful, tall glass jar, 16 oz. net is one of the most attractive 1 lb. sizes.

Bon Ami Soap.

Bon Ami is pretty well known. It was given another large boost of publicity at the food fair just concluded. Hudon, Hebert & Co., agents for this cleanser, had a nice display in their corner of the rink. Bon Ami has been fifteen years on the market, and, as a very neat little card given away at the booth stated, "It hasn't scratched yet." For a soap of this nature, surely this is a claim, which, when substantiated, proves its superiority. And the claim can be substantiated in the case of Bon Ami because users never have anything to say about the soap except what is to its credit. Bon Ami is a scouring soap, a metal polish, a glass cleaner. It requires little water and cleanses without scouring off or wearing out the surfaces cleaned. Thousands of sample cakes were given away during the fair.

Heinz 57 Varieties.

Away back at the entrance door, looking down the rink the first thing to catch the eye was "57." The next object was an electric light Heinz pickle. Both were used in connection with the booth of H. J. Heinz Co., Pittsburgh.

Heinz 57 Varieties.

makers of the 57 varieties, which firm through their Montreal sales agents, Hudon, Hebert & Co., Limited, made a handsome and attractive display. It just happened that the color scheme of the fair management matched the Heinz pickles, being green, and as a consquence the artistic arrangement of the booth was made the easier. All the different lines manufactured by Heinz were shown in neatly arranged pyramids in the space occupied. Heinz beans, soup, apple butter, mustard dressing, horseradish, pickles, olives, India relish and other varieties were given their full share of publicity and were sampled by thousands during the course of the exhibition. Readable literature dealing with the manner in which the various lines are manufactured and descriptive of one specialty or another was freely distributed.

Pernot Biscuits—Leon Fontanel, Agent.

Pernot Biscuits.

No one who tasted the dainty biscuits handed out at the booth of Pernot's Biscuits went away without being convinced that this line was one of the best on the market.

Leon Fontanel, Canadian agent, with offices in Montreal, Victoria and Vancouver, was ever ready to give inquirers particulars as to the merits of the biscuits, and did a great deal to make the name Pernot, as applied to biscuits, more widely known.

One of the largest concerns of this nature in the world is Pernot's. Five factories are kept going to supply the demand. Three are operating in Dijon, France; one at L'Isle-sur-Sorgue, and one in Geneva, Switzerland. The factories cover 45,000 square yards' space.

Demand for Pernot's biscuits in England and the continent is very large, and Mr. Fontanel hopes, with a continuance of their present hard work, to see the biscuits enjoying great sale in Canada. So far the selling campaign has been most successful.

Pernot's biscuits were awarded Grand Prix at Hanoi in 1902, and captured the same honor in St. Louis in 1904, while in 1906 they were judged beyond competition in Milan and Marseilles. In Liege, too, in 1905, they were out of reach of competition.

Almost any size package can be obtained. The lines displayed included half-pound, one-pound, two-pound, four-pound and nine-pound tins. It is worthy of mention that Pernot's biscuits are put up in hermetically sealed tins which are neatly wrapped. The biscuits are, consequently, certain of being kept in good condition for an indefinite period.

For the higher class trade many fancy boxed lines are made, automobile boxes and other novelties.

Very attractive menu cards were given to visitors at the booth, as well as samples of the biscuits and considerable attractive literature.

Ice Cream for the Multitude.

So large were the crowds that visited the exhibition it was not surprising that many found themselves wishing for something cool and tasty to relieve "that tired feeling" always obtainable in a crowd. The Imperial Ice Cream Company was on the spot with the goods to reach the right place. Thousands availed themselves of the opportunity of quenching their hunger-thirst and at the same time becoming acquainted with the specialties manufactured by the Imperial Ice Cream Company.

It is not every grocer that knows from experience what a good trade there is in handling ice cream. One has to learn. The Imperial Ice Cream Company manufacture specialties in ice cream galore. Over three hundred lines are obtainable from them. This will give some idea as to the variety offered.

Their ice cream plant is in operation winter and summer, to provide for parties, luncheons, banquets, afternoon teas, picnics, club and lodge meetings.

The immediate supervision of E. Middleton, one of the foremost ice cream makers in Canada, formerly head of the ice cream department of the Toronto and Ottawa City Dairy Companies, ensures the quality of the goods turned out.

Imperial ice cream bricks, to sell at 30c., are very much in demand when once used. Any flavor is obtainable for the asking, at prices which may be obtained from the management on application to the Imperial Ice Cream Co., 25 Monte de Zouzve avenue, Montreal.

Imperial Ice Cream.

Canadian Canners, Ltd.

Mr. E. G. Roy personally superintended the arranging of the booth and looked after things generally during the fair.

Canadian Canners.

A very artistic booth was that occupied by the Canadian Canners. It was situated next the Administration Offices and was arranged in a manner which showed the time and labor spent upon it.

It is hardly necessary to mention what was shown—all the grocers are acquaint-

ed with the lines manufactured by the Canadian Canners. Still, the effort expended in setting up the display merits some reward. The brands shown were: "Aylmer Canada First," "Horseshoe," "Auto," "Log Cabin," "Little Chief," "Kent," "Simcoe," "Maple Leaf," "Thistle," "Grand River," "White Rose" and "Lion."

How many are there in the grocery trade who do not recognize these widely known brands? Certainly there are few, because the demand on the part of the consumers has made necessary the stocking of most of them in order to keep up with the times.

Demonstrators served tasty dishes of jams, jellies, sauces, relishes and salad dressing.

Photographs of the factory, showing the cleanliness in the packing establishment, were noticeable here and there, while flowers helped out the artistic effect.

Cecil Gordon, acting for J. Alex.Gordon & Co., sales agents for the Canadian Canners, and Mr. Collins, Hamilton, from the head office, were always ready and willing to give visitors full information on the lines exhibited.

Wm. Clark's Canned Meats.

At the north end of the building in the prominent central stand was located

shapes and sizes and all handsomely labelled. They proved an especial attraction at the food show, and even a modest selection will form an attractive part of any grocery store. Clark's meats are handled in all the grocery and general stores of Canada and consumed by a proportionate share of the community. Never yet has their excellence of quality been assailed. They form an invaluable adjunct to any household for the hasty luncheon, for the unexpected guest, for the summer outing and picnic parties. The firm recently enlarged their factory to cope with their vastly increasing business.

Wm. Clark, Montreal—All That's Fine in Tinned Meats.

"Aylmer" chicken soup and "Aylmer" tomato soup, also finer grades of peas, baked beans, fruits, jams, jellies, etc., to the thousands who visited the show during its progress. Another line much in demand was "Log Cabin" baked beans.

As stated, the Canadian Canners' booth was one to attract attention. Two large crowns at the back of the booth, done in red and white, sheltered pyramids of canned goods arrayed on stands. Mirrors on the wall threw back strongly the reflection of the various lines shown. On the counter ledge were seen in neat piles "Canada First" and "Delhi Epicure" catsup, as well as "Aylmer"

a magnificent display of Wm. Clark's famous high class Canadian canned meats. Wm. Clark puts up no less than 87 varieties of canned meats. Each one is a relish in itself and each one is of the highest standard of quality attainable. A few leaders might be enumerated, such as Clark's cooked corn beef, veal loaf, English roast beef, Paragon ox tongue, mince meat, chicken soup, vegetable soup, sliced smoked beef, Geneva sausages, English plum pudding, pork and beans, pork and beans with Chili sauce, potted ham, devilled tongue. Each of these, and the many other brands, are done up in hermetically sealed tin cans of various

Laporte, Martin & Co., Ltd.

As will be seen from the picture appearing in The Grocer, the booth in which Laporte, Martin & Co. displayed their goods was dressed in a very attractive manner. Carrying out the neatness of design and the good display ideas, there stands behind the outward show real quality in the various lines seen in their stand. Take, for example, Minerva olive oil. This was on view in one corner, and is certainly as pure as any olive oil obtainable. Each bottle, half-pints, pints and quarts, bears the certificate of purity after analysis of the French Government. Each bottle is put up in a neat carton, making a

Laporte, Martin & Cie., Ltd.

Rose & Laflamme,

very pleasing package. Lipton's teas, in half-pound and one-pound tins, and Lipton's coffees, in one-pound, two-pound, and three-pound tins, occupied a prominent space in part of the stand, while high up on the tower in the centre were bottles of Vita fluid beef. This is a comparatively new line being pushed by this enterprising firm, and has been successfully sold up to the present. Vita is obtainable in one-oz., two-oz., four-oz. and twenty-oz. bottles. Millar's malt extract is another line for which Laport, Martin & Co. are sales agents. This is a beverage much in demand wherever it is known, having attained much popuarity through its excellent quality.

Hiawatha mineral water was supplied to many who were anxious to sample something good in the way of mineral water. Hiawatha is sold in the standard sizes of bottles, and can be secured in either still natural water or sparkling.

A Unique Booth.

Unique, indeed, was the booth occupied by Rose & Laflamme, manufacturers' agents. It was seen in the north end of the centre row and one could not easily pass it by with but a glance.

The variety of the lines shown would have done credit to a wholesale grocery firm. One side of the square castle-like booth was devoted to Batger's goods, including jams, marmalades, candied peels, lime juice cordial, lemon squash, Christmast cosaques, fancy goods, stockings, Easter novelties and various lines of confectionery. With so many lines on hand it was possible to make a very attractive showing of the firm's goods. Huntley & Palmer's biscuits, in infinite variety, were exhibited, as was also an assortment of Cunningham & DeFourier Co.'s potted meats, game, fish, pickles and other lines.

Ram Lal's pure Indian tea, the kind of tea that reaches the spot, was shown beside Cerebos salt. Samples of both were freely distributed, being eagerly sought for by visitors.

Among other lines exhibited were noticeable Paterson's camp coffee essence, much in demand wherever there are coffee drinkers; Artaud's olive oil in bottles and tins; Farrow & Co.'s specialties in English marrowfat peas, in packages, mustard, mushroom catsup; W. J. Bush & Co.'s English standard flavoring extracts, cluster and seeded raisins and shelled almonds, from Jose Segalerva, Malaga, Spain; Klaus chocolate, which is certainly the real thing; Goodwillie's Canadian fruits in glass jars; MacLaren's Imperial cheese and peanut butter, both tasty lines; Upton's jams, jelies and marmalades; Snider's tomato catsup, chili sauce and salad dressing; Campbell's soups; Ready-lunch shrimp and Cove oysters, put up by Barataria Canning Co.; Fruit Puddine and Tap-po; Fould's wheat germ meal; Aunt Jemima pancake flour; Cook's flaked rice and Malto rice; Laundry Rubber starch; Tanglefoot sticky fly paper; Parsons' household ammonia.

It will be seen that for variety and quality of goods exhibited it would be difficult to find a firm more worthy the attention of visitors. A large staff attended to inquirers, courteously answering all questions relative to the goods and handing out samples most liberally.

The Canada Maple Exchange.

To the right of the main entrance was an exhibit, which, for the purity of the goods shown was unexcelled. This was the booth of the Canada Maple Exchange. Mr. Small was fortunate indeed in obtaining a stand so well located, as it was one which the public visited as soon as they entered. A young lady was employed during the time the fair was in progress to demonstrate the manner in which Small's maple cream chocolates were dipped, and in this way people were shown the absolute care used to make cleanliness certain. Of the purity of the goods the trade is quite well informed. Blocks of pure maple sugar, maple syrup put up in small pails, and maple cream chocolates were also exhibited. Something which many noticed and remarked upon was the number of medals displayed by the manufacturers of Maple Leaf brand chocolates. Medals were there from Japan, Paris, Ottawa and many other centres,

Exhibit of Magic Baking Powder at Montreal Exhibition.

all gained over exhibits of the finest goods in the world, a fact which speaks highly for the Canadian manufacturing trade. The Canada Maple Exchange was established in 1881, and since that time its progress has been steadily upward until to-day it holds a front place.

The Exchange, to overcome the difficulty experienced last year of being unable to supply the sustained demand through the winter, are storing large quantities at a temperature of 32 degrees, As a result of this, they expect to be in a position to meet the requirements of the trade early in February, 1908, with an article equal to newly-run sap.

The Canada Maple Exchange Display.

J. & G. Cox, Ltd., Edinburgh.

This firm, so well known for the last sixty years as manufacturers of the finest quality of gelatine, showed the latest improved and refined product in the form of powdered gelatine, or, as it is called, instant powdered gelatine. The special virtue of this article is that it dissolves more quickly than any other gelatine sold, that it is absolutely pure, that it can be prepared in a minute by the use of boiling water and without soaking required with all shredded and sheet gelatine, while every 6d. packet will make two quarts of rich jelly. The great advantage in using Cox's gelatine over the ordinary jelly powders, is both in economy and in the fact that it can be used for fifty different purposes, for making the most delicate jellies for invalids, for all sorts of gelatine confections, meat jelly, soup thickening, and every known purpose for which gelatine or isinglass can be used. There is no residue whatever when using Cox's gelatine, every grain of it is good, while it is prepared without the use of chemicals of any kind whatever, and nothing more wholesome of the kind is produced anywhere. The enormous increase in the business of this firm in the last ten years has led them to put up great factories in Edinburgh and elsewhere and to-day Messrs. Cox are the largest producers of this article in the British Empire.

Cox & Co. are distributing free a cook book to all who apply for it and anyone applying by mail will have one mailed to them without expense. The cook book which they are giving away, is prepared by the celebrated chef, Oscar, of the Waldorf-Astoria, New York. Cox's powdered gelatine has always been sold most largely in Canada, and can

Cox's Gelatine.

be obtained from any dealer of standing from one end of Canada to the other. The demonstration of the powdered gelatine showed the ease and rapidity with which it could be made up and the delicious jellies required no recommendation.

A. Comte & Cie.

A comparatively new firm in Montreal grocery circles is A. Comte & Cie., which concern occupied a nicely arranged booth at the fair. Their specialty is coffees, and they offer to the trade some pretty fine lines for the prices they quote. At the Arena during the week and a half of the fair their goods were demonstrated and housewives were given the opportunity of testing the merits of St. Marc, La Creole and Java-Mocha coffees manufactured by this firm. Importers of French coffees, the firm also does a thriving business is teas and spices. A good trade is theirs, and they are increasing it every week by giving fair treatment and excellent goods to all their customers. Another line handled by A. Comte & Cie., is baking powder which they dispose of in bulk.

But recently this company purchased the property on which their offices and warehouse are located, and will in the near future, remodel the premises to suit their increased business.

The building is a large three-storey structure, situated at 442-444 St. Paul St., in the heart of the wholesale district, and is a fine place for transacting such a business as is done by A. Comte & Cie. Shortly a coffee roaster will be installed and arrangements are being made for the equipping of a factory for the manufacture of extracts. Among the good agencies controlled by this firm are several for olive oil and chocolate.

At their booth in the Arena the very pretty red, white and blue packages of coffee attracted much attention. Augustin Comte, and his brother, Henri Comte, were one or the other, generally around to look after the booth.

Tobler's Milk Chocolate.

With the enterprise characteristic of this firm, Maclure & Langley were well forward with their display of Tobler's milk chocolate. This booth was located in a busy corner to the left of the main entrance and was, perhaps, one of the daintiest booths at the exhibition. J. G. Gordon, the genial manager for eastern Canada, was in charge of the booth.

Despite the great increase in the number of milk chocolates which are being exploited upon the Canadian market, Mr. Gordon stated that never in the experience of the firm had business been so prosperous, and that Tobler's, with a greatly enlarged factory and increased staff, were still taxed to their uttermost to keep up with orders.

Tobler's milk chocolate, in addition to having an enviable reputation for quality, is put up in specially attractive packages in as many styles, to suit the taste of the most fastidious.

The booth was very artistically decorated with a display of their various show cards, hangers, etc., while the tasty packages were arranged in a manner most attractive.

The proprietors were liberal in their samples, believing that every person who once tried the delicious confection would become a customer. Grocers who have not this line in their show case should send for prices and samples.

The Nugget Polish Company.

Though not, strictly speaking, a pure food, yet quite in keeping with a groceries exhibition and providing a pleasing variety from the majority of booths with good things to eat, was the exhibit of the Nugget Polish Company, Limited, which occupied a cosy corner on the right of the main entrance. This firm had on exhibit a very neat display of their splendid English shoe polish, over a year, and which has already taken a prominent place by reason of its excellent quality. The booth was in charge of A. R. Kent, Canadian sales manager, who was kept busy demonstrating the qualities of the goods, especially in regard to its proof against water. Shoes shined with the Nugget polish form the proverbial "duck's back," upon which no water can stay. A basin of water on the front of the booth proved this to the satisfaction of all visitors. A lad in neat khaki uniform was also in attendance upon a chair where a free shine was provided for anybody who wished to avail themselves of the opportunity.

This Nugget Polish, in addition to being waterproof, does not rub off and will not even soil a clean towel, proving conclusively how valuable it is to which has been on this market a little anyone who wishes to avoid soiling clothes. The polish is being retailed at 10c. per tin and the grocers who visited the exhibition were convinced of the

Augustin Comte & Cie.—Coffees, Teas, Spices.

The Nugget Polish.

Tobler's Swiss Chocolate.

advisability of adding it to their stock, especially in view of the fact that it can be kept in stock without fear of its drying up and becoming worthless, neither will it freeze. The firm also manufacture a harness polish and a furniture polish in paste form, the latter retailing at 10c.

Christie, Brown & Company.

The name of Christie, Brown & Co. is synonymous with good biscuits all over Canada. This firm had a very neat exhibit of their many lines occupying the space of two booths in the centre of the arena. A feature of Christie's biscuits besides their inner good qualities, is the attractive manner in which they are put up. The many handsome boxes with their glass faces through which were seen the large number of varieties, were arranged in artistic fashion tier above tier, the whole contributing to a most attractive display. The firm manufacture no less than six hundred different lines and although only a small proportion of these were on exhibition, there was abundant room for variety. Their standard line is the well known zephyr cream soda biscuit, which is now retailed in neat little half-pound packages at 5 cents. A few other leading brands exhibited were their assorted sandwiches, water-ice wafers, Alexandria, social tea, cheese wafers, cafe noir, oatmeal, fruit ginger bread, arrowroot, fig bars, rusk, wafer rolls, reception wafers, home-made ginger wafers, etc.

Christie's infant food, which has had a remarkable sale, was also on exhibition.

Montreal Packing Company.

A booth which drew crowds afternoon and evening was that of the Montreal Packing Company. The pleasing manner in which the goods displayed struck the eye at first glance generally succeeded in attracting one to the booth to further inspect such goodly appearing lines. Quality has always been a study with the Montreal Packing Company, and they do not allow any of their lines to leave the packing house before being as perfect as their skill in manufacturing can make them. Several lines, hard to beat, were noticeable in the booth occupied by this firm. Corona breakfast bacon, pea mealed and plain, was one of the lines shown. For breakfast this is a splendid article and grocers find that there is good demand for it. Put up in one pound packages, sliced, ready for cooking, it is very convenient for housewives desiring to get a meal ready in a moment. Corona cooked ham, sweet, tender and juicy, no skin, no bone, and no waste, it always pleases, was on display. Packed in one-pound cartons, Corona sausage, Cambridge and Oxford, was a line which readily attracted and held attention. Bologna, Corona, has been pronounced by government analysists free from preservatives. A couple of lines which must not be forgotten are Corona kettle rendered leaf lard and Corona creamery butter. These are obtainable in neat one-pound wrapped packages. The lard is sold in pails as well.

A feature of the booth was a small pen in which were two young porkers only five weeks old. The idea conveyed was the care exercised in watching the process by which Corona goods are obtained. Nothing is too good for Corona and the gradual "process of manufacturing" from raw material to the finished article was amply demonstrated.

The Montreal Packing Company puts up everything that is good in smoked meats and any grocer on the lookout for high-grade products need not hesitate.

Snowdon, Forbes & Co.

The bee is invariably the emblem of industry, and in choosing "Bee" as the name of their several excellent products Snowdon, Forbes & Co., Montreal, acted wisely. There are now ten Bees in this hive of industry, better known as follows: Bee starch, Bee ammonia powder, Bee soda, Bee cornstarch, Bee borax, Bee baking powder, Bee tea, Bee coffee, Bee extracts and Bee jelly powder. For these brands Snowdon, Forbes & Co. have built up an enviable trade. Their reputation for first-class quality and moderate price has been envied by many but equalled by few. This firm was represented at the exhibition of groceries by a very neat display occupying the space of two booths. The various "Bees" were exhibited in most attractive style, while plants and flowers lent an air of variety and taste. This firm have recently made a wonderful hit with their Bee brand jelly powders, which they are putting up in neat cartons, six flavors to a box—raspberry, strawber-

Christie's Biscuits.

ry, pineapple, lemon, cherry and nutto—the whole retailing for 25c.

The new line most certainly made an impression on the buying public, as the numerous orders booked with both the wholesale and retail grocers and the numerous packages bought by the consumer indicated.

Good advertising was also done for their other various lines at the exhibition. Altogether the firm are looking for an increased demand for their goods from every quarter.

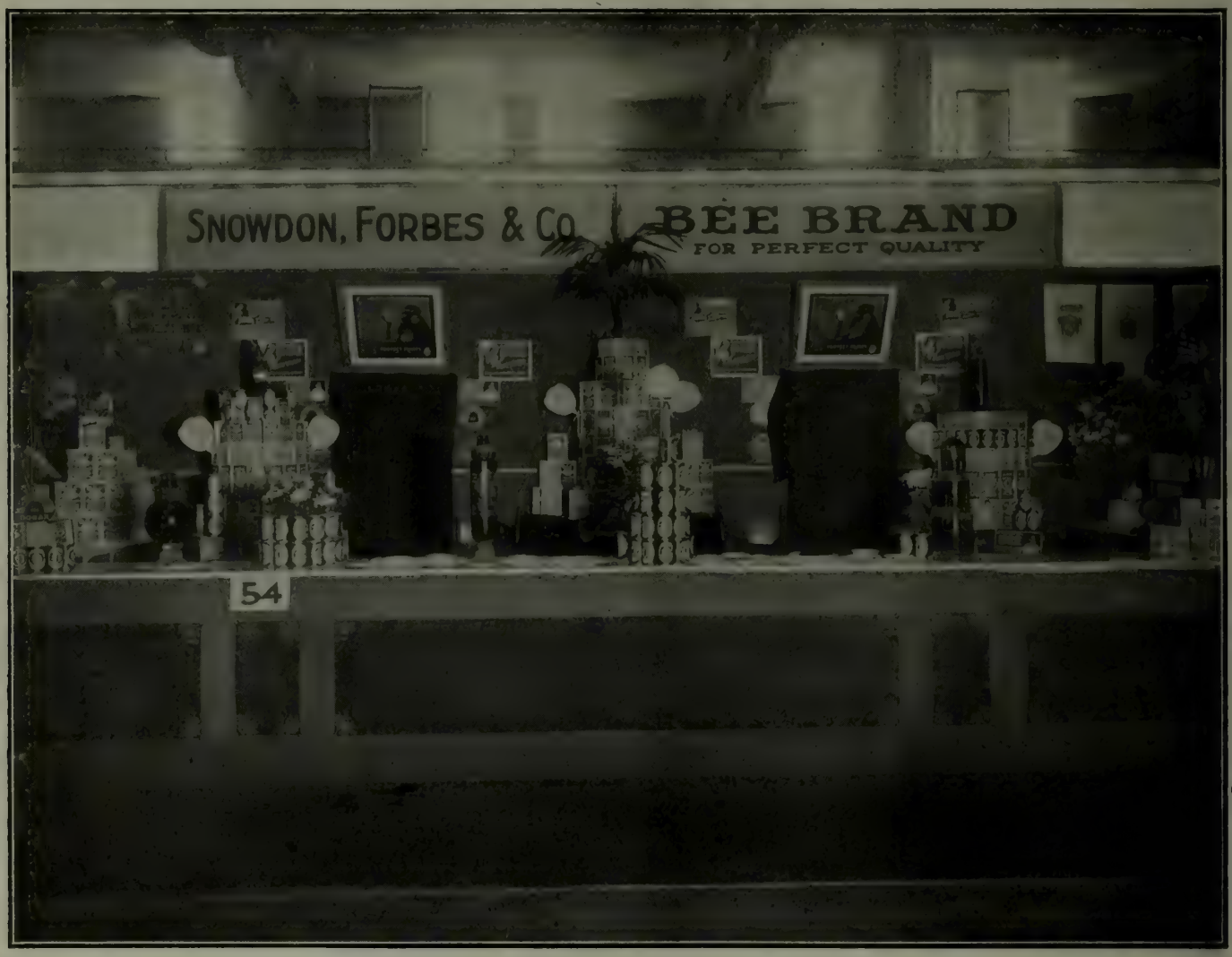
A Fine Exhibit.

Visitors to the exhibition could not help but be impressed by the magnificent display of Charles Gurd & Co., Limited. Not only was it a revelation to the visitor to observe the great variety of the beverages shown by this firm, but the display itself, as to beauty of design and color, was impressively delightful.

Gurd & Co. have always advertised "Purity" as one of the distinguished features of their goods. It was easy to give them credit for excellence in this regard when the clearness of the liquids exhibited was seen. Their exhibit was in the form of a large pyramid with an arched background, the decorative effect being supplied by the goods themselves, forming a glittering aggregation of crystal splendor. A few of the diplomas won by the firm were shown.

Charles Gurd & Co. have obtained gold medals at Paris, France; Ottawa, and Montreal; besides three silver and five bronze medals and eighteen diplomas at London, Eng., Chicago and elsewhere.

Among the goods shown were Gurd's celebrated ginger ale and its companion in popularity, Gurd's apple nectar, besides cherry phosphate, plain soda, sweet soda, lemon soda, cream soda, orange soda, lemonade, sarsaparilla, ginger beer, seltzer, potash, Scotch kola, vichy, lithia, and the famous Magi Caledonia waters, for which the firm are agents. These goods are in syphons, cylinders, and all sorts of bottles.



Snowdon, Forbes & Co's Bee Brands.

The Banquets.

Three banquets were held in all. There was one during the first week of the fair; a second on Tuesday, April 23, to the medical men of Montreal, and a third on Thursday evening, April 25. The last was the most important.

Chairman A. P. Murray, after the toast of "The King," introduced Mr. Winter, mentioned above, and called upon him for a few words. Mr. Winter was surprised at the excellence of the show and congratulated the management. In his opinion the time was rapidly coming when the real test of pure foods would be the manner in which they could be demonstrated at food fairs, before the public.

E. M. Trowern, secretary Retail Merchants' Association, from Toronto, said that he never believed it was possible to get up such a show and draw such crowds solely through the booths, without any outside, extra attraction. The fair was the finest he had ever seen and in his opinion, outclassed the exhibition held in Toronto earlier in the year.

M. Moyer, treasurer Toronto Retail Grocers' Association, did not quite agree with Mr. Trowern, that his home city was "skinned a mile," but he admitted the excellence of Montreal's fair. He said Torontonians concentrated their efforts upon their annual exhibition. Mr. Moyer thought that the grocers were the best class of men in any town. If they were not the right material they very quickly found it necessary to get out of the grocery business. They could not stand the strain. Short addresses were made by Acting-Mayor Giroux, Montreal; Councillor Murphy, Westmount; Ald. Levesque, and by the press.

Saturday evening Secretary-Manager J. A. Beaudry was presented with a

beautiful bronze clock by the exhibitors as a mark of their appreciation of his hard work. Mr. Beaudry deserves great credit for the part he played in the exhibition of groceries. He worked very hard and his courteous manner and willingness to oblige made things easy for everybody and won him many friends.

A great deal of praise is due the advisory committee, whose names are given. They all of them gave up much of their time to the work of the exhibition and it is due to their efforts that the fair was such a success.

The Advisory Committee :

A. P. Murray, Edwardsburg Starch Co., chairman ; Col. A. E. Labelle, Ogilvie Flour Mills Co.; Harry Clark, of Wm. Clark ; Albert Hebert, Hudon, Hebert & Co.; Jas. Ethier, Laporte, Martin & Co.; S. J. Mathewson, Mathewson's Sons ; Wm. H. Dunn, W. S. Laflamme, Rose & Laflamme ; P. Daoust, ex-president Retail Grocers' Association, Montreal ; J. A. Labonte and J. A. Maynard, Montreal ; J. A. Chabot, J. G. Chevalier, U. Carignan.

Charles Gurd & Co's Aerated Beverages.

Samples Collected.

The official programme of the exhibition was neat, effective, and a credit to the management.

Ogilvie's sign cause a lot of talk. It was a good one.

Snowdon, Forbes & Co. gave away a lot of very pretty fans.

Attendance on the part of the clergy was large for such an affair.

A Chinese youngster about three years old, the much thought of son of one of the Chinamen connected with the restaurant, attracted quite a lot of attention.

The Montreal Packing Company displayed a couple of young porkers, which were fed on milk. One evening a couple of ladies asked what they were given to drink. Councillor Murphy overheard the question, and promptly said : "They don't drink, ladies. This is Westmount."

A good many people did forget the Arena as located in Westmount.

J. A. Dumas, corner Sherbrooke and St. Denis Streets, took the pictures which appear in The Grocer.

Acting-Mayor Giroux, of Montreal, opened the exhibition. Quite a number of aldermen were noticed at the fair.

A. B. Paul, Jr., California Fruit Canners' Association, droppeh off between trains to see the show. He thought it great.

M. E. Conway, the Geo. Matthews Co., Peterborough, Hull and Brantford, was around one evening.

Thos. Owens, Quaker Packing Co., was around as usual.

The goods in all the booths were insured.

Every evening at 10.30 the Arena was taken over by the Dominion Burglary Guarantee Company until 10 a.m.

Aunt Jemima dolls were given away by Rose & Laflamme. Edwardsburg Starch Co. distributed Teddy bears by the hundred.

It would be a good idea next year to provide ventilation of some sort. The air was very hot and stuffy at times.

Brodie's silver polish was demonstrated.

There was a telephone exchange in full working order, as well as branch offices of C.P.R. and G.N.W. Telegraph Companies.

MENU.

Banquet, Thursday Evening, April 18.

Bovril Soup with Triscuit Croutons.

Creamed Chicken in Shredded Wheat Baskets.

Canada Extra Green Peas.
[Canadian Canners Ltd.]

Olives and Heinz Pickles.

Cold Ham.
[Montreal Packing Co.]

Triscuit and Butter.

Jellied Fruit Sandwich with Whipped Cream.
[Cairns' Marmalade] [Pure Gold Jelly]

Triscuit and MacLaren's Cheese.

Shredded Wheat Ice Cream.
[Imperial Ice Cream]

Huyler's Chocolate Triscuit.

Fruit.
[Joseph Brown & Sons]

Mathewson Coffee. Lipton's Teas.

Hiawatha Mineral Water.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 2, 1907.

BUTTER—Market steady. Supplies light.

CHEESE—Demand good at unchanged prices.

EGGS—Situation unchanged.

PROVISIONS—Featureless market.

Success is Contagious

That's why all who handle Diamond Crystal Salt are building up a good business in this line.

"Diamond Crystal," that's the name for high-grade Salt for both table and dairy use. It's Salt that's all Salt.

Barrels,	**120/2½-lb. bags**		**-**	**$3.25**
"	**60/5-lb.**	"	**-**	**3.00**
"	**50/6-lb.**	"	**-**	**3.00**
"	**40/7-lb.**	"	**-**	**2.75**
"	**28/10-lb.**	"	**-**	**2.75**
Cases,	**24 x 3-lb. cartoons, case**			**1.60**
"	**24 x 2-lb. shakers**	"		**1.60**
Barrels,	**20 x 14-lb. bags, Dairy**			**3.00**
Bags	**28-lb.**	"		**.32**
"	**56-lb.**	"		**.64**

TOMATO CATSUP

Crescent Brand, jumbo quart bottles, the finest quality put out at the money. The Crescent Brand is really first-class quality at a very moderate price, $1.45 doz., packed in barrels, 4 doz. each.

SARDINES

If you wish something extra fine in quality, then buy Yacht Club ¼s., 16/18 fish to a tin. Packed in the best of olive oil.

Yacht Club Brand, 12½c.

Ludella Ceylon Tea

Heinz's 57

Quaker Canned Goods

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., April 29, 1907.

Now that the river is open and the steamers have started making regular trips, it is expected that there will be a lot of produce brought down and that prices will be considerably easier. Eggs are fairly plentiful and are now quoted at fifteen to twenty cents a dozen, but butter continues scarce and high. One reason for this is that practically all the old stocks have been sold and new butter is not yet offering in any great quantity.

* * *

The present season has been very backward for gaspereaux fishing in the harbor. At this time last year a large number of the fish were being caught, but up to the present time this year the catch has been very small. The shad fishing season commences about the middle of May. At the present time there is just about enough fresh fish offering to supply local wants.

* * *

The annual sale of the market tolls, stalls and city scales was held on Friday in the country and $4,690 was realized. This is $713.20 less than was obtained from last year's sale. The stalls were secured by the same merchants who had them last year. F. L. Potts paid $4,135 for the privilege of collecting the market tolls. Last year O. B. Akerly paid $4,400 for the privilege.

Although the provincial government has refused the request of the exhibition association for a grant of $3,000 for an exhibition this fall, there will nevertheless be a fair, and it promises to be the best ever held in St. John. Through the efforts of B. R. Macaulay, of Macaulay Bros. & Co., prominent merchants and hotel men have subscribed liberally and it is expected that more than the requested grant will be raised. Premier Pugsley headed the list with a subscription of $200. It is proposed to hold the fair about September 20th.

* * *

Local merchants are greatly pleased at the announcement that the I. C. R. authorities are to make some improvements in the local conditions that will enable them to get delivery of freight quicker than heretofore. The congestion in the local yard has been a great drawback to business during the past winter. It is proposed to build another large warehouse and put in a high siding at York Point slip. This will be of great benefit, but there is a feeling among the jobbers that eventually the yard from Dorchester street to Gilbert's lane will have to be widened to allow of better shunting facilities. It is understood that this matter is now being considered by the railway authorities.

Frank White, of the White Catering Co., returned home Saturday after a three weeks' trip to Atlantic City and other amusement centres. While away Mr. White purchased a Ferris wheel, a merry-go-round, some automatic swings, and a shoot-the-chutes, all of which will be installed in Rockwood Park this summer. Fred L. Tufts, who recently disposed of his business in nuts and confectionery, will act as manager of the Rockwood Park interests for the White Co. The work of building pavilions, etc., will commence at once.

* * *

The winter port business is drawing to a close. There is only one more steamer to arrive, the C.P.R. liner Montreal, from London and Antwerp, due on April 30. The season has been very successful, considering the drawbacks. The blockade of freight in the west has cut down the exports somewhat in common with other ports, but the imports show a large increase over previous years.

During the past week the schooner Montrose arrived with 600 packages of molasses and the schooner Water Witch brought 533 packages of molasses and 125 barrels of raw sugar, for the Crosby Molasses Company.

The case of L. G. Crosby vs. the King, in which judgment was given in favor of the Crown on the third of April, in the exchequer court, has been appealed to the Supreme Court of Canada. The details of the suit have been given in previous numbers of The Grocer.

THE LATEST ON THE MARKET

Bee Brand Jelly Powder

Retails at 6 for 25c. with good profit. An enormous seller.

Our ***Special Box*** contains six flavors—

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY and
NUTTO

but we pack any flavor required.

Write us for free samples and prices

Snowdon, Forbes & Co.
449 St. Paul Street
MONTREAL

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work.

Write at once.

The MacLean Publishing Company,
10 Front Street East, Toronto

CANNED GOODS

If your stocks are low do not let that bother you. We can meet your wants in all lines. We've got the goods and the best at that. Note a few of the lines we are offering:

CORN **PEAS**
TOMATOES **STRAWBERRIES**

These are in short supply. We have a large stock of all, but our supplies are rapidly diminishing, so order at once while you can get deliveries. Our stocks are best Western pack.

Our prices are such as will interest all wide-awake buyers.

Don't Forget the House

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Wines, Liquors, Teas and Coffees

2, 4, 6 and 8 De Bresoles Street - Montreal

There is no guess work or boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

IF YOU BUY TEA FOR QUALITY AND NOT MERELY FOR PRICE, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

Toronto Branch:
3 Wellington E.

T. H. ESTABROOKS

ST. JOHN, N.B.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 2, 1907.)

A steady movement of all staple lines is reported by the wholesale houses, but there are no new features of interest. The railway situation is improving, but conditions are still the occasion of considerable complaint. Values are steady.

CANNED GOODS—There is a continued steady movement at steady prices. We quote :

FRUITS.

	Group No. 1.	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 06½	2 04
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " "	1 80
" 3 " "	2 25
" 1 " Chili "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" 1's "	1 35
" (Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR—The market is reported firm. We quote :

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " sacks	4 95
Icing sugar in bbls	5 70
" in boxes	5 90
" in small quantities	6 30
Powdered sugar, in bbls	5 60
" in boxes	5 70
" in small quantities	5 75
Lump, hard, in bbls	5 80
" in ½-bbls	5 80
" in 100-lb cases	5 80
Raw sugar	4 50

SYRUPS AND MOLASSES—Quoted as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ¼ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" ⅝ 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS — No change in price. We quote :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 90
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " 3 "	0 10½
" " 4 "	0 10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" in sacks "	0 06
" table, 1 crown "	0 10
" 3 " "	0 11
" 5 " "	0 13
" glove boxes, per box	0 09½
" square boxes (12 oz) per box	0 08½
" 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½ doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4½ cents per lb., We quote :

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Peanuts,	0 13
Jumbos	0 15½
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES—In good demand at following prices :

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown. per case	1 70
" " " white, "	1 85

J. W. Cowan, of Cowan & Co., with family, left Toronto on Thursday night and intends to sail on the 4th inst. for an extended trip through England, Germany, France and Italy. The Grocer wishes them a safe and pleasant trip.

INSPECTION OF MILK.

The Private Bills Committee of the British Columbia Legislature has refused the city of Vancouver authority to inspect, through its medical health officer, farms whence comes the city's milk supply, and to refuse admission to the city of milk from farms that do not pass such inspection. The committee held a private discussion and confirmed their conclusion that they could not give the city power to prohibit the importation into the city of milk from farms or other places not previously inspected and certified by the city medical health officer.

"We rejected a similar clause last year," said Chairman Bowser, "because we did not think it right to give the medical health officer power to go outside the city limits in his inspection."

"The trouble is," said Mr. McEvoy, representing the city, "the provincial health inspector only goes around about twice a year, and that is not sufficient where the health of the whole city of Vancouver is at stake. Owing to the flat lands and poor drainage on Lulu Islands the sanitary conditions of farms there are apt to be very inefficient.. If the city were given power to inspect and certify the source of supply it would save much trouble. There is no power so potent to affect the health of the city as the milk supply."

Chairman Bowser considered that this would be giving excessive power to the city medical health officer, as under this provision he would have the right to inspect farms on Lulu Island, Dewdney, and as far as Chilliwack.

"It would be intolerable to give Vancouver this power," said Mr. Jardine; to which Mr. Robertson replied: "It would assist those farmers who were trying to carry on their business in a clean and wholesome fashion. The only ones who would suffer would be those who kept their premises in a dirty condition, and it would be only right that they should suffer."

It is probable that Dr. Underhill, medical health officer for Vancouver, will be made a provincial officer in order to give him power to inspect milk coming from neighboring districts for city use.

A CALENDAR WITH A MORAL.

From the Surprise Soap Company comes a copy of their latest calendar, which is really more than a calendar, being, in point of fact, a moral and pathetic allegory. It represents three highly-colored individuals, two of whom, washing operations having been temporarily suspended, are about to exchange an osculatory embrace with every sign of mutual satisfaction.

The transitory and evanescent character of all human bliss is typified in the approach of a third figure, evidently the incensed parent of the young lady, who, with righteous indignation, has been a silent and wrathful witness of her daughter's amours from the middle distance. Fate, swift, powerful and unrelenting to the evil-doer, is exemplified in her uplifted hand, and the rest is mere prophecy. It is safe to assume, however, that the washing in that particular household was improved considerably in speed, thoroughness and general efficiency by reason of this little contretemps, and that in the future Sambo met his Dinah at the back door after much careful reconnoitering as to the whereabouts of the enemy.

CURRANT SHIPMENTS.

Of last year's currant crop in Greece 181,644,096 Venetian pounds were exported by January 1, 1907, against exports of 155,634,078 pounds the year before. As usual, about two-thirds of the crop, more than 121,000,000 pounds, went to England. The United States still held second place, taking 21,000,000 pounds, while the trade with Germany and Holland shows still further decrease, and that with France amounted to only about a third of the amount shown at the end of 1905. Japan appears in the list for the first time.

PERSONALS

E. C. Winfield, Calumet, Que., was in Montreal last week.

Arthur Gaudet, of St. Marie Salomee, general store, has assigned.

John Morrow, of Warden, general sore, has sold to N. F. Shores.

H. F. Ferguson, Fort Erie, says businessis pretty good with him.

J. A. Laycock, Meaford, has gone on a trip to the Southern States.

R. A. Dutton, Peterboro, was is Toronto last Thursday and Friday.

Mr. Beatty, of Beatty & Ramsbottom, Alliston, was in Toronto last week.

T. Coulter, Port Robinson, is still busy with his gas wells. He has a bonanza.

Fred. S. Crosby, of the Crosby Molasses Company, Halifax, spent some time in Montreal recently.

M. E. McFarlane, one of the progressive grocers of Campbell's Bay, Que., was in Montreal during the week.

Ed. Hacker, Beachville, was married last week. He and his bride went on a short honeymoon trip. While he is not the kind to stay away long from business—one reason why he is doing so well—he will go a merry clip while he is away.

J. H. Gardiner, of Sugars, Ltd., Montreal, took time to pay a rush visit to the Toronto office of The Grocer last Saturday. It's hard to get him to talk of anything but Sugars, Ltd., and the growth of this industry. Business was up to the highest capacity notch.

Bryan Spike, for nine years manager of S. A. Gray & Co., Meaford, left on Tuesday for Carman, Man., where he will take charge of a grocery business. He leaves many friends in Meaford who wish him every success. His successor with Gray & Co. is E. Ellis, formerly with W. F. Ellis, Meaford.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

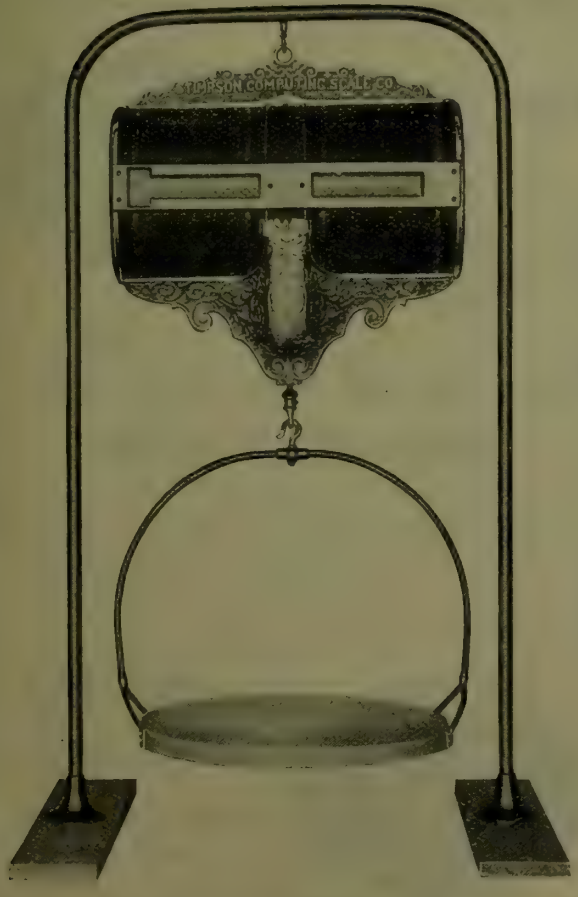
"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.



Capacity 24 lbs. Range of Prices 4 to 32 cents per lb.

Sold on Easy Monthly Payments.

Stimpson Computing Scale Co.,

34 Arthur St., WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **WINNIPEG, MAN.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

HAMS

Star Brand Hams are noted for their delicious flavor. We quote you cheap this week either smoked, pickled or cooked. Write for prices.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

WE INVITE THE PUBLIC
TO VISIT
OUR EXHIBIT
AT THE
ARENA, Montreal
APRIL 15-27
CORONA

HAMS, BACON, LARD, PRODUCE, Etc.

CUT OUT THIS AD.
Customer presenting at our office will receive COMPLIMENTARY TICKET

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

That Brand

is conspicuous in the stores of all grocery and provision merchants who do a rushing trade, because it is the housewife's surety of purity.

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

bearing **The Ryan Brand** are wholesome, pure and of first quality. Since the public know these facts, Mr. Grocer, can you afford to stock another line of provisions? Figure it out for yourself.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Cheese is not yet the interesting article it generally becomes in the spring of the year. There is some business being done with the old country, but prices asked by local men are too high as a rule to tempt buyers on the other side to make very large purchases. The English importers seem to be taking up only such cheese as they must have to fill immediate requirements.

The make up to the present has not been particularly large. The backward spring is the cause of this state of affairs. Usually at this period the factories have turned out a good quantity of cheese. This year they have not produced nearly so many boxes as in former years.

However, the make is increasing a little each week, and once all the factories get down to real hard work there will be plenty of cheese obtainable.

The question of when prices will be down to such a basis as will permit of a good export business is another matter. Time will show.

Local trading in cheese is but fair There is still some old cheese offering at prices which are well maintained. The new article is quoted at figures which have not changed materially for some time. There is no possibility of lower figures until the make increases quite a bit, and this will not be possible for a week or ten days at any rate.

Butter continues very firm, but lower prices are still anticipated. It will be remembered that last week it was predicted that prices should be lower in the course of a few days. It was then confidently expected that dealers would be asking lower prices. Subsequent developments made a decline out of the question.

In the first place the expected increase in receipts did not materialize to the extent anticipated by most people. Again, demand kept up and all the butter arriving has been disposed of very quickly. Another fact tending to keep prices from falling is that quite a lot of new butter was shipped to New York, where the market ruled very high at the time. It will be seen that one way and another events worked out to keep prices at their present level.

Old butter is nearly all cleaned up. There may be some few lots of bakers' butter obtainable, but outside of this there is not much.

New butter arriving continues almost all creamery. There is very little in the way of dairy except a few large rolls, which are quickly taken up for shipment to the west.

Canadian butter has no attraction for English dealers yet. From reports received it is seen that receipts of butter, principally Australian and New Zealand, are quite above the consumption, and, as a result, the market is sagging.

THE PROVISION SITUATION

There isn't any striking change in the provision situation this week. The price for live hogs is the same as last week, 6.15 f.o.b. country points, but some of the smaller buyers, who the large packers describe pleasantly as "having no export trade, and therefore no responsibility in regard to the market are paying as high as 6.40." In the view of the exporting packer, who has been losing 4s. to 6s. a cwt. on his shipments overseas for months, this responsibility is a rather serious matter. His outlook is not improving, for the Old Country market declined 2s. last week, and latest cables promise a further decline this week. Danish deliveries continue as heavy as ever, with a promise of continuing at the present rate. This, combined with decreased supplies of Canadian, has brought the prices of Danish and Canadian to about a parity. If the price of live hogs in Canada were to decline to 5.75 the packer would just about break even on the market as it is at present. American shipments of bacon to England are about 45,000 hogs a week, about as much as Canadian and Danish together. However, it is Danish that is the determining factor in the market and the Americans as well as Canadians are losing money in the English market today.

Big and little dealers, however, look forward to a very active summer trade in Canada, though there has not been as yet any marked increase in demand. The great amount of railway construction will itself entail a large consumption. For some months now most of the large eastern packers have been doing a nice trade in the Northwest, a market heretofore largely supplied from Chicago.

Deliveries of live hogs in Canada last week ran about 21,000, a little larger than before.

PROVISION MARKETS

MONTREAL.

PROVISIONS — With the opening of navigation there is a noticeable increase in the sales of bacon and lard. Hams are going fairly well, but they will not be in great demand before warmer weather sets in. Prices have not changed.

Lard, pure tierces	0 12	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12¾
" " 5-lb. "	0 12¾	0 12¾
" " 3-lb. "	0 12¾	0 13
Lard, compound tierces, per lb.	0 09½	0 09½
" " tubs	0 09¾	0 09¾
" " 20-lb. pails, wood	2 00	2 05
" " 20-lb. pails, tin	1 90	1 95
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 10	0 10¼
" " " 3-lb. "	0 10	0 10¼
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl.		14 00

BUTTER — Receipts of butter are limited. Dealers expect lower prices and are buying only for immediate use. Most butter received arrives by express to-day and is sold to-morrow. As may be imagined, the market is pretty bare in consequence. Prices are around the same level as those quoted last week, but it is only a matter of time when they will be lower. Some lots were shipped to New York recently and this fact tends to keep the local market firm. Old butter is well cleaned up. There may be a few odd lots of bakers' for sale around 18c. and 19c., but outside of this there is little.

New creamery, choice, boxes	0 25	0 26
" " pound prints	0 25½	0 27
Large rolls	0 21	0 23

CHEESE—Cheese is rather firm this week. The market is not over supplied with stock. New cheese is not yet arriving very freely and there is not a great deal of old obtainable. For the new article dealers are asking anywhere from 12c. to 13½c. Prices asked for old are around 14c. and 14½c.

EGGS—Eggs are steady. More business is being transacted this week than last. Prices in the country are a little firmer than they were last time of writing. Receipts are quite large, greater than the consumption, and as a result considerable quantities are being put into storage. For selects some are asking 20c. No. 1 bring 18c. and 19c.

HONEY — Practically no business is being done in honey. Most houses have not had a sale to report for the last week or ten days. Their customers are buying maple syrup instead. Prices, as a consequence, are quite unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS—The demand for pork products seems to be increasing slowly. Prices are inclined to be a little easy. This is because the large exporting packers, having reduced their output to England, have been increasing their domestic stocks. The opinion is expressed, however, that the demand this coming summer will provide an outlet for all pork products held here. The high price of beef will have something to do in bringing the prophecy true.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 15	0 16½
" pea meal	0 17	0 18

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

Money Saved does not always mean the dollars you put in the Bank, it applies as well to buying right, buying lines that can be quickly turned into money—like

Clark's Pork and Beans in Chili Sauce and Sliced Smoked Beef

Business Grows—with up-to-date Grocers who handle Clark's Meats and Beans.

Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 50
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 40
Veal	0 08	0 10½

BUTTER — The make of both creamery and dairy is increasing rapidly and prices are sagging proportionately. Demand is very active.

	Per lb.	
Creamery prints	0 27	0 29
Dairy prints, choice	0 24	0 25
" " ordinary	0 21	0 23
" rolls, large choice	0 22	0 23
Baker's butter	0 18	0 19

CHEESE — The situation and prices so far as old cheese is concerned are unchanged. The new cheese is scarcely yet fit for consumption.

Cheese	0 13½	0 14

EGGS — Demand is very active and the jobbers are storing and pickling large quantities. The result is a pretty firm market with prices practically unchanged from last week.

Eggs (strictly new laid)	0 17	0 17½

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 05 0 06
" " in comb, per doz	1 50

POULTRY—Prices are unchanged.

Live Weight.

Old fowl	0 11
Ducks	0 17
Young chickens	0 13

Dressed weight.

Old fowl	0 11
Ducks	0 14
Young chickens	0 15
Tom Turkeys	0 14
Hen "	0 18

WINNIPEG.

The local market is almost bare of creamery butter and there has consequently been a better demand for dairy. Conditions were so bad that one of the local papers reported a butter famine.

Butter—Owing to scarcity, creamery butter is commanding a very high price —35 cents per pound and higher. Dairy is in better demand but produce houses still complain of the general quality. They are paying country dealers 20c. to 24c. per pound for dairy butter.

EGGS—Produce houses are paying 18 cents per dozen.

CHEESE—

Cheese, Ontario large, per lb	0 15½
" " twins, per lb	0 16
" Manitoba, small (about 20 lbs.)	0 12½

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

WILSON'S Fly Pads

Your customers want a fly-killer that kills them wholesale.

Every packet of Wilson's Fly Pads will kill more flies than 300 sheets sticky paper.

Archdale Wilson, - Hamilton, Ont.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS

Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References

HENRY COLBECK
NEWCASTLE-upon-TYNE.

Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,

invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,

PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

There is a delicious richness in flavor of

"HORSE SHOE" Brand

OF

HAMS and BREAKFAST BACON

Possessed by no other Curer's Meats

Every care exercised in selection of stock, method of curing and cleanliness in handling and packing.

We want you to try our goods—*Write for Prices—TRY US—*

JOHN DUFF & SON

Hamilton, Ont.

TRURO QUALITY BRANDS

Unsweetened

TRURO QUALITY BRANDS

JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization

PURE MILK

Truro Condensed Milk Co., Limited, Truro, N.S.

O'MARA'S BACON

THE BEST BACON

that MONEY and EXPERIENCE

can PRODUCE

HIGHEST QUALITY

BACON HAMS LARD

BOLOGNA SAUSAGE, etc.

JOSEPH O'MARA

PORK PACKER

Palmerston, Ont.

Quotations cheerfully given.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

CEREALS AND CONFECTIONERY

Crop Reports Have the Grain Markets in Hand—Flour Prices Firm in Sympathy with Wheat—Good Export and Domestic Business Doing.

Grain and cereal markets are now governed solely by crop reports. The drawback in the Canadian west will be decreased acreage. On the first of April the Western Grain Dealers' Association gave out an estimate of 10 per cent. increase in the wheat acreage. It is now believed that owing to the lateness of the season the acreage will be not so large as last year. The late planting also exposes the crop to hot winds and ripening heat before maturity, so that the final outcome cannot be guessed at. In the States conditions are much worse. The freezing weather almost throughout the winter wheat belt has continued all last week, adding serious damage to that caused by winter killing, spring drouth and prevalence of bugs. While winter wheat and oats were the crops immediately suffering, spring wheat has been seriously affected by very late seeding, reduced acreage and increased risk for the balance of the crop from a short cold season. Winter wheat and oat acreage has been seriously reduced by plowing up, and the prospects now are for a short wheat crop, both winter and spring.

In eastern Canada reports do not indicate serious damage. In Europe a decreased crop is promised.

The flour trade is brisk, both domestic and export; and prices, in sympathy with wheat, are very firm. One miller reported a large shipment to South Africa this week and enquiry for an even larger shipment. This same firm had an enquiry from Egypt for 10,000 barrels. Some of this product went there last year and evidently the Canadian product was satisfactory.

MONTREAL.

FLOUR—With the opening of navigation there is noticeable a considerable increase in the flour business. Quotations have not changed since last report, but if wheat advances any further there may be an advance in flour also. Export trade is very fair. There is not much being done with Japan, as most of the grade demanded by the Japanese is sold. Business with England and South Africa is looking up.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 80
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—A slightly easier feeling is noticeable in the market. Buyers are not taking hold very freely at the figures quoted, as they believe the

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,
LONDON, ONTARIO

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
BODE GUM CO., 30 St. George Street, MONTREAL

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

DON'T TAKE CHANCES
ce you can stock our famous
ROLLED OATS
thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

safest plan is to buy only for immediate requirements, as lower prices are possible.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated " "	2 30	2 45
Golddust cornmeal. 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls		4 40

FEED—Feed continues scarce and high as usual. Some talk of lower prices when the first receipts begin to arrive, but they are a little premature. Present prices are likely to hold even after new crop begins to arrive, so far ahead are millers sold.

Ontario bran	24 00	25 00
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—A very firm tone is maintained in the flour market and there is a good domestic demand. Some millers are asking an advance of 10c., but generally speaking, quotations may be said to be unchanged.

Manitoba Wheat.

60 per cent. patents	4 40	4 60
85 " "		4 10
Strong bakers	3 80	3 90

Winter Wheat.

Straight roller	3 60	3 70
Patents	3 80	4 00
Blended		4 00

CEREALS—Millers report business fair and an advance in the prices likely. This move is under consideration.

Rolled wheat in barrels, 100 lbs	2 40	2 50
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 42
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

PREPARED FOODS IN CHINA.

U. S. Consul-General J. L. Rodgers, of Shanghai, in response to the request of a Minneapolis concern for information as to the present use and future prospects for prepared cereal foods in China, states that the present limited consumption is almost entirely confined to foreigners, and that there is but little reason to believe that the Chinese would become users of such preparations. The cheapness and simplicity of the Chinese diet form the great impediment to the introduction of foreign foodstuffs other than flour and pork, and it is to be doubted if any effort to overcome the obstacles at present existing would be even measurably successful for many years to come.

NOTES.

J. M. Wells, confectioner, etc., of Port Elgin, has been burnt out.

H. Brooks, congectioner, of Gainsboro, has sold to F. M. Grant.

John Tracey, baker and confectioner, of Hastings, has been burnt out.

Jos. G. Rymal, confectioner, etc., Tilbury, has sold to J. St. John.

Bouorette & Thibandeau, confectioners, of St. Jerome, have dissolved.

John Donaldson, confectioner, etc., Grand Forks, is selling to W. C. Chalmers.

Klein & Melton, flour and feed, of Melfort, have been succeeded by John A. Klein.

C. A. McKillop, confectioner, of Edmonton, has been succeeded by J. A. Campbell.

Ice Cream Powder

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

A Point Worth Considering

All reputable bakers make good biscuits and make those biscuits pure.

Perfection Cream Sodas

are just as good as biscuits can be made. But the reputation of

was won because of their lasting goodness. That means that our perfect process of manufacture is backed up by a perfect process of packing.

Perfection Cream Sodas

delight women because their goodness remains.

(3 lb. cards or tins)

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion,

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

Thousands of Grocers

recommend

Nicholson's Mince Meat

because it pays them well to do so. Send along that trial order now.

It also pays to recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brook's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO.,
27 COMMON ST, MONTREAL

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lay)

People are finding out now what really is Swiss Milk Chocolate — Since CAILLER'S has been on the Canadian market other brands have had to take to the woods—

Try a sample order — Every Jobber—or write to

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

2

Favorites with the Canadian Grocery trade.

Mott's

"Diamond" and "Elite" brands of

Chocolate

Purity, uniform quality all the time, has made them this—

FOR SALE BY ALL JOBBERS.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

This Chocolate won the Gold Medal at the Milan Exposition (1906) against the world.

Prices on application to Dominion Agents :

JOHN BEARNS, Ltd.
11 Bank of Hamilton Building
Winnipeg, Man.

Agents Wanted where not already represented.

TRAFFIC DELAY SERIOUS IN BRITISH COLUMBIA

Vancouver, B.C., April 17, 1907.

It did not require a threatened coal strike, and consequent tie-up of freight traffic, to make life a burden to the wholesale trade here. For the entire past winter, freight conditions have been simply "fierce." No regularity has been maintained in shipments from eastern sources of supply, and many shipments have been practically "lost." Freight traffic agents often do not know where cars have been side-tracked and it has more than once occurred that missing cars have suddenly turned up in the terminal yards here. But no such good luck attends the wayfaring of the bulk of the delayed shipments.

At the present moment freight conditions are entirely at the mercy of the striking coal miners of the various mines of the Crow's Nest Pass and in the Province of Alberta. Calgary Board of Trade has urged upon the Boards of Trade in this province to join in making representations to the Dominion Government asking for immediate action in the interest of business throughout the west. Vancouver Board of Trade at a meeting held yesterday afternoon took prompt action and telegraphed the authorities at Ottawa pressing upon them the urgent demand for action.

Already the C.P.R. has tied up the ore trains in the Kootenay district, recognizing the uselessness of moving ore forward to the smelters when the latter have but three days' coke supply, and the mines are unable to send forward any more owing to the strike. General freight is still moving on the main line, but the expectation is that if the strike continues all traffic other than passenger service will be suspended. In Vancouver, Victoria, and the rest of the coast cities that means the tie-up of the saw mills as well, which is a serious matter.

* * *

Not only are many lines of staple groceries short in the coast cities, but dairy produce is also among the luxuries. Butter of any sort is scarce and dear. The local supply of creamery butter has increased very materially during the past few weeks, and there is some local dairy being marketed in small way, but outside sources of supply have almost entirely failed. The last Australian steamer brought in 250 boxes last week. This sold at 36 cents, and 36½ cents for one-pound prints. It lasted but the length of time the proverbial snowball lasts.

Some supplies of indifferent quality have been coming in from California and these have sold up to 40 cents per pound. Even these shipments have been limited, though the price has been paid, so keen is demand. From the east practically no supplies have been forthcoming, though one or two shipments, bought on the Montreal market, have been expected for some time. This eastern stock could not sell less than 33 cents if it were here. Local creamery still brings 35 cents to the trade, while local dairy is selling up to 30 cents.

There are no eastern eggs yet on the market, weather and freight conditions having been against importations. Some limited supplies from Oregon have been coming forward. With that exception the market has been entirely dependent upon local production. Recently demand has been such that prices have been forced back up to 33 cents wholesale. At that figure the market is bare of stocks.

Lard, pure leaf, is quoted at 14 cents in 3's and 5's and 10's; hams, 19 cents; bacon, 20 cents.

Grocery staples show scarcity, in fact entire absence of condensed milk and cream, shortage of caddies of tobacco, and many other lines. In dried fruits there is a quieter feeling. Prices are still high, but some good stocks are carried here. In apricots there is no surplus, and the quotation is 23 cents. Dried peaches are 15 cents and 15½ cents; plums, 14 cents and 15 cents; pears, 11½ cents; prunes, 4¼ cents to 8½ cents, the lowest figure for 90 to 100's and the higher for 30 to 40's, though the big sizes are scarce. California figs are 6½ cents.

In canned goods no changes are reported in prices, which are all based on Canadian Canners' quotations, with exception of tomatoes, which are $1.50. No canned strawberries are in stock at all. Rice is stiffening up in Japanese markets, though the price still holds at $78 per ton here. Stocks of tapioca and sago are plentiful and goods on order in these lines coming forward regularly. Prices are, tapioca, 7 cents; sago, 6¾ cents.

Potatoes have gone up steadily and remain firm at high prices. The stocks have run very low and supplies are mainly from the upper country. Some have even been brought from the Kootenay, a very radical change from conditions a few years ago when practically none were produced in that district. Many have been shipped from the Okanagan district, and while some have reached this market, the bulk of the stock has gone to the prairie. Calgary being very short. Prices now quoted here are from $32 per ton up.

Local hot-house lettuce is short at the present time, not half enough coming in to meet demand. Victoria growers, who supply the larger proportion, will not have any to market for over a week yet: Local green onions, radishes and hot-house cauliflower are on the market. The onions are 25 cents per dozen bunches; radishes, 40 cents per dozen bunches; cauliflower, $2.50 per dozen heads. Rhubarb is all local now and present price is 8 cents per pound, but the tendency is downward, and before many weeks less than half that price will be asked.

California cabbage is in good supply, a carload having just arrived this morning. The price is rather high at present, being 4 cents to the trade. Fresh asparagus, California-grown, is plentiful, at 18 cents per pound. Celery is scarce, and supplies are all from California. The price is up to $1.00 per dozen.

Last week's Australian steamer brought in a considerable consignment of Tasmanian apples, which are in splendid condition. The price is at luxury basis, being $3.50 to the trade for the 40-pound box. Local apples are practically off the market, and what few are still in hands are of very indifferent quality. A very few Oregon apples are still on the market at $2.75 and $3.00. California navel oranges and Mediterranean sweets are in good supply, though the former variety is nearing the end of its season. Prices are from $3.50 to $4.00 per box. A considerable quantity of tangerines, California-grown, have been on the market this season. They sell fairly well, at somewhat lower prices than standard oranges. Lemons have gone up to $5.50 with indications that they will rival last year's fancy figures before the season is out. Some Florida tomatoes are due in to-morrow. They will sell at $6.50 to $7.00 per 40-pound box to the trade. The California tomatoes which have been supplying the market recently, have been selling at $4.00 for the 20-pound box. Bananas are in plentiful supply, about two cars a week coming forward on the average. They bring 5½ cents per pound.

BUSINESS NOTES.

W. E. Hamlin, grocer, has sold to J. L. Gesuer.

R. A. Pollard, baker, Petrolea, has sold to Samis Bros.

C. M. Vollick, of Muncey, general store, is selling out.

Alfred Edwards, grocer, of Montreal, is selling out at auction.

Mrs. M. Cardinal, grocer, of Ottawa, is retiring from business.

F. R. Mills, of Dauphin, grocer, has sold to A. J. McPherson.

J. W. Burgess, grocer, of Wallaceburg, has sold to E. H. Ruttan.

The assets of J. W. Tremblay, general store, Bic, have been sold.

Henry Chausse, of Port Arthur, grocer, has sold to Colleron & Foote.

D. G. Parker, of Watford, boots, shoes and grocery, is retiring from business.

J. M. Shields & Sons, general store, Phelpston, have sold to L. Shanahan.

G. D. Raymond & Co., grocers, of Cannan, have been succeeded by Raymond & McDonald.

Brick & Brick, general store, and James O'Reilly, who runs a boot and shoe department in connection with his grocery, both of Hastings, were burnt out a few days ago.

Wagstaffe, Ltd., Hamilton, have ready for delivery their new season "Fig and Lemon Marmalade" which had such a large sale last year. This marmalade is a delicacy both toothsome and appetizing, and is a good tonic for toning up the system. It is just the marmalade for spring, being a combination of figs, lemons and the best granulated sugar.

LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT

BY ROYAL WARRANT.

SAUCE

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

"Pride of Canada"

PURITY

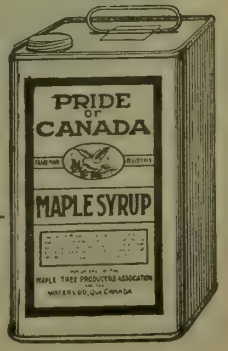
You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made.**

We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

Maple Tree Producers' Association

WATERLOO, - QUE.



"Pride of Quebec"

STRAWBERRIES

Expect our first direct car from North Carolina to arrive about Monday, 6th May, and will have daily arrivals after that. Your orders will have our best attention.

Have also car each of

FLORIDA TOMATOES
CUBA PINES
and
NEW CABBAGE

Do not forget we are headquarters for

ORANGES
and
LEMONS

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

FRUITS, VEGETABLES AND FISH

The Deciduous Fruit Situation in California — Eastern Business Quiet — Cuban Pines Late and High—The Potato Situation.

The most recent information obtainable from California gives the prospects of the deciduous fruit crop of that district, from the fresh fruit shipping standpoint, and with particular reference to the heavy fresh fruit shipping districts, as decidedly encouraging.

Early cherries will be light, with the later-blossoming varieties, especially Royal Arms, fair to heavy. The first box went forward about the 25th, several days later than last year. Apricots are practically a failure, and the crop will not exceed one-eighth of what might be expected under normal conditions. The peach prospects, though not exceptional, are brighter than last year, and a generally very fair crop may be looked for. Bartlett pears promise well, and though a number of trees in some districts have suffered severely from the fire blight, the season's yield should be well up to the average. All stock shipped is to be strictly first-class, since the bruised and scabby pears which formed the bulk of occasional shipments last year were found to reflect upon the standing and reputation of the growers as well as the importers. The grape prospect is magnificent, no damage or injury having been reported from any place. There seems to be a sufficiency of rainfall to mature all crops in every district.

The date of ripening will be a little later than last year, and at least two weeks behind the average season. If the weather continues warm and favorable, as at present, however, much of the lost time may be regained.

Trade in Montreal and Toronto continues quiet, though the recent balmy days have done much to put business on a more active footing. Collections are a little slow, the stringency of money being noticeable for the past month. It seems, however, to be merely a question of patience and there are few complaints.

The general impression is that the Cuban crop of pineapples is at least 20 per cent. less than that of last year, and that the prices will continue proportionately higher.

Potatoes are a somewhat ticklish proposition at this time of year. As the weather becomes hotter the stock grows at an amazing rate, and a bag of potatoes will lose from three to five pounds in a week if allowed to lie undisturbed. Under these circumstances dealers are cautious about letting a big stock accumulate on their hands, and unless they see their way clear to an immediate sale can hardly be induced to buy.

MONTREAL.

FRUITS.—Oranges are high but demand is very good. Lemons are scarce, receipts being light. Demand for various lines is rather limited. Apples are slow, although a few good lots have been sold recently. Florida grape fruit is cheaper. Bananas are high on the seaboard, and locally prices are somewhat above those quoted last week. The bananas offering, however, are really worth the extra money, being of the finest stock obtainable.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 00	3 00
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	4 00	5 50
Apples, bbl	3 00	5 00
Lemons	3 25	3 50

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 — *Guelph, Ont.*

Mexican oranges, box	2 65	2 75
California oranges, new navels	3 25	4 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	....	2 65
Florida oranges, box	....	5 00
Valencia oranges, case	4 00	4 50
New figs, per lb	0 08½	0 12½
Cranberries, Cape Cod, per bbl	....	7 00
" Canadian, bbl	6 00	6 50
Florida grape fruit, box	....	5 50
Jamaica grape fruit, box	4 00	4 50

VEGETABLES — With warmer weather more business is being done in vegetables. River navigation is opening and this means increased trade. Potatoes are going well locally. The price is unchanged. There is a good demand for onions at figures quoted. Egyptians are now on the market, prices asked running between 2½c. and 3½c. a pound. Old cabbage is about done and new stock is being sold freely. Quite a number of price changes are noticeable this week.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	3 00	4 50
Montreal cabbage, per bbl	2 00	2 25
American cabbage, bbl	2 00	2 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 75	0 90
Green beans, basket	....	6 00
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	0 75	1 00
Celery, per doz	1 10	1 50
Florida celery, case	....	4 50
Asparagus, doz. bunches	10 50	14 00
Radishes, doz	0 40	0 60
Spinach, per bbl	....	4 00
Cucumbers, per doz	1 25	1 75
" basket	4 50	6 50
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	....	1 10
New potatoes, lb	....	0 06½
" " bbl	....	8 50
Jersey sweet potatoes, basket	....	2 25
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02½	0 03½
Red onions, bbl	....	4 50
" bag	1 75	2 00
New beets, doz. bunches	....	1 50
Old " bag	1 25	1 50
Carrots, bag	....	1 25
Mushrooms, lb	....	0 75
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	1 00	1 25

FISH — A fair trade is passing in fish, although it is never much at this time of year. New halibut is arriving freely and is disposed of without trouble at 8c. Haddock and cod are lower in price. Fresh fish generally are offering more freely this week, many lines being quoted. Some new

BANANAS

Special care has been given in our new building to the Banana business. The most modern ripening rooms have been built, so that Fruit when ripened will be firm and hard.

A large supply for this coming week.

PINEAPPLES

Prices are coming down a little, but by another week they should be "rightly priced." A good time to get your trade started. Packed in cases 24s, 30s and 36s, uniform in size and thoroughly ripened.

ORANGES

When in doubt buy **Broncos:** Our trade is limited only by our supply. **High-class, extra fancy,** the finest Navel Oranges in Orangedom.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106 **TORONTO AND HAMILTON**

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We have fresh arrivals daily of

STRAWBERRIES, TOMATOES, CABBAGE and other new vegetables

PINEAPPLES more plentiful

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card i same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit.

Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:

1,000 cases Persian Sultana Raisins.

Cheapest line ever offered.

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed.

Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1866

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and *Tell Us If You Don't Get What You Want.*

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00

Frozen Smelts No. 1 6½ a lb.
" " No. 2, 4c. a lb.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.

E D S

There's just one brand of Jams and Jellies which assures the paying trade.

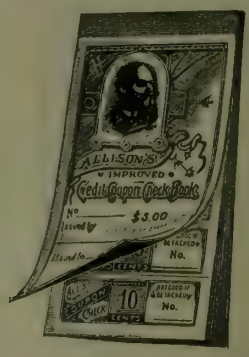
"E.D.S." BRAND Jams and Jellies

are the best manufactured in Canada. If you do not know that you ought to. Ask for the proofs!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,

Winona, Ont.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Summer freight rates are now in effect.

SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade

GLAD TO SEND PRICES

VERRET, STEWART & CO.

LIMITED

12 Port Street, - - MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1;

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

MERCHANTS

who appreciate the advantage of handling an article that is well-known and popular should make a leader of

PACKAGE CODFISH

bearing this trade mark

Our efforts to supply Fish of a quality that will suit the best trade are such as should commend them to every good storekeeper. We are trying to make it easier for the grocer to sell more Fish, first by giving him a fine assortment of saleable articles, and second by advertising it generously and effectively.

Atlantic Fish Companies,

Limited

LUNENBURG, N.S.

A. H. BRITTAIN & CO., MONTREAL, General Agents for Ontario and Quebec.

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit and Vinegar Co.,

Belleville, Ont. LIMITED

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

varieties worth mentioning are: Dressed bullheads, carp, sturgeon, sea trout and new buckshad. Haddies and kippers are arriving in larger quantities. Labrador herring is up 50c.

Fresh and Frozen Fish.

Haddock, per lb	0 05	0 06
Halibut, express, per lb		0 08
Dressed bullheads		0 10
Bluefish, per lb		0 14
Grass pike, express "		0 08½
Mackerel, small, " "		0 08
New buckshad, lb		0 35
Dore, "		0 08½
Carp, lb	0 05	
Smelts " "	0 08	0 10
Steak cod, lb	0 06½	0 08
Sturgeon, lb		0 11
Lake trout, lb		0 10
Sea trout, lb		0 14
White fish, lb		0 07
Salmon, lb		0 20
Smoked and Salted—		
New haddies, boxes, per lb		0 08
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Dry cod in bundles		5 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small, " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT — Strawberries are arriving more freely, and the demand increases with the warm weather. Prices are a little easier, the market ruling about 13 cents a pint for Louisiana berries. Pineapples are considerably lower and exhibit a tendency to drop still further during the week. A considerable percentage of the Cuban crop seems to have been badly damaged.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00	3 75
126's	3 50	3 90
150's		4 00
176's, 200's, 216's		4 25
Navels, extra choice, 80's, 96's, 112's, 250's, 288's		3 25
126's		3 50
150's		3 75
176's, 200's, 216's		4 00
Mexicans, 126's, 150's, 250's, ½-box	2 25	2 50
" 176, 200, 216		2 75
Valencias, ordinary 420's, per case	4 00	4 25
Bloods, 80's, 100's, 150's, ½-boxes		2 25
Ovals, 80's 100's, 150's, ½ boxes		2 25
Grape fruit, Floridas, 64's, 80's		6 00
Lemons, No. 1's 300, 360		3 75
" " 2's 300, 360		3 50
Pineapples, 24's, per case	5 25	6 00
" 30's, "	5 00	5 50
" 36's, "	4 50	5 25
Apples, Ben Davis, Nos. 1 and 2	3 00	4 00
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 50
Strawberries, Louisiana, per qt	0 20	0 25
" " per pint	0 12½	0 15

VEGETABLES — Tomatoes show a rise of 50c. to 75c. over last week. There is difficulty in obtaining sufficient supply since, even at the increased prices, there is no abatement in the demand. Asparagus, celery, spinach and new cabbage all exhibit an upward tendency. Onions, especially Bermudas and Valencias, are easier.

Potatoes, Delawares, per bag	1 00	1 05
" Ontario	0 80	0 95
Sweet potatoes, per hamper	2 25	2 75
New potatoes, per bush basket	3 00	3 50
Onions, Spanish, per large case	3 00	3 15
" " small case		1 10
" Red Globe, per bag		1 50
" Yellow Danvers, per bag of 75 lbs		1 65
" Green onions, per doz		0 15
" Potato, per lb		0 07½
" Egyptian, 110-lb. bag		3 25
" Bermuda, per crate		3 25
Cabbage, new Canadian, per case		3 50
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 40
" Boston head, per doz	1 50	1 75
Radishes, Roseland, per doz		0 50
Cucumbers, hot house, per doz., fancy Boston	1 25	2 25
" Floridas		1 25
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
" green, per bushel		4 50
Peas, per bush		4 50
Tomatoes, fancy, per crate	4 50	5 25
Tomatoes Florida, per crate	4 50	5 25
Parsley, per doz		0 25
Celery, Florida, 4, 6 and 8 doz., per case	3 25	4 00
Asparagus, fancy California large, per bunch		1 00
" per doz		3 50
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH — New lines of fresh-caught stock are arriving more freely, among them trout, whitefish, perch, pike and halibut. The last-named are exceptionally fine, but prices on all fresh fish are still too steep to admit of very free movement.

Haddock, fresh caught, per lb		0 04
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	0 13	0 15
Trout, per lb		0 12
Ciscoes, per basket		1 30
Finnan haddie, per lb.—fresh cured		0 10
Labrador herring, per bbl		4 75
Smelts, per lb		0 08
Cod, per lb		0 07
Halibut, fresh caught	0 10	0 12
Yellow pickerel, winter caught, per lb		0 07
Tubilees, per lb		0 06
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Flounders, per lb		0 05
Digby herrings, per bundle		0 60
Halifax fish cakes, case		2 40

LARGEST IN THE WORLD.

Claim of the Calfornia Fruit Packers' Association.—A. B. Paul in Canada.

A. B. Paul, Jr., manager of the dried fruit department of the California Fruit Canners' Association, San Francisco, was in Toronto this week on his annual business trip to Canada. He came from Montreal, where he visited the grocery exhibition, and there the sign of the Canadian Canners, Ltd., arrested his attention, "Largest Canners of Fruits in the World."

"Either you or we will have to take that sign down," he told them, and to The Canadian Grocer he said: "We claim to be the largest canners of fruits and vegetables in the world."

He went on to relate that the association, with a capital of $5,000,000, was organized eight years ago and had 29 factories and 12 dried fruit packing plants. They lost three canneries in the San Francisco fire and are now rebuilding them. Their combined capacity will be 250,000 cans packed and stocked in a day. The association's loss in the fire was $660,000, less the insurance, yet the gross profits last year were over $700,000.

The association began packing fruit only a year or two ago and last year was their first in the Canadian market. Mr. Paul asserts they are the largest packers on the coast, however, with a capacity for raisins alone of 360,000 lb. cartons (10 carloads) a day.

Speaking of the prune crop last year, Mr. Paul said it was 180,000,000 lbs., and that there were left on the coast only 15,000,000 lbs. The crop of Lima beans was 900,000 bags and of citrus fruits 27,000 carloads. Apricots had again been ruined by the frost, he said, and the crop this year would be about the same as last, 10 or 15 per cent. of an average. Last year's raisin crop was exceptionally heavy and as it is unlikely that two abnormal crops will follow in succession, only about 100,000,000 lbs. are looked for this year.

Mr. Paul was seen by The Canadian Grocer at the office of Geo. Musson & Son, who are the Toronto representatives of the association.

NOTES.

J. H. Lennox, Ivy, is building a new up-to-date general store.

J. W. Graydon, Grand Valley, is moving to the Northwest and is taking his stock with him.

W. J. Clute, grocer and confectioner, Creemore, has sold out to W. J. Orr and gone west.

T. H. Dodds has started a grocery in Port Hope. He opened on Monday. Here's success to him.

Bishop Bros., Niagara, are going into the canning business this season. They are at work now on a factory.

J. Lithgow, town councillor, Bobcaygeon, has sold his grocery business to W. A. Graham, of Lakefield.

Herbert Sharp, who opened a grocery at Goodwood about a month ago, reports business very satisfactory.

Shields & Son are opening up in Grand Valley on the 1st of May, with an entirely new stock of general merchandise.

Willison & Merrill, of Hastings, a new partnership, have bought out A. P. Parsons. Mr. Parsons in going to try his fortune in the west.

W. A. Dulmage, Harriston, has succeeded S. A. Todd of that village in the grocery business. Mr. Todd is going west. Mr. Dulmage was formerly a clerk with Hanna & Company, Wingham.

W. Graham, Kirkfield, has bought out W. Lithgow, Bobcaygeon. Mr. Graham sold out his new business three months ago. He will open his new store on May 1.

The Walter Baker Company, manufacturers of chocolate, etc., have put a new size of their Premium No. 1 chocolate on the market which promises to meet with popular favor. It is a quarter-pound size in neat package.

Geo. Edmonds, Fingal, has sold his business to Mr. Scott, formerly clerk with A. McCormick, grocer, London. Mr. Edmonds is retiring from business and will go shortly on a trip to the Old Country. It is said, too, he has designs on an automobile.

Owing to the great increase of business for "White Moss" cocoanut and their other lines, the Canadian Cocoanut Co. have been compelled to make extensive alterations and enlarge their plant, putting in new and larger machinery so as to be thoroughly prepared to supply all comers.

The Canadian Cocoanut Co., Montreal, are increasing the capacity of their plant, a step necessitated by the growing demand for their White Moss Cocoanut. With their increased capacity they will be able to look after all old and new customers promptly and efficiently.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

AGENCY WANTED.

FOR the city of Toronto, to represent a pickle manufacturer; best references and security for any reasonable amount, if desired. Box 143, CANADIAN GROCER. (19)

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker, 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR RENT.

STORE to rent—Plate front, solid brick, 80 ft. deep, two storeys and basement; situated in a good village of 1,200 people, good streets, electric lights, waterworks and first-class surroundings; good opening for general store with crockery and dressmaking: old business stand; good references. Apply Box 144, MacLean Publishing Co. (19)

FOR SALE.

ONE power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost $350, will sell for $50. One dried out cutter—cost $18, will sell for $10, including fixtures. W. G. Wagoner, Cornwall, Ont.

NATIONAL Cash Register in good order; cost price, new, $110; will sell at $65. J. A. McCance, St. Thomas, Ont. [18]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

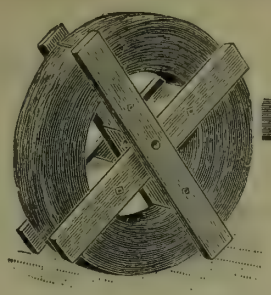
A MAN of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agen in Western Ontario, best of references. G. S Heyward, Chatham.

SITUATIONS WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.



Self-Drawing Wire Strapping

PAT'D DEC. 13TH 1887.

Holes punched every three inches.
An excellent strap for binding cases, made in two sizes, 5,000 ft. on wooden frame.

J. N. WARMINTON

43 Scott St., Toronto. 207 St. James St., Montreal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

"A BETTER WAY OF DOING BUSINESS"

If one or two or a score of Grocers made that remark when speaking of any man's business method it would be worth considering; but when 85 per cent. of the Grocers in this Dominion say so the phrase becomes important. Apart from the known goodness of

PHARAOH and PEBBLE

it is remarkable that so large a percentage of Canadian Grocers should speak that way of my business methods. How much does the phrase mean to you? Shouldn't you, in fairness to yourself, find out? Better Cigars you cannot stock than ***PHARAOH*** and ***PEBBLE.*** Connoisseurs say so. I want your personal opinion of my way of doing business. Send me your address to-day.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer, Stock

T. & B.

Because

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY TRADE NEWS ON THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., April 15.

The grocery markets are very firm and have an upward tendency. Tea in bulk has been advanced, but there is no change thus far in packages. Sugar has been advanced ten cents per hundred pounds and rice is also higher. Business has been good, large supplies being required for the fishermen who are now out on their spring trips, and by the lumbermen who are preparing for the spring drives. Flour is firm; lard is inclined to be a little higher, and pork and beef are a shade easier. Eggs are coming in very plentiful and the price is declining very rapidly. They are now quoted at 17c. The cold storage men have not yet commenced to lay in their stocks as it is too early in the season. The price holds well, however, considering the quantity of stock on the market. Butter is a very scarce article at present and very little good stock can be bought under 26 cents. Dairy tubs are practically off the market. Dealers are at a loss to understand what the farmers are doing with their stock, as it does not appear to be reaching the market. Good stock finds ready sale, even at the high prices.

FISH.—The fish markets are very dull at present and the stocks on hand are pretty well exhausted. The shipments now are very light, and dealers are clearing out their old stocks in preparation for receiving new fish, which will be coming in in the course of a few months. Many of the fishermen are now out on their spring trip. The price of lobsters is still very high and the catches to date are unusually high. The market is well supplied with fresh fish at present, and some trout and salmon are offered for sale. The first fresh salmon of the season was marketed this week.

Fishing Outlook.

According to advices received here great difficulty is experienced in procuring crews to prosecute the Bank fishings. The western outfitters of the colony are offering higher wages than usual and still they cannot get men. The explanation lies in the fact that the Labrador fishery has proved more attractive than usual in the matter of wages the last few years, and all the northern men are absorbed in that direction, while the southern contingent are finding more and more employment across the gulf every year. Fish is exported in abundance on some parts of the Newfoundland coast, and the fishermen are making big hauls, though they are greatly handicapped owing to the short supply of bait.

Large quantities of sugar and molasses are now being landed at this port. The steamer Parima, which arrived here last week from Barbados, Antigua and St. Kitts, brought 1,179 hogsheads, 15,400 bags and 301 barrels of sugar, and 693 puncheons, 40 hogsheads and 55 barrels of molasses.

Fish Plant Changes Hands.

The Gorton-Pew Fish Company, of Gloucester, Mass., has purchased the extensive fish plant of the C. Robin Collas Company, of Halifax, and within a short time, under new ownership, the big fish curing plant will be in operation on a larger scale than ever before.

The firm of Bezanson & Thompson, who have been carrying on a general grocery, flour, meal and fish business at Mahone, N.S., for the past five years, have decided to go out of business, and the entire stock will be closed out at once. Mr. Bezanson is going west to reside.

* * *

A. Hobrecker, tobacconist, of Halifax, has taken over the business conducted by George Harris, tobacconist, of Sydney.

* * *

J. Cox Tillman, a big West Indies fruit merchant, was a visitor to the city last week, en route to England in the interests of his firm.

* * *

Emmerson Bigelow, one of the staff of clerks in the H. W. Eaton Company establishment at Canning, N.S., has left for Regina, where he intends residing permanently.

* * *

T. H. Allison, representing Bauld Bros., of Halifax, wholesale grocers, who has been confined to his room at the Sydney Hotel by illness, has recovered and is able to be out again.

* * *

The Canada Beverage Company will erect a large frame and stone building on Spring Street, Amherst, this summer.

* * *

Larder & Young, wholesale fruit merchants, of Sydney, will soon commence the construction of a large warehouse on their property at the corner of George and Pitt Streets, Sydney. The new business house will be built of wood and will be fitted up with all modern appliances for handling the different lines in which this firm is engaged.

* * *

Further development of the tobacco business successfully conducted by

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St.Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

We shall receive from different European firms, per Str. direct to Quebec, $25.000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Hickey & Nicholson, of Charlottetown, P.E.I., is proposed. The firm has been incorporated with a capital of $100,000 to conduct a general tobacco business on a large scale. E. B. Hartnett, who has severed his connection with the Empire Tobacco, has joined the new firm. The present premises will be enlarged and more machinery will be added to increase the output of goods. At a provisional meeting it has been decided to offer for sale $30,000 of stock.

To Boom Agriculture.

An aggressive campaign is planned for this summer by the Department of Agriculture for Nova Scotia. Every effort will be made to induce the farmers to raise more live stock and produce, and to work the vacant farms. A series of live stock meetings just concluded in King's County were most successful, some of them being attended by over two hundred farmers. These meetings, which were held at Starr's Point, Church Street, North Kingston, Kingston, Berwick and Waterville, were under the auspices of the King's County Farmers' Association. The attractive feature at these meetings, which were addressed by Principal Cumming, of the Agricultural College, was that at each afternoon session the farmers brought various classes of live stock, including dairy cows and beef cows, horses, sheep, etc., which were made the basis of practical demonstrations on the judging of live stock and for stimulating farmers to improve the quality of their stock.

Principal Cumming reports that the general feeling among the farmers whom he met is one of optimism. Prices for various farm products have been so good that farmers are trying to produce more. Moreover, the value of quality in all classes of farm products has become so impressed that everyone is talking about methods of growing cleaner fruit, better breeds of cows and more marketable horses. The County Farmers' Associations are doing a magnificent work to encourage this sentiment. Agriculture will receive more attention from the Government this year than ever before and $66,100 will be expended for this purpose, which is an increase of nearly $12,000 over last year.

* * *

The City Abattoir Company, of Sydney, has been incorporated under the laws of Nova Scotia. The company has purchased a site on the Lingan Road, at Sydney, on which they propose to erect a modern plant.

NOT TO BE TRUSTED WITH CASH.

The Michigan Tradesman, in commenting upon a letter published in its columns on the subject of C. H. Raymond, the fraudulent and self-appointed representative of The Canadian Grocer to whom the attention of our readers has already been drawn, says: "We deem it our duty to warn the trade against this man as a protection to itself in case he should ever undertake to victimize any of its readers. He was never employed by The Tradesman and has never represented this paper a single moment. Members of the staff have made him temporary loans from time to time during the past twenty years, but the advances have proved to be permanent investments instead of loans. Raymond has been employed in the past by The Michigan Merchant (Saginaw), Detroit Commercial, Detroit Grocer and Butcher, and other short-lived publications of a questionable character. He has never, so far as The Tradesman's information goes, been connected with a first-class publication—with the knowledge and consent of the publisher. He was many years ago connected with Proctor & Gamble, but failed to hold that position long."

CHECKING OF FREIGHT BILLS.

This subject of very great interest to the retailer and wholesaler is taken up in the April number of the Hardware Dealers' Magazine by A. D. Allen. There is a good deal of friction caused between consignor, consignee, and transporter, by dilatory checking of freight bills and by neglect to check them. Mr. Allen clearly illustrated his ideas by the citing of an instance directly connected with the hardware company in which he was interested.

Early last fall his company made a shipment of high-class guns to one of their customers six hundred miles distant. The consignee had several times objected to paying the freight bill and finally stated after enquiries being made by the consignors that the guns were rusty. He had opened the boxes in the freight shed and found them in bad condition. The goods were returned to the consignors, with unpaid freight charges, together with accumulated storage charges, which had been unpaid. The consignors were unable to collect any damage charges from the railroad because no expense bill had been filled out with the damage noted. If the consignee had requested the station agent to write on the face of the expense bill, "badly damaged by rust," the consignors, or having the goods shipped back to them, would have been able to make a full collection of damage charges from the railroad company.

As Mr. Allen truly says, railroad companies are essentially carriers. That is what they exist for. They are not for a moment to be held responsible for differences between consignor or consignee, caused by neglect on the part of either of the latter. He said, "We know of no road that is not reasonable in the matter of settling claims based on an expense bill marked in accordance with facts as stated in the claim."

A great advantage could be gained if consignees would be insistent in their demand that railroad agents write on the face of their expense bills that damage has been done and, if necessary, a description of the damage sufficiently detailed to convince the claims office just what the damage is and that theirs is the responsibility. If the consignee would do that and then accept his shipment it would only be necessary to return the goods to the shipper, attaching the expense bill so marked. Such a simple precaution would prevent friction between consignor and transporter and put the consignor and consignee on more amicable terms.

PINEAPPLE TRUST BLOCKED.

From Singapore the following dispatch reaches the London Times:

"The negotiations for cornering the pineapple market are proceeding. The Chinese exporters, who are chary of committing themselves, contemplate, if the trust terms are unfavorable, a counter move by fixing the market rate so as to improve prices. The possibility of success for the combination is doubtful. The amount involved in the Singapore trade is $3,250,000 (about $1,850,000 gold.)"

A later dispatch was as follows:

"After a prolonged meeting the Chinese packers have decided against the proposal of a European export firm to form a pineapple trust. It was agreed to meet weekly in order to fix prices."

WE CAN CROW

over the quality of the cigars manufactured in our factory. We know they're *THE* goods. Years of experience have made possible the turning out by us of two brands which are world-beaters.

Royal Sport and Hogen-Mogen Cigars

have been selling for years, ever in larger quantities. You wonder why? Quality, which is ensured through our buying only *the best raw tobacco*, and employing *only expert workers.*

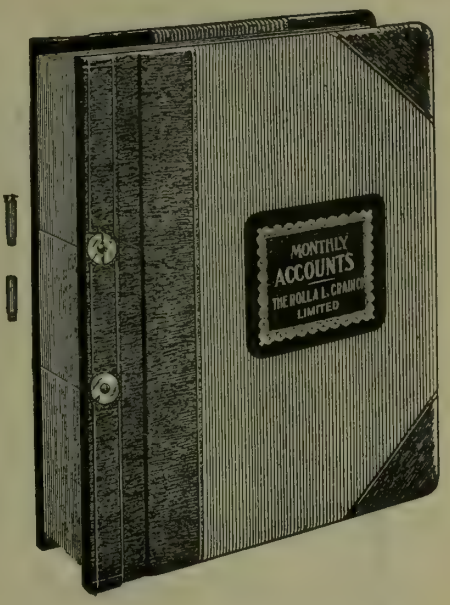
Sell these brands to upbuild your tobacco department.

THE SHERBROOKE CIGAR CO., - Sherbrooke, Que.

A Perfect System Means No Loss

A loss in time, labor and money indicates a fault in the System.

The Crain Continuous Systems



will save time, will save labor, therefore must save money.

You are so taken up with the details of your business that you crowd the most important part of the business—the book keeping. Then why not make this all-important part of your establishment, simple, accurate and time-saving?

The Crain Monthly Account System with one writing will keep your accounts up to the hour. With it accounts are always ready to hand out. It is only half the labor and costs no more. Then why not have the best?

This is only one of the many Systems we manufacture, but it is the all-important one for the busy merchant or manufacturer who has accounts to render.

Write us for particulars.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: ***18 Toronto Street***

Montreal: ***Alliance Building, 107 St. James St.***

Winnipeg: ***11 Nanton Block***

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

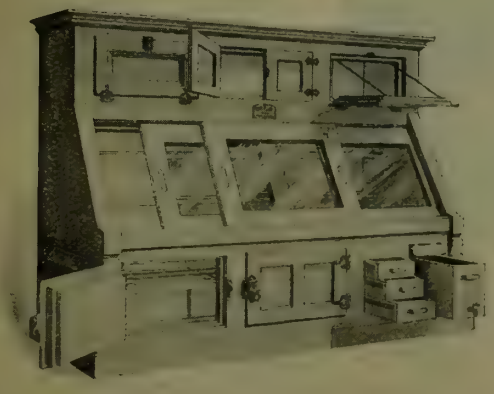
The Ontario Office Specialties Co.,

126 Adelaide E., TORONTO

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN

Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.

Too Expensive For My Business !

SYSTEM THE SECRET OF SUCCESS

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

* * * * * *

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you ?

That's only one of the things Business Systems will do for you.

* * * * * *

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS :

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

We Make The Waggon It Will Pay You Best To Buy

Tell us your waggon wants and we'll produce **THE WAGGON YOU WANT**—making it just as artistic and durable as a waggon can be built. **AN ABBOTT WAGGON** certainly does improve business. It talks about you.

Write for interesting facts.

H. G. Abbott & Co. London, Ont.

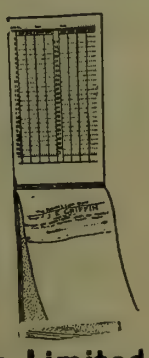
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book

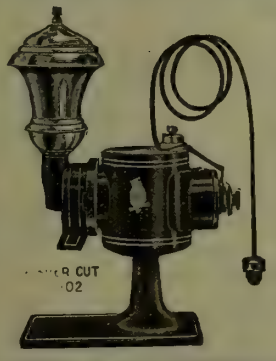
is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited

Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Easy to Buy——Easy to Sell

The Fine Flavor and Neat Appearance of

UPTON'S

Jams, Jellies and Orange Marmalade

makes them easy to sell.

UPTON'S

UPTON'S

UPTON'S

Every wholesale grocer carries them in stock. That makes them easy to buy. Upton's Jams, Jellies and Orange Marmalade have easily the largest sale, for the simple reason that the consumer appreciates their superior qualities.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 3, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
3 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes
" English 36/10's....$2 85

Canada Flakes "Household," 24/25 s 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ¼ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case, per doz.	$ .90
1 " " 4 " " "	1.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	2.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 2lc. to	0 31
" Sweet Chocolate liquors, 2lc. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	26c
6-lb. bxs., 12bxs. in case, ½-lb. pkgs	26c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.	
"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

For cleanliness in manufacture and Purity of Milk

BORDEN'S BRANDS

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream

stand unrivalled, unapproachable in their line—

EVERY JOBBER HANDLES THEM.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case, per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case per lb. 0 07½
5 and 14-lb. wood pails, 6 pails in crate, per lb. 0 07
30-lb. wood pails " 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
2 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
" -lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, ¼-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

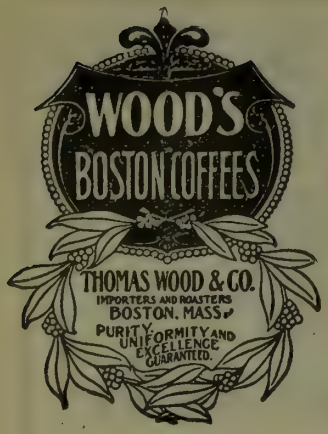
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



STUMPS

Impede progress on the farm unless pulled up and removed.
If you find obstacles in your business, throw them out and put

"WOOD'S COFFEES"

in their place.

They make "smooth plowing" for the Grocer.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL,

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
- Canada Laundry, boxes of 40-lb. $0 05½
- Acme Gloss Starch—
  - 1-lb. cartons, boxes of 40 lb. 0 05½
- Finest Quality White Laundry—
  - 3-lb. Canisters, cases of 48 lb. 0 06½
  - Barrels, 200 lb. 0 05½
  - Kegs, 100 lb. 0 05½
- Lily White Gloss—
  - 1-lb. fancy cartons, cases 30 lb. 0 07½
  - 6-lb. toy trunks, 8 in case. 0 07½
  - 6-lb. enameled tin canisters, 8 in case. 0 07½
  - Kegs, ex crystals, 100 lb. 0 06½
- Brantford Gloss—
  - 1-lb fancy boxes, cases 36 lb. $0 07½
- Canadian Electric Starch—
  - Boxes of 40 fancy pkgs., per case 2 50
- Celluloid Starch—
  - Boxes of 45 cartons, per case 3 50

Culinary Starches—
- Challenge Prepared Corn—
  - 1-lb. packages, boxes 40 lb. 0 05½
- No. 1 Brantford Prepared Corn—
  - 1-lb. packages, boxes 40 lb. 0 07
- Crystal Maize Corn Starch—
  - 1-lb. packages, boxes 40 lb. 0 07

SAN TOY STARCH.
pkgs., cases 5 doz., per case 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
- St. Lawrence corn starch, 40 lb 0 07

Laundry Starches—
- No. 1 White, 4-lb. cartons, 48 lb. 0 06½
- " 3-lb. cartons, 36 lb. 0 06½
- " 200-lb. bbl. 0 05½
- " 100-lb. kegs 0 05½
- Canada Laundry, 40 to 46 lb. 0 05½
- Ivory Gloss, 6-6 family pkgs., 48 lb 0 07½
- " 1-lb. fancy, 30 lb. 0 07½
- " large lumps, 100-lb kegs 0 06½
- Patent starch, 1-lb. fancy, 28 lb. 0 07½
- Akron Gloss, 1-lb. packages, 40-lb. 0 07½

OCEAN MILLS.

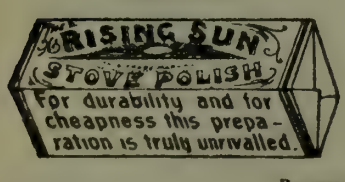
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.
In Pictoria—Cardboard Boxes—
- 4 lbs. net weight 8½c.
- 1 lb. gross weight 8½c.
- ½ lb. gross weight 9c.
- ¼ lb. gross weight 10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
- 1lb. gross weight 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Barrels, 600 lbs.	0 02½	per lb.
Half-barrels, 350 lbs.	0 03	"
Kegs, 150 lbs	0 03½	"
2-gal. pails 25 lbs.	1 10	each
3 " " 38½ lbs.	1 50	"

Plain tins, with label— Per case
- 2 lb. tins, 2 doz. in case 2 00
- 5 " 1 " " 2 45
- 10 " ½ " " 2 40
- 20 " ¼ " " 2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—
- Cases 24, pts. 2 50
- " 12, ½-gal 4 80
- " 1, 5-gal 4 00
- Cases, 24 qts. 4 80
- " 6 gals. 4 50

54 lots prepared up to 40c. rate.

Empire Golden Syrup—
- Cases, 24—2's. 2 10
- " 12—5's. 2 45
- " 6—10's. 2 40
- " 3—20's. 2 35
- Bbls, per lb. 0 02⅞
- ½-bbl. " 0 03
- Kegs " 0 03½
- Pails, $1.10 and $1.50

Usual freight allowance for factory shipments

ST. LAWRENCE STAECH CO., LIMITED.

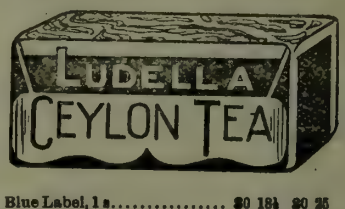
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs	0 03 "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb	1 10 each
3 " " 38½ lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 30
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs.	Ceylon and Indian green or black.	lb.
"A," 1's and ½'s		$0 45
"B" 1's and ½'s		0 40
No. 1 "C," 1's and ½'s		0 35
No. 2 " "		0 30
No. 3 " "		0 22
No 4 " 1's		0 20
Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs		0 19

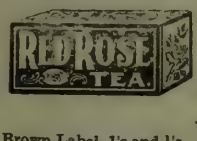
MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	50
" " ½ lbs. & ¼s.	0 40	60

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label, " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55



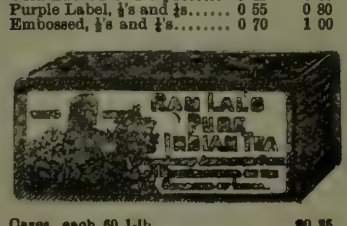
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.		0 35
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan ½s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
- "Condor" I 40-lb. boxes $....
- " II 40-lb. boxes ....
- " III 80-lb. boxes. ....
- EMD AAA Japan, 40 lb " at ....
- " AA " 40 " ....
- Blue Jay, basket fired Japan, 70 lbs., ...
- "Condor" IV 80-lb. " ....
- " V 80-lb. " ....
- " XXXX 80-lb. boxes ....
- " XXXX 80-lb. " ....
- " XXX 80-lb. " ....
- " XXX 80-lb. " ....
- " XX 80-lb. " ....
- " XX 80-lb. " ....
- " LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½

"Condor" Ceylon black tea in lead packets
- Green Label, ½s, ¼s and 1s, 60-lb. cases ....retail 0 27½ at 0
- Grey Label, ½s, ¼s and 1s, 60-lb. cases ....retail 0 30 at 0 33
- Yellow Label, ½s and 1s, 60-lb. cases ....retail 0 35 at 0 36
- Blue Label, ½s, ¼s and 1s, 50-lb. cases ....retail 0 40 at 0 30
- Red Label, ½s, ¼s and 1s, 50-lb. cases ....retail 0 50 at 0 34
- White Label, ½s, ¼s and 1s, 50-lb. cases ....retail at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s.	$0 48
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 0

Vinegars.

E. D. MARCEAU, Montreal. Per gal.	
EMD, pure distilled, highest quality.	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 25½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :

ROSE & LAFLAMME, - - - MONTREAL

REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized

linings. For grocers, butchers, clubs and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

DON'T GROPE AROUND IN THE DARK

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of The Canadian Grocer

One Cent Per Word.

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

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National Drug Co., Montreal.

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Kops' Breweries, London, S.W.

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Turner, James, & Co., Hamilton.

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Yeast.
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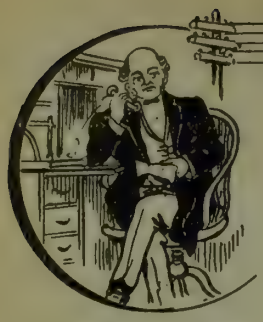

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(Continued on page 4.)

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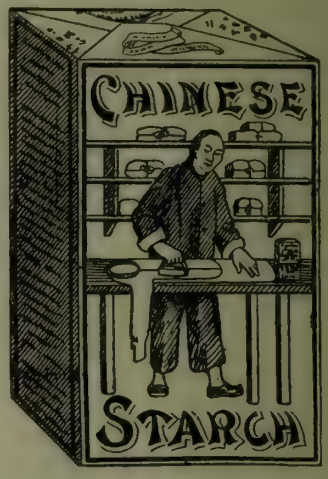

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OLD HOMESTEAD BRAND

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REGISTERED

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Ned Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Cutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

We have a low price for 40/50s in 25-lb. boxes.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

DOME BLACK LEAD

There has been a big demand for this article this season and it still keeps increasing. The goods are right—that's the reason.

JAMES DOME

is the finest stove polish on the market. Sort up your stock.

W. G. A. LAMBE & CO., Canadian Agents.

DELICIOUS

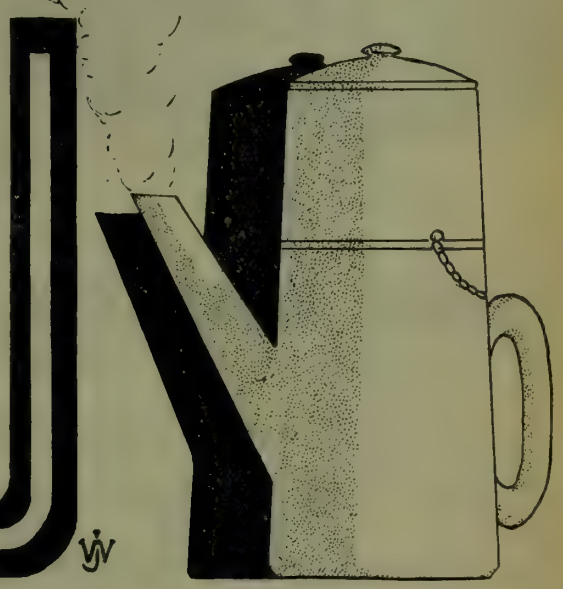
Nothing else so properly describes our

White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and ***stays sold*** — the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High grade throughout. Try a lot.

THE ROBERT GREIG CO., LIMITED
TORONTO

GREIG'S White Swan BRAND



PHENIX !

This is the name of the new washing powder we are putting on the market.

Have you had a trial order yet? Many grocers have already sent in repeats. They find **Phenix** sells wonderfully well.

It's the season to push **Phenix,** and live grocers are making money through handling it.

Are you a live grocer?

Let us tell you more about **Phenix**. We will if you write us.

AGENTS REQUIRED EVERYWHERE!

Distributing Agents for Canada

C. A. CHOUILLOU & CIE.

14 Place Royale MONTREAL

2-in-1

A shoe polish does not capture the world's markets unless it is better—a good deal better—than competitive brands. The success of

2 in 1

must be credited in the main to its sheer superiority over all other liquid and paste polishes. Then we advertise universally and persistently. That helps some. Stock ***2 in 1.***

Tell your jobber that you read about ***2 in 1*** in The Canadian Grocer.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada. Buffalo, U.S.

F. NICHOLSON

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & B...

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg,

NO. 3

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

GET IN LINE

If you are a progressive, up-to-date manufacturer
If you are open to increase your business
If you want the people to buy your goods
If your line is pure and will stand the test

Then

secure at once your booth at the

Greater Montreal Pure Food Show

to be held in the **Stadium,** corner of St. Hubert St. and Duluth Ave., Montreal.

From July 1st. to 7th., 1907

Only a few weeks left to get busy. Only a few booths remaining. Do not delay another day.

Write for prospectus and full information to

Montreal Grocery Clerks Association

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E.

Montreal

There is no magic about our Coffee—simply the best Coffee berries grown, blended and roasted as well as we know how after 40 years' experience.

Chase & Sanborn,

The Importers, Montreal

Profits Direct and Indirect

One excellent brand of goods has been known to build up a paying trade. There may be other reasons why most shrewd Grocers Stock

ESSEX
PORK and BEANS

but that one is strong enough to be important. There is a world-wide hunger for Pork and Beans of approved and known quality. To say nothing of the extraordinary goodness of our brand, our wide and systematic advertising in the popular dailies and weeklies has had its effect. Are you profiting by our advertising?

The Essex Canning and Preserving Co.

8 Wellington St. E., - TORONTO

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**. Try us,— that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE**.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Merchants 522

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Coristine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

Tartan BRAND

SIGN OF PURITY

Rice Our travellers have a big snap in Japan Rice.

Prunes All kinds and sizes from 30/40 to 90/100, also packages.

Figs We can interest you.

Vinegar Order the best Imperial.

Marmalade New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE MARKET

BEE BRAND JELLY POWDER

Retails at 6 for 25c. with good profit. An enormous seller.

Our ***Special Box*** contains six flavors—

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY and
NUTTO

but we pack any flavor required.

Write us for free samples and prices

Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

There's Money in a Cough

—if the other fellow has it and you have Mathieu's Syrup of Tar and Cod Liver Oil in stock to meet his demand for a cure.

Mathieu's Syrup

of Tar and Cod Liver Oil

—is a fine seller this weather. No trouble to sell it, and good profit. People who cough **will have it.** They know of its fine curative properties. It is well known and pretty extensively advertised throughout the country. Better send a renewal order now while you think of it.

There's never a headache but Mathieu's Nervine Powders will cure it. That's why it is such a big seller and profit maker.

J. L. MATHIEU CO.,

Proprietors **SHERBROOKE, P.Q.**

For sale at all druggists and general stores.

YOU CANNOT AFFORD TO

offer your customers anything but the highest quality in Vinegar—and hope to keep their trade!

Imperial White Wine

stands for perfection in Purity, Flavor and Quality

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

There has been a remarkable change in the tea trade during the past twelve months. People who have been temporarily deluded into trying teas "equal to and just as good as

Japan Teas"

have gone back to the genuine and inimitable teas of Japan—

There are no teas like Japans for Purity and Healthfulness.

It pays you to sell

Canada's Best Toilet Soap

BEST FOR LITTLE FOLKS

INFANTS' DELIGHT SOAP

BEST FOR BIG FOLKS

Big profits—pleased customers

Write for prices and samples

John Taylor & Company

TORONTO

Avoid substitutes or imitations

The economic housewife demands WONDERFUL SOAP for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature WONDERFUL SOAP.

The Guelph Soap Co.

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships and in their palatial hotels—Chateau Frontenac and the rest.

It is a soap selected by the best people everywhere, once it's known. Your customers will prefer it. It will pay you to always have it on hand.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E., Toronto,
Ontario Agents.

Wm. H. Dunn, 394-396
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.

21

Established Over 50 Years

DARLING & BRADY

Manufacturers of

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street. - Montreal

3 REASONS

WHY YOU SHOULD CARRY A SUPPLY OF

"MELAGAMA"

MOTHER'S FAVORITE TEA

FIRST—BECAUSE IT IS UNDOUBTEDLY AN A1 TEA IN EVERY RESPECT—TEST IT YOURSELF
SECOND—BECAUSE IT'S WELL ADVERTISED
THIRD—BECAUSE AS A RESULT OF ABOVE COMBINATION THE DEMAND IS GREAT AND IS INCREASING DAILY.

REGARDING BULKS—We carry a full line—On account of buying at the right time we can offer you some bargains—Let us know your requirements.

MINTO BROS., Importers and Blenders, TORONTO

Capstan Brand

PURE JAVA AND MOCHA GROUND

COFFEE

Put up in ½ and 1 lb tins, with a very attractive label, and is giving perfect satisfaction

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

The CAPSTAN MFG. CO., - Toronto, Ont.

Competition Can't Conquer

our "White Moss Cocoanut"
either in purity or excellence.

Our Motto
Once a customer, always a customer.

Canadian Cocoanut Company

107 Lagauchetiere St. West

MONTREAL

We Are Now Settled

for business in our new premises

58 McGill Street

where we will be pleased to see all our friends. We solicit enquiries.

Get Our Prices.

S. J. CARTER & CO.

MONTREAL

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

Mr. Grocer!

If you keep on selling any old kind of starch you are doing something to diminish the effectiveness of shrewd buying and enterprise. Let

IVORINE

do some talking for you. It does talk strong and effectively for others. You sell an article which saves a woman trouble —— of course you see the point. She'll trade at our st ore, certainly.

ST. LAWRENCE STARCH CO.

LIMITED

PORT CREDIT, ONT.

Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our **"PRIDE OF CANADA"** brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't.

The Maple Tree Producers' Association

Waterloo, - Quebec

Sell Your Customers

PURNELL'S

Sauces—Pickles—Vinegar

and it follows
as surely as the
Night the Day

that you will please them

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - ST. JOHN, N.B.
H. HASZARD, - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG MAN.
C.E JARVIS, & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

WHITTEMORE'S QUICK WHITE COMPOUND PRICE 25 CENTS
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
SOLE MAKERS
WHITTEMORE BROS. & CO.
BOSTON, MASS., U.S.A.

Dirty Canvas Shoes

MADE PERFECTLY
CLEAN AND WHITE
BY USING
WHITTEMORE'S
"QUICK WHITE"
COMPOUND

In liquid form, so can be **QUICKLY** and **EASILY** applied. No white dust. No rubbing off.

To those using the hard white cakes put up in metal or wood boxes, would say that by using "Quick White" you will have your shoes all finished before you could get the hard cakes softened up enough to begin using.

Just try "Quick White" once and it will work so quick and easy and make your shoes look so clean and white that you will always use it. Also the following colors for canvas shoes: Baby Blue, Alice Blue, Red, Green, Pink, Lavender, Champagne, Coral, Purple, Light and Dark Gray; in the same sizes and at the same prices as "Quick White."

For 1907 a sponge in every bottle, so always ready for use.

Large, per gross, $24.00; 10c. size, $10.00.

DANDY
RUSSET COMBINATION

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large Size, per gross $24.00

STAR RUSSET COMBINATION

10c. size, per gross, $9.00.

RUSSET PASTES

Dandy, large, gross, $9.00

Red Fox, med., gross, $5.00

"ELITE" Combination.

The only first-class article for ladies' and gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer.

Blacks and polishes.

Per gross, $24.00

"BABY ELITE" Combination, 10c. size, per gross, $10.00.

Whittemore's Polishes Won the "GRAND PRIZE" at St. Louis over all competitors.

"GILT EDGE"

The only black dressing for Ladies' and Children's Shoes that positively contains **OIL.** Softens and preserves. Imparts a beautiful lustre. Largest quantity, finest quality. Its use saves time, labor and brushes, as it

SHINES WITHOUT RUBBING

Always ready to use.

Also for gents' kid, kangaroo, etc.

Per gross, $24.00.

"Superb Patent Leather Paste."

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.

Large size, per gross,	$9.00
Medium size, in blue tin boxes, per gross,	5.00
Per doz., 1-4 lb. boxes,	1.80
Per doz., 1-2 lb. boxes,	3.00

THE WORLD'S STANDARD **WHITTEMORE BROS. & CO.** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World.

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

PRUNES

40/50s, 50/60s. in 10-lb. and 25-lb. boxes. Smaller sizes in 25-lb. boxes. Attractive prices.

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

TAINTED MONEY--NOT WANTED

Concerns canning tainted fruit and vegetables may accept tainted money. We can't. Our system of inspection eliminates goods showing the least sign of decay, while our process of canning The Lasting Goodness only found in the appetite-provoking

Riverdale Brand

That's the brand of canned goods you want to stock if the opinion of your customers means anything to you.

The Lakeside Canning Co. Limited
WELLINGTON, ONT.

If You want an Awning, why not try
The Tobin Tent & Awning Co., Ottawa?
It's worth considering.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

CANADA'S DEMANDS

New York, April, 1907

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive quick attention. On May 1 our new Canadian branch, under the management of Mr. A. E. Carson, will be opened at 75 Front Street East, Toronto, where all correspondence relative to the Canadian trade should be addressed.

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

NO

MORE DISAPPOINTED CUSTOMERS
MORE BROKEN PACKAGES
QUALITY EQUAL TO LIPTON'S

THE FINEST TEA IN THE FINEST PACKAGE

——FROM OUR OWN TEA GARDENS

——PACKED IN AIR-TIGHT TINS ONLY

LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

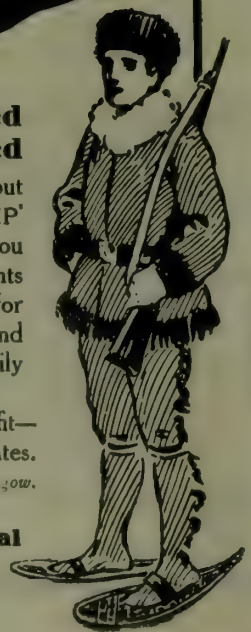
We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

'CAMP' COFFEE



Fore-warmed is Fore-armed

Not the usual way of putting it, but equally true in this case. ¶ Try 'CAMP' Coffee yourself—try it to day—then you will be armed with the best arguments in its favour. You will know it for yourself as a delicious, economical, and easily made coffee—and will heartily recommend it to your customers.

¶ 'Camp' yields you a handsome profit—sells easily, sells quickly, never deteriorates.

Made by R. Paterson & Sons, Coffee Specialists, Glasgow.

Agents:
ROSE & LAFLAMME, Montreal

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

HOT FOOD WITHOUT FIRE

For the PROSPECTOR
For the WAGON FREIGHTER
For the CAMPER
For the CANOEIST
For the YACHTSMAN
For the HUNTER
For the HOSTESS

CANNED SOUPS
CANNED PORK and BEANS

of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods.

Our travellers have full particulars. If they don't call, order a sample case by mail.

James Turner & Co., Limited, Hamilton, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

THE BEST **LAUNDRY SOAP**

Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co., WARNER RD., CAMBERWELL, **LONDON, ENGLAND**

MONTREAL TO PROSECUTE SHIPPERS OF SALMON

Hygiene Committee and Law Department Against it but the City Council Decided to Get After the People Responsible Under the Federal Law.

The Hygiene Committee of the Montreal City Council, acting on the advice of the law department, decided at its meeting last week to go no further with the investigation in connection with the bad salmon shipped from Toronto.

This decision, however, did not meet with the concurrence of the Montreal City Council.

At a later meeting of council the aldermen decided that the parties guilty of shipping to Monteal the decomposed salmon should be prosecuted, and the city attorney has been notified to go ahead with the prosecutions.

After the report of the health committee on the matter was read, there was considerable discussion. Some were in favor of dropping the whole thing while others wished to go ahead and punish those who were guilty of sending the putrid fish to Montreal. Finally it was decided by a resolution that action should be taken. Ald. Ward asked if the city were sure that the salmon was really bad so that there would not be trouble if it were found impossible to prove that the fish was decomposed Ald. Sadler said that there surely were not grounds for any fear on this score The city would be in a nice position if, after instituting action, they were unable to proceed with the case because of inability to prove the bad state of the salmon.

Seen by The Canadian Grocer, City Attorney Ethier said that he did not know just what would be his plan of action in prosecuting the guilty parties. He said that it was possible the salmon was tinned in British Columbia when decomposed and shipped to Toronto and then to Montreal without parties in the latter cities knowing anything about its state. He would have to make considerable inquiry before he could say what he would do. It would be necessary to act under the federal law.

There was some talk in Montreal grocery circles about the real danger in the salmon being in the preservatives said to have been used in putting up the fish. The Grocer, upon investigation, found that, according to the city analyst's report, the salmon was simply decomposed and the danger lay in the almost certain chance of ptomaine poisoning.

Committee's Report.

At a meeting of the Hygiene Committee Alderman Dagenais and Levy, the special committee appointed to look into the matter, pointed out that even if the shippers were found, and it was proved they knew of the salmon's condition, they could not be prosecuted or punished further than to the extent of a $50 fine. The report submitted by the sub-committee gave particulars as to the seizing of the salmon and its confiscation. It reads:

"That in an interview with Mr. Butler, representative of Messrs. Suckling & Co., auctioneers, they found that the salmon in question was shipped to Montreal from Toronto, Ont., on the 5th April last; that the goods were shipped by Mr. J. K. S. Donaldson, of Toronto, delivered in this city on the 10th of April to Suckling & Co. by the Canadion Pacific Railway Company, and offered for sale on the 12th April last.

"That the Food Inspection Department was notified by Alderman Gallery that the said foodstuffs were to be sold on the aforementioned date. That, at once, Mr. Grenier, one of the food inspectors, was directed to make an inspection of the goods. He found on examining some of the samples that the food was in a state of decomposition.

"That 24 tins of the salmon were brought to the city analyst, Mr. M. L. Hersey, who certified that the contents were in a state of decomposition, and in his opinion were 'unsafe for human food.'

"Upon his first inspection of the goods, Inspector Grenier seized them, and, after their condemnation by the city analyst, he confiscated them and sent them to the city garbage incinerator to be destroyed.

Second Samples Worst Quality.

"In the meantime a Mr. Henry was introduced to the Food Inspection Department as an expert in the matter of canned salmon by Messrs. Suckling & Co., whereupon a new set of samples were submitted to the city analyst in the presence of the said expert and were found to be of worse quality than the other samples.

"That this sub-committee is not in a position to state that the said Donaldson, with criminal intent, sent the consignment to Montreal. The Sucklings were only agents.

53,654 Tins Destroyed.

"That the total number of tins was 53,654. That it is estimated by the officers of the Food Inspection Department that 90 per cent. of the canned salmon was unfit for human food, according to the samples examined.

"That a certain number of the tins bore no labels; but labels for canned salmon were found on the premises of the auctioneers, which did not indicate who the manufacturers were.

"That they annex to this report a letter from the general freight agent of the C.P.R. Co., a copy of the 'Bill of Lading,' a letter from the medical health officer of Toronto, Dr. Sheard, in reply to an enquiry to him by this sub-committee;

Auctioneers Paid Incineration.

"And that on the 10th April last, the Mr. Butler, hereinbefore mentioned, paid the cost of transportation and incineration of the said goods. That your sub-committee had an interview with Mr. Ethier, city attorney, on the 1st of May, on this matter, and they submitted to him his report, and requested him to give an opinion in writing on the question. Such opinion is attached to this report."

In his letter, the city attorney said: "Our department came to the conclusion that a warrant could be issued only under the federal law respecting the sale of decayed and adulterated food. Under this law, if the accused is charged with selling decayed food and food that is unfit for eating, and is found guilty, he is liable to a fine of $50. This law also provides that if he did not know or could not have reasonably known that the food he was selling was unfit, he should be acquitted.

"We came to the conclusion that the prosecuted party would certainly strive to prove, and would probably succeed in proving, that he did not know the food was decayed and unfit, and that he could not have reasonably known. Further, seeing that it would be necessary to take proceedings against a man in another province, we came to the conclusion that on the whole it would be better to simply advise the adoption of measures to collect the amount of expense incurred in destroying the food."

From the report of the committee it will be seen that 90 per cent. of the salmon was estimated unfit for human consumption. The auctioneers, it will be noticed paid the cost of transportation and incineration of the food.

GROCERY CLERKS FOOD FAIR.

The members of the Montreal Grocery Clerks' Association are working hard on the Pure Food Fair which they are to hold this summer, the dates being July 1 to 7.

It is the intention of the clerks to make the affair a great success. Mr. Poirier, the treasurer, reports excellent progress, the manufacturers already approached being very glad to take spaces at the fair.

The Montreal Stadium, corner Duluth avenue and St. Hubert street, will be the seat of activity during the show.

The committee in charge consists of: A. Lacroix, president; O. Dionne, secretary; J. B. E. Poirier, treasurer; J. O. Levesque, assistant secretary, and A. Quesnel, assistant treasurer.

Full information may be obtained from the treasurer, 74 Notre Dame St. east, Montreal.

HONDURAS BANANAS.

The exports of bananas to the United States from the San Pedro district of Honduras during 1906 amounted to 2,347,902 bunches, including the estimated number of "seven-hand" bunches; also 1,980,183 bunches of "eight hands" and upward, called "payables." The number of ships engaged was 210, and the value in silver of the fruit at the side of the railroad was $1,173,951.

FROM GROCER CORRESPONDENTS

BELLEVILLE.

For some time past numerous complaints have reached the local police office that a number of grocers in the outlying portions of the city were in the habit of breaking the by-law by selling tobacco and cigarettes without taking out the $10 license which the law states must be done before cigars, cigarettes, cut tobacco or cigarette tobacco can be legally sold. In consequence of these complaints Chief Newton some time ago detailed a plain clothes man to look into the matter, and, as a result, a couple of grocers were apprehended in breaking the law. They pleaded guilty and after a closeted consultation with the chief they were allowed to go with a warning after promising to take out the necessary license. One of the offenders stated that he did not sell $10 worth of cigarettes in a year but found it necessary to do so in order to keep certain customers. The police say that if any more complaints are received and the guilty ones caught they will suffer the full penalty of the law as they have all been notified of the provisions of the said by-law.

As a result of the recent snowstorm the market was very slimly attended and all classes of merchants reported the dullest Saturday in many months. What produce was brought in by those venturesome enough to brave the elements received high prices and their offerings were soon gobbled up by the buyers. Fresh eggs were 17c. to 20c., an advance of two to four cents, whereas the reduction should have been that much according to the same date last year. Butter was also scarce and sold from 26c. to 30c., and the backward spring will tend to keep it at this price for some time.

The Belleville Cheese Board, one of the largest in eastern Ontario, held their annual meeting and election of officers on May 4th, and despite the bad weather there were about fifty members present, representing factories from the counties of Hastings, Prince Edward and Northumberland. Judging from the prices at which cheese has started off it is no wonder the farmers are elated, and as this is one of the richest dairying districts in Canada it means that a lot of money will be divided among them this fall. This fact, also, is good news to the merchants, as this city depends a great deal upon the farming community. Although the factories have just nicely started several hundred boxes of white cheese were boarded on Saturday and all sold at the tidy price of 12 5-16c. per pound—considered very high for so soon after the opening. The officers who will govern the board this year are: D. H. Young, president; Alex. White, 1st vice-president; John Miller, 2nd vice-president, and D. J. Fairchild, secretary-treasurer. The board meets in the city council chamber each Saturday at 1.30.

The readers of The Canadian Grocer in this city, and they are numerous, all speak very highly of the excellent edition gotten out last week and especially the Montreal Exhibition of Groceries. The illustrations were remarkably clear and distinct, the reading matter interesting and taken altogether it was an issue of which those instrumental in producing it deserve very great credit.

LONDON.

W. Hays, having found it impossible to perform the duties of secretary of the Retail Grocers' Association for another year, has resigned and W. E. Vanderveer has been elected in his stead. The duties of the office are becoming more onerous each year and it is felt that Mr. Vanderveer will prove a most efficient official. He will be required to see that all the members live up to their undertakings, particularly the agreement calling for the closing of grocery stores at 6.30 every evening except Saturdays, which, it is said, has frequently been violated. A salary goes with the office, of course.

John Garvey, one of London's leading wholesale grocers, has been elected president of the Irish Benevolent Society—a position which to reach is the height of the London Irishman's ambition.

Ridgetown is to have a big canning factory, and without delay. This decision was arrived at yesterday, when the ratepayers, by a vote of 425 to 8, passed a by-law granting encouragement to a company to establish such an industry in the town. Work on the necessary buildings is to be commenced on Monday next and pushed with all possible haste. The capacity of the factory will be between 80,000 and 100,000 cans per day, and if, as is expected, the buildings are completed by August 1st, the company will be able to begin operations in time for the corn,tomato, peach, pear and plum crops. The sum of $1,000 per week will be paid in wages when the factory is running at full capacity. According to the by-law, the company will receive a loan of $10,000 for 12 years without interest, to be repaid at the rate of $1,000 per year commencing at the end of two years. They are also given a free site of three acres of land, with fixed assessment at $5,000 per year for a term of twelve years. In return, the company are to erect buildings of the value of not less than $25,000 and to employ an average of 75 hands per day for at least eight months during each year. The town is secured by a first mortgage on the plant for the amount of the loan, $10,000. To carry the by-law required three-fifths of the votes on the list, but they did better than that, the result showing 101 majority over that number. Ridgetown is situated in the best fruit-growing section of western Ontario, and is admirably located for an industry of this kind. It is also the great bean-growing region of Ontario, and it may be taken for granted that that vegetable will form one of the chief articles to be "put up" by the new cannery. Whether or not this company will enter the combine remains to be seen.

Speaking of the canning business recalls to mind that a prominent canner from west of London, who is not in the combine, was in the city the latter part of last week endeavoring to secure an agent to sell direct to retailers. According to his story, although his goods are admittedly equal to any in the market, he could not induce wholesalers to handle them, as, being out of the trust, they are regarded as outlawed.

OTTAWA.

The week before last was a busy one with the executive of the local grocers' association. On Wednesday, April 24, their social evening, which took the form of an "at home," tendered by the newly elected officers, was held. The committee made excellent arrangements, which were carried out in good order and much to the satisfaction and enjoyment of those present. Each member of the association had the privilege of bringing a business friend, the idea being to create a good feeling with the wholesalers and other merchants. The programme was a lengthy one, consisting of an opening selection by Tippin's orchestra, a reading by Hy. Walters, president Retail Merchants; song, Master Geo. Crawford; recitation, P. Brunner; song, Ed. Bambrick; piano selection, Master Johnny Lynn; song, J. Post; Irish jig Ed. and Basil Bambrick; selection, orchestra; God Save the King. President Ford was in charge. An intermission for refreshments was held during the presentation of the programme, which helped to display the hospitality of the grocers to perfection.

The early closing of stores in Ottawa is being observed remarkably well. Most merchants say they are well pleased and are doing as much business as ever with far more satisfaction. One particular point about the change in hours is the fact of a number of grocers adopting regular hours for the delivery of goods, thus educating the public to order in time to suit the merchants as well as themselves. This is evidently a good system for all grocers to adopt.

Messrs. Ford, Prevost, Johnson and Ellis attended the Exhibition of Groceries in Montreal week before last, spending Monday and Tuesday amongst the manufacturers and wholesalers, as well as at the Arena where the exhibit was given; it being the intention of the Ottawa Retail Grocers' Association to hold an exhibition in the near future provided satisfactory arrangements can

be made. Everywhere the Ottawa delegation went they were received with pleasure and after explaining their proposition, which, by the way, is to be a reasonable one for the exhibitors, they were promised by all that if the Ottawa show is to be held that they would be glad to come. The committee will report favorably to the general meeting of the association on Wednesday the 8th, when, no doubt, a final decision concerning the matter will be arrived at.

The Ottawa branch of the Retail Merchants' Association met in the Board of Trade rooms, Elgin street, on Friday, April 26, and elected officers for the ensuing year, appointed delegates to the coming convention of the association in Hamilton, July 2nd, 3rd and 4th; received reports from the treasurer and secretary, and passed an important resolution regarding the industrial question of the City of Ottawa.

President Hy. Walters was re-elected and other officers elected were: Vice-president, G. W. Shouldis, L. N. Poulin; treasurer, Jas. Mundy; secretary, H. C. Ellis (re-elected); delegates to Hamilton: Hy. Walters, H. C. Ellis.

The treasurer's report showed a balance of $68 on hand. The secretary's report gave a resume of all important work during the year. The resolution regarding industries was to the effect that the Retail Merchants' Association be represented on the Industrial Committee appointed by the city council, with a view to giving prompt attention to all propositions by manufacturers desiring to locate in Ottawa. The retailers feel they are more vitally interested than all others, and when they see very little energy displayed by a committee not particularly interested—who let propositions slip through their fingers—they mean to be in a position where they can take a hand in the negotiations.

An action has been started to quash the grocers' early closing by-law recently passed by the city council. D. Halliday, grocer, of Laurier Ave. east, contends that the by-law was put through under a mistaken impression on the part of many people who signed the petition. In his application he says:

(1) The by-law was not passed within a month from the time of receiving the petition asking it.

(2) The council improperly refused to consider the petition of those who wished to withdraw their names from the original petition.

(3) The petition was not signed by three-fourths of the bona fide occupants of such stores, and, further, many signatures were improperly obtained.

(4) The council acted under the erroneous impression that it was imperative to pass the by-law upon the receipt of the petition.

The question came up for consideration at the last sitting of the court on Saturday, but was adjourned for one week by mutual consent. It is doubtful, no matter which way the above case goes, whether it will have any effect on the hours of closing, as so many who were opposed to the change find it a blessing.

E. M. Trowern, secretary of the Retail Merchants, spent a couple of days in the city last week interviewing the Government in connection with the Co-operative Stores Bill. It has been decided to leave this bill over for another session and in the meantime it behooves the merchant to get busy and do all in his power to stop the passage of it. Your corespondent would recommend the merchants to secure a copy of the evidence given before the Committee of the House, and then they will find matter which will surprise them, one clause of the evidence, as given by the Deputy Minister of Labor, Mr. Mackenzie King, being to the effect that his idea was to do away with the "middle man," a very laudable object for an employe of the Government to be advancing!

CHATHAM.

F. Charland, representing the Dominion Department of Agriculture, has been in this vicinity lately for the purpose of establishing a number of experimental tobacco plots among Kent and Essex growers. The object is understood to be the encouragement of the growth of finer grades of tobacco in preference to the well known Burley.

The railway committee of the local board of trade recently decided to present a memorial to the Dominion Railway Commission protesting against the new form of bill of lading, permission to adopt which the various railways are now endeavoring to secure. It is felt that the new form practically relieves the railways of all liability.

There is a movement on foot among local merchants to close their places of business at six o'clock every evening except Saturday during the months of July and August. The matter will be dealt with at the next meeting of the Retail Merchants' Association.

R. J. Broad has resigned his position in Joseph Capman's butcher shop in order to accept a post as traveling salesman for the Canadian Packing Co., of London. Mr. Broad leaves to assume his new duties some time this week. During the two and a half years he has been here, Mr. Broad has made a host of friends, all of whom cordially join in wishing him every success in his new field.

Death of Mrs. Snook.

There passed away at the public general hospital here, on Thursday, May 2, Caroline, widow of the late Thos. Snook. Mrs. Snook had reached the advanced age of 77 years, and was one of Chatham's earliest pioneers. A native of Wiltshire, England, she married in the Old Country, coming to New York when 22 years of age. From New York Mr. and Mrs. Snook came to Chatham 52 years ago.

The late Thos. Snook, who passed away in 1898, was for upwards of 40 years actively identified with the business interests of Chatham. He founded and for more than 30 years successfully conducted the business which is still conducted by his son, E. R. Snook. Another son, Frank, is also engaged in the grocery business in Chatham, while two sons reside in Detroit.

During her long life the late Mrs. Snook took an active interest in charitable and religious undertakings, and was one of those mainly instrumental in establishing the Home of the Friendless.

The funeral, which took place on Sunday, May 5, to Maple Leaf cemetery, was largely attended, Rev. W. L. Rutledge, pastor of Park street Methodist church, officiating.

New Canning Factory.

Ridgetown is to have a canning factory. So the electors decided with surprising unanimity when, on Monday, April 29th, a by-law giving certain concessions to a proposed company was submitted for their approval. Out of 433 votes cast, 425 were in favor of the by-law.

The town is to loan the company $10,000 for twelve years, repayable after two years in annual $1000 instalments. In addition the company receive a free three-acre site, and their assessment is fixed at $5,000 for the term of the loan. They are to spend $25,000 on their building and plant, and to employ not less than 75 hands daily during eight months of the year. The town is secured by a first mortgage of $10,000 on the property.

Work has already commenced on the new factory, which the company hope to have in operation by the first of August in time for this season. Its capacity is estimated at from 80,000 to 100,000 cans daily.

Egg Question.

The egg question is proving a rather difficult one for the local grocers just now.

Formerly, the outside egg dealers sent their representatives through the country to the various stores, where they were accustomed to stock up with eggs, shipping their collections from the nearest station. Now, however, the dealers have discontinued the practice, and instead purchase direct from the farmers.

As a result of the new scheme the grocer is nipped both ways. The dealers pay the farmers the same prices as the grocers pay. Hence, there is no incentive for the farmers to deal with the tradesmen in town, and as a consequence there is a certain falling off in the amount of business, farmers coming to town more rarely than they used to.

In the second place the grocers have no outlet for their surplus stock of eggs. The outside dealers won't purchase and the local demand is often not sufficient to consume the entire stock. For obvious reasons it is impolitic to refuse to buy from the farmers.

The subject was discussed at considerable length at the meeting of the grocers' section of the Retail Merchants' Association last week. No solution of

the difficulty has as yet presented itself, however.

Peddlers.

Another problem discussed at the last grocers' meeting was that of peddlers. This is an old difficulty with which merchants in all lines have had to contend, but it is probable that the R. M. A. will take some concerted action in the matter in the near future. The grocers are chiefly affected through the medium of the tea and coffee peddlers, some of whom do a thriving business in this vicinity. The county council has passed, and from time to time tried to enforce, a by-law which levies a small tax on these itinerants. There is also a by-law on the city's books which is an exact copy of the Ottawa by-law dealing with transient traders, and which, it is understood, would, if enforced, reach the offenders.

The local magistrate, however, in connection with one prosecution held that the by-law, in so far as it attempted to apply to parties selling goods of any kind from sample, went beyond the powers conferred on the city by statute. As a result, he refused to convict.

There is talk in the R. M. A. of having the city prosecute in a case, with a view to making a test of the matter.

The grocers' section of the R. M. A. has fixed the second Tuesday in each month as its regular meeting night.

KINGSTON.

The road to honor lies through the valley of toil and the valley is full of grocers struggling, yelling, crying, fighting—for what? Dollars and cents? Well, if they don't make their fortunes they will gain honor and humility. Anyone can start a grocery. You can open up one for $50—for the wholesalers are so anxious for trade they will back up anyone.

They open up, and business is fine for a time until the sly old dead-beats who know the green ones and how to approach them, run up bills, and it's only a short time when Mr. Newman wears a troubled look—the look that don't wear off. But he can sell out, and get something for his good will. There are always ten fools waiting to buy. Congested freight is bad enough, but congested trade is worse. I know travelers looking around for stores for country merchants who become dissatisfied with village trade and want to get to the cities. All these travelers' care is to get the order. They know in their hearts there are half too many fishing for trade now in every city. Somebody has got to go to the wall. Some of the grocers here are sending their clerks out looking for trade who, a few years ago, had all the trade they could attend to come to them. Storekeeping is no good when you have to send out begging for orders.

Price cutting is ruinous to trade in general, and no good trade is gained by it. There is a certain class follow after bargains, but they don't remain as regulars. They nibble off the bait and go back to their accustomed quarters where they get good honest value. No, Mr. Grocer, you can't get good people that way. Just quietly do what is honest and right and you will get the confidence of the people. That's the secret.

You may get a rush of trade by giving coupons and plates, cups and saucers, tables, chairs, etc., but you are working for nothing and when you take stock you will find it out to your sorrow. You can't sell a horse and throw in a waggon unless you are dealing with a drunken man or a fool.

I heard a number say they were going to try the Guelph correspondent's cure for sleeplessness by using rice for supper in future. What kind is best—B.C., Japan, Patna or Carolina? I'll tell you what George, the druggist, told me. I have bilious attacks. He said: "You are run down; don't expect to build your system up by physic, kassagra tablets and pills. Take a pint of milk so hot you have to sip it, at bed time, and you will feel different in a short time. Horseback riding is a sure cure for all complaints, but keep it up; don't go out once and get sore and discouraged. Get over the soreness and you will feel as strong as a cowboy."

James Craig, agent for McCormick & Co., biscuit manufacturers, London, reports increasing trade. His quarters are getting too small. He has a first-class man on the road, Mr. Granger; the kind that is straightforward and no sharp or mean trade tricks in him.

The cuts in last issue of The Grocer brought the Montreal food show before every subscriber, and many, I trow, regretted not having attended the same. Too bad the illustrations hadn't come before the exposition. It has been a great education to those who were fortunate enough in attending.

Frank Brown, at one time head clerk in Henderson's grocery, but now of Farnham, Que., met with a serious accident on the C.P.R., of which service he has been a conductor for some time. He had his foot crushed so badly that amputation was necessary. He has the deepest sympathy of his many friends here. Chas. Porter, of Fenwick,, Hendry & Co., is Mr. Brown's father-in-law.

Geo. Bridon, at one time a grocer at corner Barrie and Queen streets, is dead. Four years ago, while on the steamer Toronto, he was attacked with paralysis from which he never recovered, but was compelled to go around with a stick.

He leaves a wife and two sons and one daughter. His eldest son is entry clerk in Geo. Robertson's wholesale grocery.

Kingston's market is dwindling away and soon the grocers will have full sway. Obnoxious by-laws and market tolls killed it, and also the fact of banks starting branches in country places all tends to keep the farmers away.

What will we do? Is there no superannuation fund or home for broken-down grocers? Will Andy Carnegie overlook the matter? If he does, I suppose, it will be over the hills to the poor house and eat the cheap food the tenders call for—lowest tender accepted, pea coffee, etc.

WOODSTOCK.

The first meeting for this season of the Woodstock Cheese Board was held last Wednesday afternoon, when organization was effected. Woodstock is situated in the centre of an important cheese district and many thousands of boxes change hands here in the course of the season. The April make of cheese was decidedly small. This, it is believed, is due to the fact that the cold weather of the winter extended through the entire month. Eleven and a half was bid for the small quantity offered for sale, but there were no sellers. Prospects point to a good season, however, in the cheese industry in this district.

There is some hitch in the negotiations between the city and the promoters of the canning factory which it was proposed to bring to Woodstock, the condition being a loan from the corporation. This is unfortunate, as such an institution would be of great benefit to the farmers of the diserict, in furnishing a home market for any quantity of fruit they might desire to raise. When the proposition was first broached even those who are opposed to loans to industries on principle, entered enthusiastically into the idea of the canning factory, and the regret if anything happens to put an untimely end to the negotiations will be general.

The local Italian fruit vendors are beginning to make their trips through the county, in which they dispose of large quantities of fruit to rural merchants and grocers in the villages.

The council is considering the advisability of building a cement walk around the market building to replace the present wooden walk. Woodstock has one of the finest markets in western Ontario, and each Saturday it is attended by many hundreds of residents of the county and city.

Jones Bros., who have for some time carried on the business of cigar manufacturing, find their present quarters too small, and have commenced the erection of a new building. It will be located on Dundas street, in the central part of the city, and will cost $5,000. The street floor will be utilized as a tobacco store and bowling alley and pool room; the two upper ones for manufacturing purposes. The building will be completed in August.

A. E. Sage, east end grocer, left last week on a trip to Los Angeles, California. He will combine pleasure and business, and will be absent for a considerable time.

R. F. Parkinson, who for the past three years has been business manager of The Sentinel Review, leaves this month for Montreal to become advertising manager for the McDougall publications. Mr. Parkinson developed for the S.-R. among the grocers of the city a very considerable advertising patronage, and good results were secured. He is a hustling young journalist, and many

friends will watch with interest his future.

E. H. Snyder, who had been a township councillor, reeve of his township, county councillor and county auditor died at Burgessville last week. He was an extensive grower of strawberries and his goods were shipped to many parts of the country.

"A very large business has never been done in Woodstock in canned meats," said Fred Millman, a prominent grocer, to your correspondent the other day. He added that the business, such as it was, had been injured to a certain extent by the recent "exposures" of the conditions in the manufacture of that class of goods. Now, however, trade was picking up a little, and was gradually becoming normal. People are forgetting that once they vowed never again to let any meat put up in a tin enter the sacred precincts of their pantries.

Trade in the multitudinous breakfast food preparations is not what it once was. Since the manufacturers have left off their very extensive advertising the retail sale of the goods has declined. A certain proportion of the customers whom the advertising campaigns secured of course, became permanent patrons of some particular food, but many gradually reverted to the old reliable oatmeal. All of which goes to show the results of a consistent advertising campaign.

LONDON.

The Canada Spice and Grocery Company, one of London's growing concerns, finding the premises they have occupied since starting in business to have become altogether too small to meet their requirements, have moved into those recently vacated by Messrs. Green, Swift & Co., clothing manufacturers, on King street. With more room and improved facilities the Canada Spice & Grocery Company are now better than ever able to meet the growing demands of the trade. The men composing the company are hustlers in every sense of the term, and seem to make a success of whatever they take hold of.

One of the most enterprising retail grocery firms in the city is that of Messrs. T. A. Rowat & Co., whose store, on Dundas street, is one of the most attractive and up-to-date, as well as best stocked establishments of its kind to be found anywhere. The firm's trade has been growing rapidly of late, which has induced them to branch out and open a store in South London, in the premises until recently occupied by Mr. Frank Robinson.

The Trebilcock building, in South London, which some time ago was badly damaged by fire, has been purchased by Mr. John Goodge, who intends fixing it up as a grocery store, the purpose for which it was used before the fire.

Hr. Harry Ranahan, the popular president of the Retail Grocers' Association, is wearing a glad smile these days. The secret is that he is to be married, and that very shortly, too, and he is receiving the best of wishes in advance from his numerous friends.

The collector for the Retail Merchants' Association has written the Retail Geocers' Association, with the view of having the members of the latter place their accounts in his hands. The local grocers have little use for the Merchants' Association, and though the former have entertained the present proposition, to the extent of promising consideration at the meeting to be held this week, it is hardly likely that it will be accepted, the members appearing desirous of keeping their business within their own association. At the meeting in question some matters of no little importance are to be discussed.

The London Dairymen's Exchange held its first meeting of the season in the city hall on Saturday afternoon, and incidentally the first cheese market for 1907 was held—that is, if it can be called a market, when there were no offerings. The officers elected for the ensuing year were :

President—S. P. Brown.
Vice-President—J. H. Thomas.
Secretary-treasurer—J. A. Nelles.
Auditor—J. R. Isaac.
Directors—T. F. Boyes, D. Smith, J. W. Symington, T. Ballantyne, Jr., and M. R. Brown.
Western fair representatives—J. R. Isaac and J. A. Nelles.
Next market, Saturday, May 11, at 2.30 p.m.

O.A.C. Work Impractical.

The spring meeting of the Middlesex Beekeepers' Association was held in the city hall on Saturday, with a large attendance of members. W. A. Chrysler, of Chatham, at the morning session, gave an instructive address on the "Distribution of Honey." This was followed by a talk on "Wintering," by R. F. Holterman, of Brantford. Other speakers were A. Laing, of St. Thomas, and Mr. Craig, of Brantford, editor of the Canadian Bee Journal. At the afternoon session the following resolution was adopted :

"That it is the sense of this meeting that while we are desirous and anxious that the experiments in beekeeping should be conducted at the Ontario Agricultural College, Guelph, the work, as now conducted, is valuless, and should be conducted by a competent beekeeper, who would be in touch with the Ontario Beekeepers' Asssociation."

A paper on "Beekeeping," written by an authority on the subject, at the Ontario Agricultural College, was read and condemned all round as incorrect and valueless, the consequence being the adoption of the foregoing resolution. Reports from various parts of the country went to show that there had been a great loss in bees during the past winter. The weather conditions were chiefly responsible for this loss, the late spring being also a factor in the destruction of the insect life.

The officers of the association are :—President, F. J. Miller, London ; vice-president, Mr. Kimball, Byanston ; secretary-treasurer, E. T. Bainard, Lambeth.

MONTREAL.

N. Chartrand, who for years kept a live grocery store on Seigneurs street, has just returned from a trip to the States. Mr. Chartrand recently sold his business to R. Langlois, former traveler for the produce firm of Gunn, Langlois & Co.

Munro & Lloyd is the name of the firm now carrying on business corner St. Catherine and Mackay streets. Formerly this concern was known as D. D. Munro & Co. On May 1 George Lloyd, for the past five years connected with Scroggie's, as manager of their grocery department, went into partnership with Mr. Munro. Mr. Lloyd is not only an experienced practical grocer but also an excellent tea and coffee blender. His Strathcona brand coffees sold very largely at Scroggie's. All his blends will hereafter be sold by the new firm. Both gentlemen are very popular in the trade, and everybody wishes them every success, The Canadian Grocer especially.

NOVA SCOTIA NOTES.

The many friends among the travelers will be sorry to hear that Mrs. D. Muir, of the Spa Hotel, Middleton, N.S., has been confined to her bed for some days. She has the sympathy of all the fraternity, for both she and her husband are very popular with the knights of the grip.

Mr. L. Smith, who represents Morse's teas, has just returned from a very successful trip to Newfoundland.

C. W. Strong, of Wolfville, has sold his grocery business to G. E. Elliott, who will add quite a number of improvements.

Mr. Jas. Morrow has bought out the grocery business of W. Clarke, at Annapolis, N.S.

E. Rowland, the candy man, does a big business for a well known candy house in the Annapolis valley.

H. D. Woodbury, of Kingston Village, carries a very complete line of goods and does a fine business. Mr. Woodbury knows the general store business and knows how to attract trade. He is very popular with the boys on the road.

PETERBOROUGH.

It was great news for Peterboro people generally to learn that the Quaker Oats Company was preparing to start running twenty-four hours a day. For some time the company has only been able to run a twelve-hour shift, and very often not that long. It was impossible to get grain from the west fast enough to keep them running steadily. The company has a very large quantity of oats stored at Fort William, but when the railways were tied up, the mills were in the same condition. With the opening of navigation, however, the traffic situation has been greatly relieved. The big lake freighters have made their way through to the head of Lake Superior, have been loaded with oats, and have started down for the Quaker Oats mills here. The cargoes will be transhipped at Owen Sound and Midland and brought to Peterboro via the Grand Trunk. The first shipment is expected here at the end of the week and the first of next week the mills will start the 24-hour shift. This will mean the employment of about a hundred more hands. The company have on hand now enough orders to keep them running for at least six months.

There is a report that J. John, of Lachute, is about to open a tea store. His principal business, it is said, will be house-to-house canvassing. There is a strong feeling here that this method of obtaining trade should be discontinued, but without a retail organization the grocers are powerless, and can

do nothing to protect themselves. In the opinion of many the grocery trade has degenerated and is degenerating from the amount of canvassing done by a large number of its members.

J. G. Hardill, the genial traveler for T. Kinnear & Co., and who resides on McDonald street, is the proud daddy of a thirteen-pound baby boy. It arrived Monday morning in time for breakfast.

Work was started this week at the Peterboro Cereal Co., on the erection of the drive sheds, of which notice was made in these columns some time ago. These sheds will occupy the space at the rear of the mills and will be for the accommodation of farmers bringing in grain or taking away products. They will prove a great convenience to the large country trade of this company and will also add materially to the shed accommodation of the city.

Victory for the Retailers.

The retail merchants have won a great victory over the mayor of the city and a couple of the aldermen, who so strenuously fought to compel all business men to take down their signs and to keep their goods inside the store. For the past three or four weeks deputations have waited upon the council and upon the committee of the whole with the idea of getting the sign by-law amended, but his worship tried hard to defeat their object. The sign by-law is one which was passed in 1879 and has never been enforced, except in extreme cases. Every business man was allowed to have a sign overhanging the street about two feet. But when the present mayor took hold of the reins of office he undertook to enforce the by-law to the letter and would hear of no modification.

He assumed the same attitude in regard to the displaying of goods and the box by-law. The Retail Merchants' Association took the matter in hand and fought it to a finish, with the result that the box by-law was amended to suit them; they are allowed to put up signs eighteen inches over the walk, and they can use twelve inches of the walk on which to display goods.

A deputation, headed by Mr. Routley, the new president of the association, waited on the committee of the whole on Monday night. Several addresses were made and then the deputation retired. The committee fought over the thing for an hour and in the end his worship was turned down and the merchants were given what they asked for. This is one case in which the organization proved its worth. It is only one of many which could be handled as successfully if the association was more active. The merchants are standing in their own light every day they neglect to advance organization.

PERTH.

Perth district has had one of the greatest maple seasons on record. The run of sap lasted for a full month and maple syrup and sugar were offered in large quantities. The retail price in the stores has held at $1 per gallon, but some lots were "peddled" at 80c.

Perth grocers are coming to the front in up-to-date store fixtures. Norman Miller has put in a handsome 10-foot silent salesman, a Dayton computing scale, and has hung out a new awning. Lloyd Jackson has installed a computing and C. A. Farmer a pendulum, scale. Five groceries are using monthly account systems. These systems are great labor savers and a firm that has once used them would hardly go back to the other.

Perth people are experiencing a second winter to day. About 8 inches of snow fell last Saturday and a few cutters made their appearance. This is a record for May 4th.

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., May 6, 07

There was very little movement in the local markets last week. Fresh fish of all kinds are beginning to come in in large quantities now and, in consequence, prices are easier. Gaspereaux are now bringing $1 a hundred wholesale. A few harbor salmon have been caught.

Sugar is firm, granulated being quoted at $4.50 to $4.60 and Austrian, $4.40 to $4.50. Yellows range from $4 to $4.40. Flour is steady and firm. The quotations are: Manitoba, $5.25 to $5.35; Ontario, $4.15 to $4.35.

Lard and clear pork is easy, but domestic pork of all kinds is scarce.

Eggs have again eased off somewhat, but butter remains practically unchanged.

Navigation between P. E. I. and the mainland is now open and trade in this direction is commencing to be felt.

A new wholesale grocery has been started on the south wharf. Louis King, who for nineteen years has been in the employ of Thomas Gorman, has opened a store of his own at 11 and 12 South Wharf, in the quarters recently occupied by H. S. Wallace. From Mr. King's long connection with the grocery trade, he should have a prosperous and successful business.

R. H. Robb, who for many years has been connected with the drug business of Charles McGregor, 137 Charlotte St., has bought the business and will continue it.

Reports from Carleton county are to the effect that the present season has been better than for many years. The prices for farm produce are steadily increasing and farm lands are becoming more valuable. Potatoes are now worth $1.50 a barrel, but there are very few to be had. As previously reported, the growing of potatoes will be gone into on a much larger scale this year than ever before.

Sullivan Brothers, of Woodstock, have decided to sell out their grocery and go west. They have invested in a hotel in Winnipeg and expect to go to the western metropolis in a few weeks.

The Maritime Dairy Company have taken over the management of the Newtown cheese factory for this season. For a number of years the owners have managed the plant themselves.

The King's county farmers are going into the poultry raising industry on a larger scale this year than ever before. The Kinnear Poultry Company, of Sussex, have about 1,500 chickens in their coops at present. This number will be increased to about 5,000 within a short time.

A meeting of the shareholders of the Nappan Creamery Company was held in Chatham on Monday last, and a committee was appointed to try and arrange for the operating of the creamery this summer.

Col. A. J. Markham, formerly of St. John, is in the city on business connected with his recently organized oyster planting company. The company is the West Coast Fishing Company, and has grounds at Esquimalt Harbor, B.C. Shipments of oysters for the beds will be made from Charlottetown, P.E.I., and New Brunswick points.

The schooner Emma E. Whidden arrived here last week from Salt Quay, Turk's Island (B.W.I.) with 10,176 bushels of salt for Charles Colwell, the west end fish dealer.

J. Hunter White was a passenger on the steamer Empress of Britain Saturday. He wil spend six or eight weeks touring the British Islands and France.

F. T. Barbour, of the G. E. Barbour Co., left on the steamer Empress of Britain Saturday for a trip through England. He will be absent about two or three months.

Harry H. Brown has been engaged by Messrs. Libby, McNeill & Libby, of Chicago, as their New Brunswick representative. Mr. Brown, who is very popular on the road, has already entered upon his duties.

Percy Armour, representative for the Maritime Provinces of Lowney's chocolates, was in the city last week.

Robert Hirsch, of Montreal, was in the city last week in the interests of his firm.

Max McCarthy, representing Carritte-Patterson Company, was in Fredericton last week.

U. S. TEA STANDARDS.

The United States Customs Board of Tea Experts at its annual conference has adopted the same standards for 1907 as those which prevailed in 1906, running through twelve numbers, as follows: No. 1, Formosa Oolong; 2, Foochow Oolong; 3, Congou; 4, Ceylon (use for India); 5, Pinsuey green; 6, Country green; 7, Japan pan fired (use for sun dried); 8, Japan basket fired; 9, Japan dust or fannings; 10, Caper (use for scented Orange Pekoe); 11, Canton Oolong; 12, Scented Canton.

Mr. Drinkwater has again commenced general business in his own store at Castleton, after a rest from all trade cares and worries of about two years.

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EGGS.

The egg situation is keeping the egg dealers guessing. The market is at a record level for the time of year and is firm. Buying is keen. Some of the largest dealers are said to be among the most aggressive buyers. As high as 16½c. is being paid for eggs in the country. Allowing for shrinkage they cannot be stored and carried for much less than five cents a dozen. That means a cost basis next winter of 22c.

It has been a custom of the egg trade not to invade another man's buying territory. To-day some firms are not observing this rule. The man whose territory is invaded is naturally prepared to go some in order to hold his ground, and competition in buying puts the market up. There may not be much of this; but there is enough to be noticeable.

There is no export business for eggs at present prices. Is the home market enlarging rapidly enough to absorb the product? Certainly the present consumptive demand is very heavy; probably heavier than ever before. Ontario is the great egg-producing province of the Dominion, and Ontario's eggs go to the Yukon in the west, and east to the sea. Montreal firms have regular shippers as far west as Windsor. British Columbia gets some eastern eggs, but the market in the west is somewhat uncertain. Winnipeg takes a good many carloads of Ontario eggs, but last January eggs stored in Toronto for Winnipeg dealers were sold in Toronto as offering a better market than the west.

Is the production of eggs increasing? It is a guess. The impression among the trade in Toronto is that it is not. Yet it was said last year farmers, enthused by high prices—for prices were high last year too—had started many incubators to work. Those chicks ought to be operating now. The backward season is a disconcerting factor. There were almost as many eggs coming forward in March as in April. Had the weather been normal the incubator theory would have been tried out.

It is not strange that egg packers are wondering a little more earnestly than usual what the eggs they are putting away will do for them. The little fellows can't make the market; the big fellows won't stop buying long enough to get it down and the game goes merrily on, while the farmer makes money.

SHORTER HOURS.

All over Canada there is a well developed movement for shorter hours in the grocery store. This must be evident to the readers of the correspondence from all over Canada which appears in The Grocer each week. Progressive grocers will help along this movement with all their might. The grocer needs recreation and change of occupation as much as any man living and if he sticks in his store from 7 a.m. to 8, 9, or 10 p.m., when is he going to vary the monotony? No man can do it and maintain the physical and mental energy, vim, resourcefulness, snap and initiative that make for success. The man who has these qualities for making business zip can well afford to close his store at 6 o'clock, and he'll do more business before six than his sing-song, rut-geared neighbor will do by 10. The good grocer can always get his customers on his side in a good cause like this. There will always be some mean man in a neighborhood who will not join with the rest to improve conditions. The community can be trusted to size things up right and public opinion will be found to operate against the kicker. The men for early closing can afford to do it and let the rest go hang.

RETURNED DRAFTS.

Much is said of the advantage to a merchant of improving and maintaining his business reputation among those to whom he sells. It is also very important that he be jealous of his reputation among those from whom he buys. Because of this we have drawn attention several times recently to the evil of returned drafts. A firm in Montreal have written us as follows:

"It is with satisfaction that we have read your latest article on 'Returned Drafts,' as we consider that the agitation against this evil cannot be overdone. We ourselves have been sufferers so long that we would like to see continued publicity given to the matter, in order that business firms may in time fully realize the great inconvenience and loss that results ro drawers from inconsiderate returning of drafts for trivial excuses. If the grievance is hard to bear from retailers, the annoyance is double when it happens on the part of wholesalers and manufacturers, who from their experience in such matters should know better. We always make a point of notifying drawees from five to seven days previous to depositing our draft, and furthermore on our statement we guarantee to rectify any discrepancies which may be found in the account. Notwithstanding this we frequently have drafts returned with endorsations such as named in your article.

"We hope that firms who are accustomed to paying for their purchases by sight drafts may come to realize that it is by attention to these matters that a good impression is formed of them, and a sound reputation is built up."

No one can read this letter without being convinced of the seriousness of the writer. It's so easy to return a draft, but if merchants before doing so would put themselves in the place of the man at the other end and consider what he will say when he gets it, the returned drafts, at least for trivial causes, would be fewer.

LEMONS.

It looks as though the SS. Fremona's cargo of November-cut lemons may open up in poorer shape than most of the reports have led the dealers to expect. The November crop was, if anything, in excess of the usual quantity, but owing to the high prices obtaining throughout November and December, the lemons were sold as soon as they were brought down from the country, instead obeing put into stock, as is the usual custom, and then shipped by the direct steamers to Canada.

This premature disposal of the fruit has forced the shippers at Messina to disregard their instructions to ship

November-cut lemons by the Canadian steamers, and to substitute fresh lemons in order to fulfil their contracts.

This means that out of the 46,320 boxes of lemons shipped from Messina on the 18th of April a certain proportion must almost inevitably be unfit by the time they reach Montreal, and the probable effect of this, in the opinion of a prominent Toronto importer, will be to greatly stimulate the demand for the later crop of Verdelli lemons. These command a high price at the moment, but in the light of present events, are liable to advance considerably within the next few weeks.

FAKE ADVERTISING.

Programme advertising is usually a fake under the guise of charity, church or some social interest. As it has become a recognized field of activity by some advertising canvassers who buy the "rights."

The only cure for it is for advertisers to positively decline that kind of publicity. Retailers would do well to make common cause against such piratical enterprise.

Some retailers are themselves occasionally guilty of holding up wholesalers on practically the same lines. They are managers of the local fair or other worthy undertakings and levy upon their wholesalers for subscriptions. What interest or profit can a wholesaler is Montreal, Toronto or Hamilton have in the annual fair in Bobcaygeon? Yet some retailers, who are not in business for their health, and know right well the wholesalers are not, have little or no hesitation in making their requests. Business would be improved if all this kind of faking were cut out.

MUTUAL FIRE INSURANCE.

Since the organization of retail associations in Canada the proposal to start mutual fire insurance companies to carry the isolated risks of merchants at lower rates than those charged by the old line companies has been a hardy annual at all conventions but little or nothing has ever been accomplished up to the present time.

At the last general meeting of the Retail Merchants' Association of Western Canada a live committee was appointed to take up this project for the benefit of the western members of the association, and there is now every prospect that something practical will result. Assistant-organizer W. Ledoux has been visiting the merchants throughout the west in the interests of the association during the last two months and he has secured many applications for insurance running into large amounts. With a large amount of business already assured the organization of a company can easily be arranged, and it is certain that at the convention in Winnipeg next July active steps will be taken to carry into effect this long delayed project.

WESTERN POSTAL SERVICE.

Complaints of inadequate and inefficient postal service in Western Canada, are more numerous than ever, and apparently, the Post-office Department does not yet realize the gravity of the situation. These complaints are loudest perhaps from the newer districts, but even in the older towns, along the main line of the C.P.R,. there are constant complaints, and a little investigation or a little actual experience, will show that these complaints are well founded. The Department at Ottawa is so far removed from the scene of the trouble that the officials do not understand the situation, and they fail to realize that special attention is required to ensure an adequate service in the newer Canada that is so rapidly springing up in the country west of the Great Lakes. Western business men say that there will be no permanent relief until another deputy minister is appointed, who will be given a free hand in the opening of new offices in the new towns and in making radical and sweeping changes in the method of handling the mails in some districts. There is no sympathy in the West with a policy which piles up a surplus each year, while the service is becoming more unsatisfactory every day. The slow workings of a red tape official system compel new towns to wait weeks and months, before new post-offices are opened, and the meagre salaries paid the postmasters are responsible for the fact that the service is miserably inefficient in all parts of the West. Officials cannot be expected to do more than they are paid for.

In an effort to reform the service, some business houses and newspapers are trying a new plan. A letter received the other day from the Camrose Mail, Camrose, Alberta, bore the following inscription:—From the Camrose Mail, Camrose, Alberta, Canada. We are working for better freight service. Telegraph service and Postal Facilities on the C.P.R., will you held us? This letter was mailed November 21, when did it reach you? Tell the Camrose Mail."

We do not agree with the suggestion that the C.P.R. is at all to blame for the poor postal service whatever may be the case in regard to the telegraph and freight service. The C.P.R. trains run with fair regularity in the West, giving a service which, taken as a whole, is much superior to the service in Eastern Canada. When letters are delayed for weeks, as they very often are, the fault lies with the Post-office Department, and not with the C.P.R.

ORGANIZATION OF FRUIT INTERESTS.

Advocating a Dominion organization of fruit growers in a recent issue The Canadian Horticulturist says in part:

"Why should there not be a Dominion ruit Growers' Association? There are six provincial fruit growers' associations, all of which meet yearly, all of which receive regular provincial grants, and all of which are accomplishing much valuable work. It seems as though the time has come when the present organizations should be crowned by the formation of an association that will be representative of the fruit growers of the Dominion.

"The Dominion Conference of Fruit Growers, that was held in Ottawa last April, was productive of much good. It demonstrated that there are many matters relating to fruit growing that can be discussed to the best advantage only at a meeting representative of the fruit growers of all the provinces. Although three busy days were spent at the conference, much of the work had to be hurried through without sufficient consideration, while a number of important matters that were down on the program for discussion were not reached. This serves to show the necessity that exists for the holding of regular meetings of the same nature."

There can be no doubt as to the advantage of such an organization. Should it not include the marketing end of the fruit industry? The growers and merchants have each their own problems, but there are many considerations common to both and for the broad treatment of which there must be concerted action. As it appears to us, the cooperation of growers and merchants is essential to the best development of the fruit industry of the Dominion in relation to both domestic and foreign trade.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Canned Fruits—Scarce.

Fish—Revised.

Rice—Lower.

Sugar—Advanced 10c.

Tea—Japan market open.

Butter—Easier.

Montreal, May 9, 1907.

Navigation having opened, wholesalers are very busy with spring trade. Many orders that were held for the opening of the river have been shipped during the past few days. The warehouses of jobbers have been scenes of activity all week. The receipts of imported goods arriving by every steamer adds to the general hustle.

Sugar advanced ten cents since last week. This is the feature of the grocery situation. There is talk in some quarters of still another advance. Canned fruits are very scarce, which keeps trade in this line from being as good as it might be. Molasses is quoted due to arrive at 31c. Trade in this article at present is not at all large. The Japan tea market has opened, a week later than usual, and Canadian representatives are now ready to do business for new crop teas. For other teas, there is nothing to be said except that demand seems to be for the cheaper grades. Dried fruits are quiet. Currants appear to have reached rock bottom. Beans are steady. Coffees are going well. Butter is easier. Rice is lower.

SUGAR—An advance of ten cents has taken place in sugar since last report. There does not seem to be a great deal of buying at the advance. Some talk of still another advance in price. Whether or not it will materialize remains to be seen. A considerable quantity of Scottish sugars are reported due to arrive, a fact which should tend to keep the market from going any higher than it now is.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, barrels	5 15
" " half-barrels	5 15
" " boxes, 100 lbs	5 05
" " boxes, 50 lbs	5 15
Extra ground, bbls	4 90
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 10
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 30
" yellow	4 35
No. 3 yellow	4 35
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Jobbers are quoting molasses at 31c. to arrive. Business being transacted at present is light. Corn syrups are selling freely.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02½
" ½-bbls	0 03
" ¼-bbls	0 03½
" 38½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb. " ¼ doz. "	2 35

TEA—Demand is for the low-grade, cheaper teas, and trade is confined principally to these lines. Much interest is being taken in Japan teas, now that the market has opened. The opening this season is a week later than it was last year. One cable received reported the opening price 10 per cent. higher. Quality is said to be good.

Japans—Fine	0 28	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—Good business is reported at quotations given. The primary markets are featureless.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

FOREIGN DRIED FRUITS — Little trade is being done in dried fruits, although demand is rather more active than it has been for the past few weeks, owing to the opening of navigation. Prices have not altered since last report. It is believed that currants are about as low as it is possible for them to go. Business in this line is small. Raisins are quiet. Valencias appear to be pretty well cleaned up in the States. Nuts are unchanged.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees per lb	0 04 0 04½
Sairs per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Fancy seeded 1-lb pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES—Demand is slight and business is not large in consequence.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS—Beans are still quoted at last week's prices. Some are asking a little more than others, as will be seen from the quotations.

Choice prime beans	1 40	1 45
Soup peas, whole, bag 2 bushel	2 25	2 30

EVAPORATED APPLES — Jobbers continue to ask 10c. for evaporated apples. Demand is but fair.

MAPLE PRODUCTS—Business is reported fair to good. Prices are slightly lower this week owing to increased supplies.

Pure maple syrup, bulk, per lb	0 06	0 08
Compound maple syrup, per lb		0 05
Pure Townships sugar, per lb	0 07	0 09

RICE AND TAPIOCA—Rice is lower, as will be noticed in the quotations. Arrival of new stock is responsible for the drop. Tapioca is firm and scarce. Jobbers report difficulty in securing deliveries of either seed or pearl before August. Spot is very scarce.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07 0 07¼

CANNED GOODS

MONTREAL — A marked scarcity of canned fruits hampers business in canned goods considerably. There is a good demand for all lines, and it seems that such lines as strawberries, beans and tomatoes, which are not in good supply, are subject to greater demand than the other varieties.

TORONTO — Nothing definitely new appeared in the canned goods market but there is an appreciably better tone, due, apparently, to the backwardness of the season and the possibility of a poor season ahead. It may be just borrowing trouble from the wheat situation. There is better buying, too. The canned fruits are in good demand and vegetables are more active. As yet there are no signs of a shortage, but if the weather continues backward it may prolong the period of heavy consumption. Quotations are unchanged.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65

Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLE

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	...	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 400
" 2s, "	....	2 5
" 6s, "	....	7 50
" 14s. "	....	17 50

	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS :—

Sugar—Advanced and very strong.
Canned Goods—Better tone.
Butter—Easier.
Eggs—Higher.
Provisions—Prices maintained.
Pineapples—Lower.
Flour—Advanced 20c.

Toronto, May 9, 1907.

The advance in sugar and an appreciable increase in business generally, are the features of the grocery trade this week. The advance in sugar on Monday could not be said to be unexpected or unheralded, though a little slow in coming. Refined advanced another 10 points in New York Wednesday morning and a further advance is by some expected here. An improved tone to the canned goods situation, especially in regard to vegetables, is attributed directly to the backwardness of the season and the suggested possibility of poor crops. The molasses market is very slow. This is the season for jobbers to be buying stocks for next fall; but trade is backward. Some wholesalers are carrying stocks over and they don't like that. There is a good business passing in prunes. Stocks of other dried fruits are in very small compass. Tapioca continues strong.

Provision prices are being maintained, but lard prices are reported weak in spots. Butter is easier, owing to increased receipts, and eggs are firmer because of buying competition. Flour is advanced. The hide market is very dull.

TEA.—Retailers both in Canada and Great Britain are now buying from hand to mouth. One mail advice from London, under date of April 25, states : "It would seem that the high level of values prevailing is resulting in a marked disinclination on the part of retailers to stock beyond their immediate requirements. This fact has apparently had its influence on the auctions, for although a better tone has been noticeable in Ceylon growths, the same can scarcely be said of Indian descriptions, the quotations for which have moved slightly downward. During the next two months, it does not seem reasonable to look for much change in the position." Another advice says : "Teas up to about 8d per lb. have shown a hardening in value to the extent of nearly ¼d per lb."

COFFEE.—The hopes of those who look for an improvement in coffee values are now fixed on the next Brazil crop. The last one is admitted to have been 15,000,000 bags, which is abnormally large. After such a tremendous production, it is asserted that the trees cannot rise to normal for some years. The world's visible on April 1 was 15,397,742 bags and a year ago was 10,747,916 bags. Locally, prices are steady and business is normal.

SUGAR.—Canadian refiners advanced prices 10c Monday evening and the market was generally regarded very strong at that. This feeling was confirmed by a further advance of 10 points for refined in New York on Wednesday morning. There has been considerable retail buying here lately against the strong market. Consumption is not now heavy but the pineapple canning season is nearly here and there are a good many prunes being eaten just now.

The Canada Sugar Refining Co. is introducing an innovation in the form of a 20-lb. white cotton bag. Sugar put up in this way costs 10c extra.

The raw sugar market continues to advance. Willett & Gray at the end of last week, reviewing the market, said : "Cuba continues to control the position of the sugar markets of the world, and as it becomes more evident that requirements for United States consumption will be largely in excess of that crop and other nearby cane crops, the market values continue to increase both here and abroad.

"Europe gained from 9s 5½d to 9s 6d for beet sugar, while for the future months a greater gain is made, beet for delivery next February being held at

9s 7½d, notwithstanding that Mr. Licht reports weather favorable for field work.

"The Cuban sellers are gaining confidence all the time as to the improving value of the remainder of the crop and offer now only sparingly and at very full value.

"May shipments in any position must be quoted firm at 2½c c.&f. 96 degree test (3.86c landed), while June shipments will bear 1-16c higher quotation with light offerings for both months.

"Spot quotations advanced 3 points to 3.765c on sale of Porto Rico Centrifugals, basis 96 degree test, with indications of a further advance being established soon.

"Only 82 Centrals are now working in Cuba, against 180 last year. Receipts at shipping ports in Cuba were 34,000 tons for week, against 52,000 tons last year."

Paris lumps, in 50-lb. boxes		5 25
" in 100-lb. "	5 05	5 15
St. Lawrence granulated, barrels		4 60
Redpath's granulated		4 60
Acadia granulated		4 60
Berlin granulated		4 50
Phoenix		4 60
Bright coffee		4 40
Bright yellow		4 45
No. 3 yellow		4 45
No. 2 "		4 30
No. 1 "		4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—Trade is very quiet at unchanged prices.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 40
Corn syrup, bbl., per lb		0 02½
" -bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 5)
" 2 gal. " "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 ") "		2 45
" 10-lb. " (in ½ ") "		2 40
" 20-lb. " (in ¼ ") "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75

DRIED FRUITS.—The prune market for futures is very firm, but spot prices locally are not affected. There is a good consumptive demand for the fruit, however, and prices are firm. Current prices are firm and 7¾c is about low for Filiatras and most houses will give that quotation only to meet a cut. Eight cents is the price. Stocks of valencias are getting into pretty small compass. Prices are steady.

Prunes Santa Clara—	Per lb			Per lb.
100-120s	0 04½			
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 06	0 06½	50-60s "	0 07½
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09
			30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Apricots, per lb				0 25 0 26
Peaches, "				0 18 0 20
Figs—				
Elemes, per lb				0 08 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 04½ 0 05
Currants—				
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½ 0 10
Patras	" 08½	08½		

Uncleaned, ½c less.

Raisins—		
Sultana		0 12½ 0 15
" Fancy		
" Extra fancy		
Valencias, selected	0 09	0 09½
Seeded, 1-lb packets, fancy	0 11	0 11½
" 16 oz. packets, choice	0 10½	0 11
" 12 oz. " "	0 09	0 09
Dates—		
Hallowees 0 05	Fards choicest	0 09
Sairs 0 04½	" choice	0 08½
Domestic evaporated apples	0 09	0 10

NUTS.—Filberts are firm in price. Demand for all lines is normal and quotations are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb	0 13½	0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES.—Markets are firm, with unchanged prices for pure goods.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 46	0 25
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA. — Prices throughout the list are firm and some houses are now getting ¼ to ½c advance for tapioca.

	Per lb.	
Rice, stand. B	0 03¼	0 03¼
Rangoon	0 03¼	0 03¼
Patna	0 05	0 05¼
Japan	0 06	0 07¼
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07¼	0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 9, 1907.

BUTTER — Receipts improving and prices going down.

CHEESE—Firm market. No accumulation of stocks.

EGGS — Prices unchanged. Market rules steady.

PROVISIONS—No change. Abattoir dressed hogs quoted $9.50 to $9.75 per 100 lbs.

BEANS.—Quotations are unchanged.

Beans, hand picked, per bush		1 50
" prime No. 1, "	1 40	1 45
" Lima, per lb	0 06½	0 07

HIDES, WOOL, TALLOW AND RAW FURS.—There is no life to the trade in raw hides yet. Cured country hides are a shade lower. Tallow is again a little lower. Wool has scarcely commenced to arrive.

In raw furs, raccoon, red fox, lynx and dark fisher are lower.

Hides, inspected, cows and steers, No. 1		0 09½
" " " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 05¾
Pulled wools, super, per lb		0 25
" extra "		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14

FURS.

	No. 1,	Prime
Raccoon		1 20
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	3 75
" cross	2 00	20 00
Lynx	5 00	6 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	5 00	7 00
Skunk, No. 1		1 00
Marten	3 50	20 00
Muskrat., No. 1	0 32	0 30
" " 2		0 25
" " 3		0 15
" " 4 and kits		0 08

TRADE NOTES.

R. E. Strond, grocer, of Toronto, has sold to H. Mead.

L. W. Hunter, grocer, of Regina, has sold to W. Selater.

Lebel and Sansregret, grocers, of Montreal, have dissolved.

Z. A. Lambert & Co., grocers, of Montreal, have dissolved.

P. C. Roberts, general store, Claire, has sold to E. C. Wheeler.

Bert W. Bell, general store, Strafford-ville, has sold to W. A. Jones.

Robert Grassie, of R. & G. Grassie, millers, of Mount Albion, is dead.

John Gray & Co., grocers, of St. Mary's, are closing out their business.

The assets of Jos. Leduc, general store, St. Isidore de Prescott, have been sold.

The assets of Oscar Desgagne, general store, Les Eboulements, have been sold.

A. Beatty & Son, grocers, of Colborne, are offering their business for sale.

Miller & Sample, general store, Lloydminster, have been succeeded by R. V. Miller.

The assets of Thomas Simard, general store, Lac aux Sables, has been sold.

The stock of Judah Arnovitch, general store, Birtle, has been sold to Miller & Levi.

Urgele Limoges, general store, St. Charles, has assigned to H. C. Varin, North Bay.

J. B. Murdoff, grocer, of Trenton, has taken in a partner. The firm's name is now Murdoff & Long.

Paul Hamill, Canadian manager N. K. Fairbank Company, was in New York duing the week.

T. C. House, general store, Freelton, has removed to Teeterville, where he has succeeded J. M. Lamb.

Ross, Parnell & Atkinson, grocers, of St. Catharines, have dissolved, and John Ross continues the business.

John Meldrum & Co., egg merchants and potato dealers, have removed from Youville Square to 589 St. Paul St.

A Toronto grocery traveler, in company with an enterprising Japanese, was shown through the Durham Cement Works last week by President Williams. The output is now 1,200 barrels a day and will shortly be increased to 1,500.

Leon Fontanel, late of 207 St. James street, Montreal, is now located in large new quarters at 6 St. James St. Here he has a good-sized warehouse and much more office room. The change was necessitated by the growth of his business.

The Commercial Exchange has removed from 103 St. Francois Xavier street to 93 St. Francois Xavier street, Montreal, where business will in future be carried on. The Exchange handles Ragso Washing Powder among other lines.

GROCERS CLOSING EARLY ON THE PACIFIC COAST

Vancouver, B.C., May 6, 1907.

A large number of the grocers and other retail merchants of the city have signed an agreement to close their respective places of business at 6 o'clock sharp every evening, and on Saturday evenings at 9 o'clock. This agreement is to be presented to the city council with a request that a by-law be passed embodying the terms of the agreement, thus making it general and compulsory. Recently the business men declined to sign an agreement for a Wednesday half-holiday.

* * *

Several large consignments of flour from Canadian mills for the Orient were included in the cargo of the C.P.R. SS. Tartar, which sailed for Japan and China ports to-day. The steamer carried a full cargo, mainly Canadian goods, it being in fact as large a cargo as was ever taken out by one vessel from this port to the Orient, The three cargo steamers of the C.P.R. fleet, and the three Empresses are always unable to clean up the big dock warehouses when loading.

* * *

Northern shipments, both to cannery points along the coast and to White Horse, en route for Dawson, are increasing. The canneries are all preparing for the spring run and supplies of provisions, as well as of tin, are going north by every steamer. The canners are in difficulty so far as the supplies of tin-plate bought from American mills are concerned, owing to freight having been held up so much.

* * *

Distinctly disappointing have been the experiences of the week in the matter of the settlement of the strikes which have been agitating the western portion of Canada. The coal strike is presumably settled, the men being in favor of the latest proposal, and on which they are now voting. Not so the carpenters' strike in this city, which is now further from settlement than ever. An agreement was reached, whereby the men were to receive $4.25 per day, the additional 25c. to be left to arbitration. When it came to signing up, the Builders' Exchange, as the Contractors' Association is called, demanded that the "open shop" be recognized. To this the men would not accede, and a deadlock resulted. The men now say that never again will the carpenters' unions recognize the Builders' Exchange in any way. They are signing contracts with individual contractors, some sixty of whom have agreed to the terms, and to the recognition of the unions.

The prolonged strike in the coal mines has paralyzed the mining towns of the interior, temporarily. Business men are very much discouraged, and traveling men state that they cannot sell goods at the present time beyond absolute present requirements. Until the strike is settled there will be no improvement —rather a growing worse.

* * *

Salmon hatcheries are to be built on the Stuart and Babine lakes by the Dominion Government this year. That on the Stuart lake is for the Fraser river propagation. The young sockeyes, when ready to be liberated, will be taken to the headwaters of the Fraser, specially constructed tanks being provided for handling them. The other hatchery is for Skeena river propagation. Two smaller plants are also to be built on Vancouver Island, probably on the west coast, at Barclay and Clayoquot sounds. The two on the northern river will have a capacity of 25,000,000 fry each, while the two on the island will have capacity for 7,000,000 fry each. F. C. Cunningham, Dominion superintendent of fish culture, will be in the province at an early date to make arrangements for the building of the hatcheries.

* * *

Practically no changes can be noted in the markets this week. The staple lines of groceries are fairly steady, the only trouble being a very serious lack of stock in some lines, the freight situation not having improved, as the coal strike still handicaps the railway companies. In some lines, such as condensed milk, and similar eastern staples not usually stocked ahead of present requirements, the market is bare.

* * *

In provisions, there is a slight change in quoted prices of bacon and lard. Dry salt bacon is up to 14¼c., while lard in threes and fives is down to 13½c. Cheese is in small compass, no eastern stocks being held now, and none arriving. The small local supply is firm at 15½c.

Butter is still very limited in supply, the largest supply being local, with California coming in at intervals. The prices have remained firm, and until stocks are received from other sources, not much of a drop may be expected. Usually by this time there is considerable fresh-made eastern butter, and even some from Manitoba, but owing to the late season in the east, the shipments available for this trade are limited. Transportation difficulties also prevent stocks being ordered, as it is a problem if they are received after being ordered. Jobbing quotations are: California creamery, 33c. to 35c.; local creamery, 35c.; local dairy, 30c.

Eggs are as high in price as ever, with no show of coming down. Local sources largely supply the market at present. The price is 30c. Some eastern eggs are expected to arrive, but the price has not been fixed, though it is expected to be somewhat lower than local.

* * *

In fruits and vegetables, last quotations are firm. A very few strawberries appeared on the market one day, but they were a novelty and sold at luxury prices of 50c. per box. Lemons remain up to $6.50 and likely to. Oranges are still in good stock.

Australian onions were added to the vegetable stocks this week, selling to the trade at $4 per hundred. Potatoes have shown no change, and are not likely to lower in price, being still quoted at $35 a ton.

* * *

The effect of the building trade strike on retail business in Vancouver has been very marked. Retail grocers and provision dealers in particular, are feeling the shortage of cash following the shutting off such large pay rolls as are distributed through the building trades every week. The same grocers are, of course, asked to bear the brunt of this strike, as of all industrial strikes, by "carrying" Mr. Carpenter until he is at work and in funds again.

* * *

The West Coast Fishing Co. has been organized at Victoria to enter into the oyster cultivation industry. Fifty-six acres of sea ground has been leased from the Government, and oyster "plantations" are to be set down at once. Two cars of the bivalves, purchased in South Norwalk, Conn., are now in transit, and a magazine has been prepared for their reception at Island Cove, Esquimalt harbor. Other consignments will be laid down at Thetis harbor and Plumper Bay later on.

* * *

Flour-milling is receiving more attention every day in this province. At Victoria, the old 200-barrel mill, which has been in disuse for some years, is being re-opened by the Mount Royal Milling and Mfg. Co., of Montreal. The mill, besides having a capacity of 200 barrels per day for flour, has machinery to handle ten tons of rice per day. Fifty thousand dollars is to be expended putting in modern machinery and refitting the old plant. The flour mill will be ready to handle this fall's crop of wheat, which is expected to move westward from Alberta. Next year a big elevator is to be built at Victoria by the milling company.

* * *

SS. Georgia, of the Canadian-Mexican line, the first vessel to sail from B.C. ports in this service, left Victoria on the 27th. She loaded a large quantity of railway ties at New Westminster, on the Fraser river, and a considerable quantity of general merchandise was transhipped from Vancouver to New Westminster for the steamer. She also loaded a number of consignments at Victoria.

One change to be inaugurated by the new direct steamer line is dependent on the completion of the Tehuantepec railway line, now under construction across to the Gulf of Mexico. This will be the shipment of goods from England and Europe, which may be done in thirty days' time, as against sixty days by the Suez and Orient route, the present means of transportation.

SS. Oanfa, of the Blue Funnel line of steamers, discharged several hundred tons of general English merchandise at Victoria and at Vancouver.

British ship Deanmount, from Liverpool and London, with general merchandise cargo for Victoria and Vancouver, is in port discharging. She brought about 2,700 tons of miscellaneous merchandise.

SS. City of Puebla brought to port from San Francisco a large consignment of dried fruits, comprising several hundred cases of sixty tons weight for shipment to Australia by the Canadian-Australian steamer.

* * *

The H. A. Edgett Co., Ltd., has bought out the Hill Syrup Co., which manufactures maple syrup here, bringing the sugar forward from eastern Canada.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 9, 1907.)

Transportation difficulties are still the principal drawback to the business situation but conditions show a marked improvement. The C.P.R. lines in the west are doing fairly well now and the towns served by that road are not making many complaints. The C.N.R. is still in bad shape, although conditions show considerable improvement.

There are no important market changes this week.

CANNED GOODS — The canners are out of 2-lb. canned peaches, and as the supply in the hands of the jobbers is limited the price is advancing. Quotations now range about $4.60 per case. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
" Man. Can. Co. 2's per doz.	2 50
" " " 1's	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	2 75
" " 2's. "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " ½-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR—

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " sacks	4 95
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	5 80
" " in ½-bbls	5 80
" " in 100-lb cases	5 86
Raw sugar	4 50

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES — Local brands are quoted as follows since the recent advance:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " 3 "	0 10½
" " 4 "	0 10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 05
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 11
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APLES — Owing to the high prices of Canadian evaporated apples some of the local houses are importing evaporated apples from St. Louis, and these are quoted lower than the Canadian. Canadian evaporated apples are quoted at 10¾c. to 11c. per lb., and the dried apples at 9¾c. to 10c.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	3 40
" " 10-lb. " ½ doz. "	10 00
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—New prices will be noted on peanuts. We quote:

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES — In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" " " white, "	1 85

MATCHES — Prices have been revised, the "Silent" matches having been advanced in price while the other brands quoted below have been reduced. We quote:

	Per case
"Silent," 200's	2 55
" 500's	5 50
"King Edward"	3 95
"Victoria" Parlors	3 25
'Capital Safeties"	3 25

WINNIPEG.

BUTTER — The produce market is in a very backward state this year owing to the continued cold weather. The creameries have not yet opened up and the market is almost bare of creamery butter. Dairy is in better supply but the quality is poor. Creamery is selling to the retail trade at 32c. per lb., and produce houses are paying 20c. to 22c. per lb. for dairy butter.

EGGS — Produce houses are paying 16c. per dozen for eggs f.o.b. country stations.

CHEESE—Prices are quoted as follows:

Cheese, Ontario large, per lb	0 15½
" " twins, per lb	0 15½
" Manitoba, small (about 20 lbs.)	0 12½

LARD—The tierce price is 12¾c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, ½c. per lb. over tierce basis, each	6 50
20-lb. wood pails, ½c. " " "	2 55
6-10 lb. tin pails, ½c. " " per case	3 10
12-5 " " ½c. " " "	3 20
20-3 " " 1c. " " "	3 25

CURED MEATS—Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

STOCKS OF LARD.

The monthly bulletin issued by the N. K. Fairbank Co. show the stocks of lard held in Europe and afloat on May 1st to have been 155,600 tierces, an increase of 3,500 over last month. On May 1st a year ago they were 137,100, two years ago 158,850, in 1904 120,000, and in 1903 98,700. Of the European cities, Hamburg leads, with 26,000, the Baltic ports being second, with 20,000. Stocks held in America were 79,244 on May 1st, 32 tierces more than the same date last month. On May 1st, 1906, they were 92,220, a year previous to that, 173,354, and in 1904, 134,668. Chicago Prime Steam leads, with 25,191; Chicago other kinds totalling 17,435, and Kansas City coming third, with 14,327.

The total number of tierces held in Europe and afloat and in American cities on May 1st was 234,844, compared with 231,312 a month ago, 229,320 on May 1st, 1906, 332,204 on the date in 1905, 254,668 in 1904, and 146,667 in 1903.

CHEESE AND BUTTER REFEREE

Dominion Government Will Keep One at Montreal—Both Buyer and Seller Must Authorize His Services—May Have Standing Order

The Dominion Government has decided to re-establish the cheese and butter referee at Montreal this season. J. A. Ruddick, dairy commissioner, has issued the following information on the subject:

"I am authorized by the Honorable, the Minister of Agriculture, to announce that an officer of the dairy division will be stationed at Montreal to act as official referee of butter and cheese after May 15th next, in compliance with the urgent requests received from dairymen in various districts.

"In view of the representations which have been made by salesmen, the referee will act only on request of both buyer and seller. While it is recognized that the delay which may ensue before the salesman can be communicated with will result in any defect in the quality of the cheese or butter becoming more pronounced, and that it may interfere with the prompt exportation of the lot in question, the right of the seller to be consulted before any reference is made cannot be denied.

May Give Standing Order.

"Any salesman who desires to avoid the risk of increased loss, consequent on the delay of final inspection, may do so by giving the referee a standing order, in writing, authorizing the examination of his cheese or butter at any time on request of buyer alone. Such authorization must come direct from the salesman himself. Verbal notices will not be accepted. Any authorization of this kind may be cancelled by the salesman giving due notice to that effect.

"In giving certificates on the quality of butter or cheese, the referee will be guided by the classification and standards adopted two years ago. In this classification "First Grade" is equivalent to "Finest," a term used for many years to denote first-class quality; and "Under Finest" is divided into second and third grades, with clear definitions for each grade. The advantage to the seller of having the grades clearly defined and of having three grades instead of two must be obvious to all.

"The referee will furnish both buyer and seller with a report on the quality of all butter and cheese officially examined.

"Copies of the circular giving the standards or definitions for the three grades of butter and cheese were distributed in 1905, but further copies will be sent to any person who makes application for them.

"The standards are printed on the back of the referee's reports."

PERSONALS.

W. H. Dunn, Montreal, is in New York.

Mr. Waller, of Hunt & Co., from Chicago, is in Montreal.

Mr. White, of the Falcon Packing Co., New York, was in Montreal during the week.

George Gill, green buyer for the house of Crosfield, Lampard & Co., Colombo, is in Montreal.

J. M. Brayley, Montreal, has been appointed agent for the Kentucky Refining Company, Louisville.

A. W. Mullins, Hudson Heights, was in Montreal to see the exhibition of groceries, among other things.

Ernest J. Clark, with Bovril, Limited, Montreal, was married Tuesday, April 23, to Miss Upton, of Montreal.

George Hodge, of George Hodge & Co., produce dealers, has returned to Montreal after his annual trip to the Old Country.

A. Carson, Canadian manager of Lipton's teas, is in Winnipeg this week making arrangements to push the sale of Lipton's teas in the West.

S. D. Stewart, Quebec representative of H. J. Heinz Co., has been elected director Dominion Commercial Travelers' Association to replace Mr. Bois, resigned.

W. A. Melville, chief United States and Canada representative for Thos. J. Lipton, was in Toronto last week looking after the opening of their Canadian branch at 75 Front street east.

Albert Hebert, Hudon, Hebert & Co., Montreal, has left for New York whence he will sail on a trip to Europe for a six months' holiday. He is accompanied by his wife and daughter.

Arthur Fournier, who covered the Ottawa valley for the past eighteen years for L. Chaput, Fils & Cie, and latterly for E. D. Marceau, Montreal, has joined the traveling staff of Doyle & Jackson, teas, Montreal. Mr. Fournier's territory will be the Maritime Provinces.

C. W. Gregory, formerly for six years a traveler for Snowdon, Forbes & Co., Montreal, but lately connected with another enterprise, has rejoined the establishment with which he was so long connected and will cover city ground for the firm.

John P. Laurent was a caller at the Montreal office of The Grocer last week. Mr. Laurent, who was fourteen years in the grocery business in Quebec, being connected with A. Joseph & Sons, is about to start a commission agency business in Edmonton, Alta.

W. B. Grant, who has been with Jas. Turner & Co., Hamilton, for a number of years, and for the last four years representing them in southern Alberta and British Columbia, has bought an interest in the business of Stewart & Tweed, Medicine Hat. He expects to retire from the road at end of present month. His successor in the district will be C. W. Griffin who has been on the city traveling staff. Mr. Griffin left on Saturday last to take his initiatory trip over the territory in company with Mr. Grant. T. E. Edey, formerly with C. H. & E. R. Almas, is taking Mr. Griffin's place in the city of Hamilton.

INSPECTION LAW AUGUST 1.

New Dominion Act Will Come Into Into Force on That Date

The act to provide for inspection of canned food products, meats and fish, passed at the recent session of Parliament, will come into force on August 1st. Regulations in respect to duties of inspectors, methods of inspection, etc., are now being drafted. The Government will appoint about forty-five inspectors, who will be under Dr. Rutherford as Inspector-General. The total cost of enforcing the act is estimated at $75,000 per year. The salaries of the inspectors will be $1,200 per year.

EGG CARRIERS THAT FIT THE BILL.

C. E. Choat & Co., of Halifax, are among the livest grocers in eastern Canada. Through The Canadian Grocer they got some Star egg carriers from the MacLaren Imperial Cheese Co., Toronto, and after receiving them wrote:

"The Star egg carriers we received from you are certainly a great article. We are very pleased with them. They just fit the bill.

"We are large advertisers in our city papers and would be very pleased if you would send us two or three of your small cuts that we might advertise about the way we handle eggs to our customers. We could return the cuts to you after we use them."

There are two suggestions in this letter. They are:

Get the best equipment.

Timely advertising.

WESTERN WHEAT CROPS.

The Northwest Grain Dealers' Association, Winnipeg, have issued the following statement in regard to the western wheat crop of 1906, and situation on April 1:

	Bush.
Cars inspected to date	42,230,000
In store at country points ..	19,250,000
In transit, not inspected	990,000
Shipped by C. N. R.	350,000
Marketed at Winnipeg	250,000
Total marketed to date	63,070,000
Allow for country mills	9,000,000
Allow for seed	9,000,000
Total crop	81,070,000
Marketed at this date last year	63,847,000
Wheat in farmers' hands to market	8,560,000
Oats in farmers' hands to market	4,000,000
Barley in farmers' hands to market	450,000
Flax in farmers' hands to market	88,000

Estimated increase in wheat acreage for 1907, ten per cent. Wheat acreage 1906, 5,013,500 acres; estimated for 1907, 5,514,000; wheat land plowed for seeding, 68 per cent.

FRUIT CROP ALL RIGHT.

A representative of Canadian Grocer saw E. J. McIntyre, of Niagara-on-the-Lake, yesterday. He says that no damage, as far as he knows, has been done to the crops in Ontario by the recent severe weather, excepting in the case of tomatoes in frames, which were destroyed and will have to be replanted. He does not think that that will make much difference to the crop. Apples, peaches and everything else have not suffered.

NOTES.

A very neat folder is being distributed to the trade by the Ozo Company. It tells of the profit obtainable through the handling of Ozo pickles in the company's hygienic jars. The cut of the set of four jars sitting on the stand, which is given free with every order, is seen on the little booklet.

A small fire occurred in the premises of Theodore Lefebvre & Co., the Mokara Mills, Gosford street, Montreal, recently. No serious damage was done, thanks to the quick work of the fire brigade. This is the second time this firm has been visited by fire within six months.

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

The Waggon Tells Its Own Story.

The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

HIS MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our NEW PRINTING DEPARTMENT

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish lay-outs, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want "printing that's different" let us hear from you

MACLEAN PUBLISHING CO LTD
John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

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his mark

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.
(Successors to Jos. Carman)
722 Union Bank Bldg. WINNIPEG, MAN.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

THE CANNER THAT CANS

Stop the waste of fruit and vegetables caused by over-buying.

The Modern Canner will preserve these perishable goods and the canned article can be sold at a profit.

Write for Booklet "The Modern Canner."

Modern Canner Co.,
St. Jacobs, Ont.

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

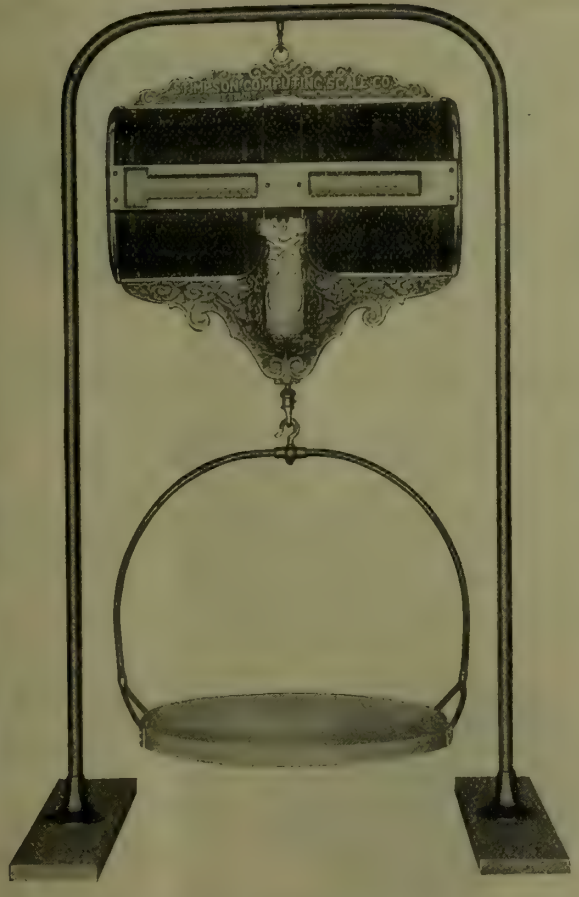
"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.



Capacity 24 lbs. Range of Prices 4 to 32 cents per lb.

Sold on Easy Monthly Payments.

Stimpson Computing Scale Co.,

34 Arthur St., WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **WINNIPEG, MAN.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

HAMS

Star Brand Hams are noted for their delicious flavor. We quote you cheap this week either smoked, pickled or cooked. Write for prices.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Your Reputation's Valuable

The most potent asset in your business, Mr. Grocer, is your reputation —that and that alone is the real source of your bank account. Most grocers know that our famous lines of provisions not only read direct profits—but they also enhance the merchant's reputation. There are reasons—besides the A1 quality of our lines—why you should place your orders with us.

We Don't Compete With You

because we've no retail stores. Think over it. We sell to the trade only.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

That Brand

is conspicuous in the stores of all grocery and provision merchants who do a rushing trade, because it is the housewife's surety of purity.

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

bearing **The Ryan Brand** are wholesome, pure and of first quality. Since the public know these facts, Mr. Grocer, can you afford to stock another line of provisions? Figure it out for yourself.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

DAIRY PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Cheese has not changed very much since last week. Prices have fluctuated more or less but still hover around the figures which ruled a week ago. Navigation is now open, and for this reason there is a little more interest taken in this article. Quite a lot of cheese is being exported by this week's steamers from Montreal. In all there would be not far from 30,000 boxes. Most of this is held cheese, that is stock that was kept in store in Montreal during the winter awaiting instructions from the houses in England which had earlier in the season purchased it. There would probably be no more than one-third of the lot to be shipped which could be called strictly new made.

Returned produce merchants say that there is no very great interest taken in Canadian cheese in the Old Country at present. Dealers across the water appear to feel that after the experience they had with the cheese purchased last fall they should watch their actions closely. A great many lost goodly sums of money and they are wary lest a like loss is in store for them this year.

Active trading with England will hardly assume any proportions before receipts increase. At the moment, lots arriving are not very large. What is received is taken up quickly.

Dealers report local trade about normal. Demand is good for new make at prices which are steady. Some old cheese is obtainable at figures around those asked last week.

Quite a lot of interest is being taken in butter. Receipts, while a little larger each week, are not yet as good as dealers would wish. All lots arriving are sold in short order, so that produce merchants are kept busy securing sufficient stock to fill daily orders.

The reason for the short receipts is apparent. Various points throughout the country, such as Ottawa, Toronto, and other cities and large towns, are calling for supplies and the creameries are shipping small lots to these centres, sending the remainder along to Montreal. The amount consumed locally is by no means small. As a result, stocks are not accumulating, even in a small measure.

Prices are lower than they were last time of writing, having gradually dropped. Still lower figures are expected to rule in the near future. Just as soon as provincial centres are supplied Montreal will receive large lots of butter and then there is likely to be a decline which will bring prices nearer to an export basis than they now are.

Butter dealers are unanimous in the opinion that the quality of the creamery and dairy arriving this year is superior to that which was received last season. One of the chief reasons for the improvement no doubt lies in the fact that prices are presently much higher than they were at this date in 1906. As a consequence there is no temptation to hold the make in hopes of higher prices. Rather the reverse is the case, and butter received is particularly fine quality.

Prospects for export business appear none too bright. As may be seen present figures are too high to tempt buyers in England. Again, the market on the other side is not one ready to receive the Canadian article at present. Conditions will have to change considerably before the wires are kept hot with cable business. Returned produce dealers are not at all optimistic regarding the coming season's business after having viewed the situation as it is, and as it was, the latter part of the past season, in the United Kingdom. Importers are still feeling the place in their pockets where they kept their money before they lost it on Canadian butter, and if they go slowly in their cheese operations this year they will certainly exercise caution in their butter transactions.

THE PROVISION SITUATION

The hog market is again a little excited and reports vary as to prices being paid for live hogs, ranging from $6.15 to $6.35. This is merely a repetition of what has been going on for months and is the result of an aggregate packing house capacity of 50,000 to 60,000 hogs a week, with supplies of 16,000 to 20,000 and a very adverse export market. When prices get down the farmers back up and pretty soon it becomes a question of keeping the factory going; then the competition in buying is resumed and prices begin to climb. Sometimes, as now, the movement is helped by a slight improvement in England. Thus the ebb and flow of the market continues.

In the Old Country an improvement of from one to two shillings is expected this week, due entirely to the smallness of the quantity of Canadian hogs on that market. Canadian is practically on a parity with Danish, which is a most unusual situation and can be maintained only by keeping the supplies of Canadian on the London market to its present small proportions. Danish deliveries are as heavy as they have been and there is no indication that they will be smaller in the near future.

Packers all speak hopefully of the outlook for products on the domestic market. The consumptive demand has increased appreciably and is general from the Atlantic to the prairie provinces. Eastern packers are still holding their western trade. They, the westerners, like the Canadian product best and will pay for it ½c. to 1c. more than for American. The great inflow of immigration and the large amount of railway building are other factors in increasing the consumption of pork products in this country. Altogether the packers believe, or try to, that the consumption will absorb the increased domestic stocks resulting from the diversion of exports due to the losing game in Great Britain. It is generally conceded that exports are not now over half what they are usually, which means that quite a number of thousand more hogs a week than usual are going to increase the quantity for the home markets. Of course, it is to be borne in mind that deliveries of live hogs are not as heavy as they have been. One report of last week's deliveries was 18,000 to 19,000, another 22,000 to 23,000, the latter influenced by Montreal requirements, as distinct from the Ontario. Domestic prices are being maintained, thought there is said to be here and there a weakening in the lard situation.

MONTREAL.

PROVISIONS. — Quite a few shipments of lard have been made during the past few days since navigation opened. Prices are unchanged. Hams and bacon are rather slow owing to cool weather. It is expected, however, that there will be better demand for these lines in the near future.

Lard, pure tierces	0 12	0 12½
" ..... 56-lb. tubs	0 12½	0 12½
" .....20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12½	0 13
Lard, compound tierces, per lb.	0 09½	0 09½
" " tubs	0 09¾	0 09¾
" " 20-lb. pails, wood	2 00	2 05
" " 20-lb. pails, tin	1 90	1 95
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 10	0 10½
" " " 3-lb. "	0 10	0 10½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl.		14 00

BUTTER — Butter is weaker, and prices are lower this week, as will be seen from quotations. Receipts are still rather backward, though better than last week. Demand is reported strong for the season.

New creamery, choice, boxes	0 23	0 23½
" " pound prints	0 24	0 24½
Large rolls	0 21	0 22

CHEESE — There has been little change in cheese since last week. For new cheese prices asked are around 12c. and 12½c., while what old there is on the market is quoted 13½c. to 14c. Local demand is good and export trade is fair for the season.

EGGS — While eggs have been a little lower in the country they have not changed in the city, and quotations this week remain as they were last, 17½c. to 18c., with even more asked for extra new laid. Storing is still going on, but receipts are not such as to warrant the putting away of large lots.

HONEY — Honey is dull. Prices rule unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS — There is a distinctly better demand for cured meats,

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

CONFIDENCE

What is it Worth?

Our record for **Quality** and a **Square Deal** proves that you may with confidence buy any line of

CANNED MEATS or BEANS

under the label of

Wm. Clark

though it is considerably below the warm weather level. Prices are being maintained despite increasing stocks. Here and there a soft spot in lard is reported. The top price for dressed hogs is 15c. lower.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 15	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 50	23 50
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	8 75	9 25
Veal	0 08	0 10½

BUTTER — Supplies are increasing and prices are from one to two cents lower all round. Buyers are very chary about overdoing it and the demand is strictly consumptive, which naturally tends to lower prices.

	Per lb.	
Creamery prints	0 26	0 28
Dairy prints, choice	0 22	0 24
" " ordinary	....	0 20
" rolls, large choice	0 21	0 22
Baker's butter	0 18	0 19

CHEESE — Prices for old cheese remain at former quotations. The market for new is very slow.

Cheese	0 13½	0 14

EGGS — The market is higher and the egg dealers are all guessing at what the final outcome will be. Prices are at a record level, and firm at that. There's no question that consumption is increasing in Canada, because of increased population, and the dealers' doubt that production is increasing at all. If the weather were to get really seasonable for a while there might be something more to say about that. Anyway, consumption just now is very heavy.

Eggs (strictly new laid)	0 17½	0 18

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	....	1 50

POULTRY—Prices are unchanged.

Live Weight.

Old fowl	....	0 1
Ducks	....	0 17
Young chickens	....	0 13

Dressed weight.

Old fowl	...	0 11
Ducks	....	0 14
Young chickens	....	0 15
Tom Turkeys	....	0 14
Hen "	....	0 18

WILSON'S Fly Pads

KILL THEM ALL

No dead flies lying about when Wilson's Fly Pads are properly used

SOLD BY WHOLESALE GROCERS

Archdale Wilson, - Hamilton, Ont.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS CEREALS POULTRY
LIVERPOOL. Produce Exchange Bldg.

Noble Dean, general store, Renfrew, has taken his son into partnership.

Silas Harris, general store, Rupert, is dead.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

O'MARA'S

IS THE

BEST BREAKFAST BACON

that MONEY and EXPERIENCE can PRODUCE

PRICES RIGHT
QUALITY GUARANTEED

Write for Quotations
Phone or Wire at My Expense

JOSEPH O'MARA
PORK PACKER
Palmerston, Ont.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:
NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

RELIABLE GOODS

Goods approved by the women of Canada will help any Grocer to corner a paying trade. That's why most Grocers feature

Nicholson's Mince Meat

and recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO.,
27 COMMON ST, MONTREAL

REINDEER

MILK CONDENSED SUGAR COFFEE

Combined---Ready to Use

A cup of excellent Coffee is prepared by simply adding boiling water.

STOCK UP

to be ready for the outing season.

Truro Condensed Milk Co., Limited, Truro, N.S.

CEREALS AND CONFECTIONERY

Market Still Rising on the Strength of Crop Reports—Situation in the Canadian West—Advance in Flour—Summer Confectionery.

Crop destruction is still in the ascendant, and the price of wheat continues to rise with an occasional rest. The American Government's crop report, to come out to-day, is looked for anxiously in the hope that it will give some authentic and encouraging information. Prices advanced 2½c. in Chicago on Monday and a sample of the wild stories going was that the wheat acreage in the Canadian west would be half what it was last year. Reports here indicate that there will be about 10 per cent. decreased acreage, but there is also reliable information that it will be about the same. It is said that wheat planted up to May 20 will do very well. The decreased acreage does not, however, represent a distinct loss. Oats and other grains can be planted much later than wheat and it is estimated that these will make up to the west the shortage in wheat.

Flour has advanced 20c. a barrel and is very firm. There is plenty of export enquiry, but foreign buyers have not risen to the new level. Domestic demand is very good. Wheat cereals are also advancing.

Confectionery.

There's a good trade in confectionery to be done during the summer and now's the time to get ready for it. Confectionery is one of the most profitable lines a grocer can carry. We've said that before, but it ought to be said every week. To get the best out of them, however, they should be specialized, properly displayed in the most attractive way possible. Shown in a modern silent salesman they will sell themselves. The case and candies both add to the appearance of the store. The energetic progressive grocer should handle confectionery.

MONTREAL.

FLOUR—Owing to the advances in wheat millers have deemed it advisable to send up their prices and as a result buyers must pay more for flour this

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,
LONDON, ONTARIO

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
BODE GUM CO., 30 St. George Street, MONTREAL

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

DON'T TAKE CHANCES
Since you can stock our famous
ROLLED OATS
thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

week. Trade is good, navigation now being in full swing.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 30
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 70
Glenora	....	4 20
Manitoba spring wheat patents	....	4 70
" strong bakers	....	4 20
Five Roses	....	4 70
Buckwheat flour	2 25	2 30

ROLLED OATS — Since last week there has been no noticeable change in rolled oats. Prices remain as quoted last time of writing.

Receipts and Supplies

for manufacture of such profitable specialties as
CUSTARD POWDER
JELLY SQUARES
BAKING POWDER
SELF RAISING FLOUR

We quote low rates on Essences and Harmless Colors, Phosphoric Acid, Calcium Acid Phosphate, etc., etc. Drop us a line for price list.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated "	2 30	2 45
Golddust cornmeal. 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls.	....	4 40

FEED—Business is slow owing to lack of goods with which to fill orders. The market is about steady.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Mouillie, milled	23 00	up
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—Encouraged or compelled by the advancing wheat markets and the strength of the situation the millers have advanced flour 20c., and report trade very active at the advance. The opening of navigation brought heavy purchasers from Prince Edward Island, where stocks had been very low. Prices are now too high for export, though there is good enquiry.

Manitoba Wheat.

60 per cent. patents	4 60	4 80
85 " "	....	4 20
Strong bakers	4 00	4 10

Winter Wheat.

Straight roller	3 80	3 90
Patents	4 00	4 20
Blended	....	4 20

CEREALS—The advance in wheat has necessitated an advance in the rolled product, though all the millers have not yet made it. There is, however, a partial advance of 10c. Oats are unchanged. Trade, generally is normal.

Rolled wheat in barrels, 100 lbs	2 40	2 60
Rolled oats, in wood, per bbl	4 50	4 74
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

NOTES.

E. J. Clark, miller, of Mount Brydges, has sold out.

Wm. Robertson, baker and grocer, of Blyth, has sold to John Bloor.

The assets of P. & J. Tremblay, bakers, of Hull, have been sold.

George Lee, baker, of Dundas, has been succeeded by Graham & Shaw.

W. T. Scott, miller, of Picton, is advertising his chopping mill for sale.

LARGE WEST INDIAN TRADE.

D. Rattray & Sons, general commission merchants, with head office at Montreal, have made such large sales of Barbadoes molasses and West Indian grocery sugars that, in addition to chartering a large sailer for Quebec, they have chartered the steamer Langfond, of the West India line, to bring a full cargo for Montreal and western points.

"Just Because Their Goodness is Lasting"

Mr. Grocer! We do not need to tell you that that is a woman's reason and that it is a good one. The women of Canada demand

just because their **goodness is lasting.**

Can we give you a stronger reason for stocking

Perfection Cream Sodas

and stocking them now? Send off that order to-day.

(3-lb. cards or tins.)

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada

Sixty Years of Popularity

COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaiay)

is more than Chocolate—It is a food every grocer should recommend to his customers. It is dainty, delicious, healthful and nourishing and shows you a profit all the time. It will increase the demand for Chocolate — Buy CAILLER'S.

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

No Chocolate

can be purer than

Mott's

"Diamond" and "Elite" brands

They are prepared from selected Trinidad Cocoa Beans, made with best machinery and clean from start to finish. Get them.

FOR SALE BY ALL JOBBERS.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

---

Write for

Free Tasting Samples

LUCERNA

Swiss Milk

CHOCOLATE

No Grocer, Druggist, or Confectioner should be without this most profitable and delicious confection.

This Chocolate won the Gold Medal at the Milan Exposition (1906) against the world.

Prices on application to Dominion Agents:

JOHN BEARNS, Ltd.

11 Bank of Hamilton Building
Winnipeg, Man.

Agents Wanted where not already represented.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally by T. Johnson Stewart.

"Some fellers can't tell a truth with a straight face any more than an advertiser can always sell below cost."—Rusty Mike's Diary.

Blessed art thou, Rusty Mike! Once more you have provided the text for our advertising talk. You may be the rustiest-looking proposition on the Pacific slope; but your quaint philosophy is always pleasing and sometimes profound. Keep on living and ousting Solomon from the hearts of the populace as king of the proverb business. And if I may not attend your marriage may I be permitted—in the fulness of time—to write your epitaph. Both are sorrowful jobs for men who have peered into human nature as we have done; but I never go back on a pal. Let's dismiss 'em and all other phases of life which our all-important subject—advertising—does not embrace. But when we ponder o'er our subject for a moment we discover that there is nothing which we can dismiss. History is the fulfilment of advertising, and without advertising there would be no history at all. Nor will there ever be.

• • •

Let us return to Rusty Mike's statement. Are you one of the grocers who sell — not infrequently— below cost? There are so many grocery and provision merchants doing that very thing that I am worried about their future and the future of their posterity. Miracles seem to happen in the grocery business. Unfortunately, I belong to a considerable and growing class, easily discoverable in any community, which does not believe in impossibilities. Already this minority is too considerable for any wise man to ignore. And it is expanding—growing rapidly all the time. We believe in "sweet reasonableness" in all things. A goodly number of the grocers in Canada have been selling goods below cost for years. These generous gentlemen are not the sons of bankers. When they started business all they possessed was in their wives' name. It's decidedly amusing to realize that the poor merchant, who persists in selling below cost, can only invest in one lot annually when he might just as well sell at a decent profit and invest in two. This type of a merchant is a regular wonder-worker—at least for some time. He goes on selling goods below cost—just to oblige the public and demonstrate the art of living on nothing—minus less than cost. That game is amusing but it is utterly impossible to fool all the people all the time on any spot on the globe. Gradually the public loses faith in the business rectitude of the man who persists in the "Below Cost" refrain. Only the ignorant poorly-paid people of a community—the people who have little to spend—attach any significance to that brand of advertising. There are rare occasions when a merchant can advertise goods at less than cost. Shrewd merchants seldom do so, and when they do they are quite frank in their reasons for holding such sales. If this "Below Cost" paragraph serves to warn the man who inconsiderately advertises goods that way too often it will have served its purpose.

mere purpose of keeping your name before the public. Because the other fellow is sure to be doing a little more than that and as a result your name is pretty certain to be ignored. Have something to say, and then say it "peppery and to the point." Mr. McCrea might have left out the reference to the weather. The people knew that the weather was disagreeable that particular Wednesday morning and it certainly was a mistake to rub it in. However, the writer got to the essential points pretty quick. These Japanese cups and saucers are bargains at the price. The women folks know it. I don't. But I do know that McCrea & Son did a better business on that disagreeable Wednesday than if

WEDNESDAY MORNING

8.30 a.m.

Weather disagreeable, demand for CUPS and SAUCERS very brisk.

REMEMBER this sale will continue until every CUP and SAUCER is sold. Note the prices once more—

Japanese Cups and Saucers, large variety of shapes and shades at .. **17c each**

Japanese Cups and Saucers, Kermis Shape, at ..... **20c each**

Grocery Dept.

We want to prove to you that we are always looking out for your interest. Our buyer was enabled to make a very satisfactory purchase, yesterday, of Pulled Figs, regular retail price 4 lbs. for 25c. By buying a very large quantity we will be able to sell while they last,

6 lbs Choice Pulled Figs for..... **25c**

FOR SALE AT BOTH STORES

We Prove Our Ads.

THE NOTED TEA STORE AND CHINA PALACE

J. A. McCREA & SON,

Wyndham Street and Elora Road

We have reproduced this ad. of J. A. McCrea's because of its simplicity. A correspondent asks us how to build an ad., and this sample explains the process for the beginner far more clearly than all the sentences on the subject we could print. You cannot advertise unless you have something to advertise. Do not buy space in any paper for the they had advertised these same Japanese cups and saucers "Below Cost."

In our next talk I will write an ad. and explain the process of building it up from beginning to end. Few ads. are arriving for criticism. It's about time you gentlemen began to show a few more symptoms of the interest I know you feel in this page.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

"M. H. C. POPULAR" CHRISTMAS CRACKERS

we have to offer the very best value and selection as to contents, variety and color.

PAPER TABLE SPECIALTIES—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them ?

All goods sold by us are manufactured at our factory in Hampstead, London England.

MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Maple Cream Hearts

Marmalade Jams, etc.

SUGARS, Limited
MONTREAL

Agents: NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

SHALLCROSS, MACAULAY & CO.
Vancouver and Edmonton

STRAWBERRIES

Expect our first direct car from North Carolina to arrive about Monday, 6th May, and will have daily arrivals after that. Your orders will have our best attention.

Have also car each of

FLORIDA TOMATOES
CUBA PINES
and
NEW CABBAGE

Do not forget we are headquarters for

ORANGES
and
LEMONS

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria Grapes, Figs, Dates, Almonds, Walnuts, Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point,** quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON
91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.
11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FREDK. FISHER & SONS

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

FRUITS, VEGETABLES AND FISH

Pineapples Down at Last — Vegetables Quiet— Southern Conditions Continue to Affect Prices—Potatoes Still Unequal to Demand.

The pineapple situation is rapidly assuming a healthier outlook. The stock has dropped considerably in price and is coming to hand plentifully and in good condition. It will be two or three weeks yet before the first of the Florida pines are reported, but accounts point to a splendid crop from that country, although it is probable the sizes will run small. 24's were about the standard last year. This year it will be 30's and 36's. The first car should be along before the end of the month.

There is a fair trade passing in vegetables, but the weather has been too uncertain to permit of business being consistently good. What activity there is is divided impartially among tomatoes, of which there is a considerably greater supply this week, asparagus, celery and new cabbage. Owing to so much cold weather in the south a great deal of damage has been done to all the early vegetables, and prices consequently remain high. A lower level all round is, however, anticipated shortly.

Potato prices remain about the same for Delawares, eastern stock being a trifle easier. There is a scarcity of supply in some quarters, the stock held by a fair proportion of the dealers being quite inadequate to the demand.

MONTREAL.

GREEN FRUITS—There are no radical changes in fruits this week. Bananas are selling at prices slightly lower, but still high enough to keep profit narrow, since demand is not so strong with advanced figures ruling. Oranges and lemons are selling freely. Other lines are normal.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	1 75
" jumbos	2 00	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	4 00	5 50
Apples, bbl	3 00	5 00
Lemons	3 25	3 50
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 25	4 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	....	2 65
Florida oranges, box	...	5 00
Valencia oranges, case	4 00	4 50
New figs, per lb	0 08½	0 12½
Cranberries, Cape Cod, per bbl	...	7 00
" Canadian, bbl	6 00	6 50
Florida grape fruit, box	...	5 50
Jamaica grape fruit, box	4 00	4 50

VEGETABLES — Business is reported picking up since local navigation is now open. Orders are being received from many points along the river while business in other parts of the country, reached by rail, at the lower freight rates, is satisfactory. American cabbage is no longer obtainable. New cabbage is higher, as are also turnips.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	....	4 00
Montreal cabbage, per bbl	....	2 75
American cabbage, bbl	2 00	2 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 90	1 00
Green beans, basket	....	6 00
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	0 75	1 00
Celery, per doz	1 10	1 50
Florida celery, case	....	4 50
Asparagus, doz. bunches	10 50	14 00
Radishes, doz	0 40	0 60
Spinach, per bbl	....	4 00
Cucumbers, per doz	1 25	1 75
" basket	4 50	6 50
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	....	1 10
New potatoes, lb	....	0 06½
" " bbl	....	8 50
Jersey sweet potatoes, basket	...	2 25
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02½	0 03½
Red onions, bbl	....	5 00
" bag	1 75	2 00

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

New beets, doz. bunches		1 50
Old " bag	2 00	2 25
Carrots, bag		1 25
Mushrooms, lb		0 75
Horseradish, lb		0 15
Rhubarb, doz. bunches	1 00	1 25

FISH—Dealers report business fair to good. Pike, brook trout and market cod are included in the new lines quoted this week. Haddock is a little higher, as is also halibut. Steak cod and sea trout are lower, the former offering for 6c. and the latter for 11c. New haddies are now quoted 9c., an advance of one cent. Dry cod in bundles is up $1, the price asked being $6.50. Labrador herring is arriving more freely and prices are easier. N.S. herring is also lower.

Fresh and Frozen Fish.

Haddock, per lb	0 05½	0 06
Halibut, express, per lb	0 08	0 10
Dressed bullheads		0 10
Bluefish, per lb		0 12
Grass pike, express		0 08
Mackerel, " "		0 12
New buckshad, each		0 35
Dore, "		0 08½
Carp, lb		0 05
Smelts " "	0 08	0 10
Steak cod, lb		0 06
Market cod, lb		0 05
Sturgeon, lb		0 11
Pike, lb	0 06	0 07
Lake trout, lb		0 10
Sea trout, lb		0 11
Brook trout, lb		0 22
White fish, lb		0 07
Salmon, lb		0 20
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small. " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TOMATOES FOR SALE

Ripe, red, fancy ***Florida Tomatoes,*** in 6-basket crates, the finest stock received in Toronto. ***Prices are lower.***

ORANGES

First car medium sweet California Oranges arrived. Fruit is fine and juicy and sizes desirable. Also ***"Bronco Brand Navels"*** and ***Mexican Oranges.***

PINEAPPLES

have dropped in price. Get our quotations before buying.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106 ***TORONTO AND HAMILTON***

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We have some

GOOD LEMONS

300s and 360s, at $3.00 per box.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card i same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,

HAMILTON

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit, Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment :

200 Bags Bombay Peanut Kernels

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1866

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

You can make money as well as oblige your customers if you handle our

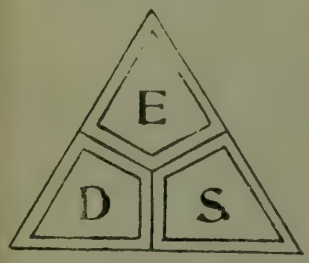
BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE ONT.



There's just one brand of Jams and Jellies which assures the paying trade.

"E.D.S." BRAND

Jams and Jellies

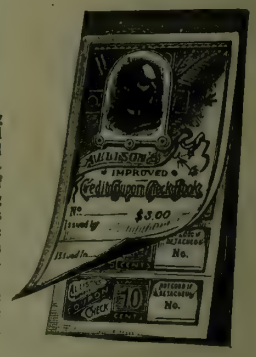
are the best manufactured in Canada. If you do not know that you ought to. Ask for the proofs!

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,

Winona, Ont.

Book-Keeping Leaks.



It's only once in a long time that you can find a clerk who is a good salesman and a methodical accountant too. If his mind is on selling goods, he is careless with his accounts; if he is long on method he is shy on salesmanship—they don't mix. In either case you get the worst of it. And the same fact is true if you are your own clerk.

ALLISON COUPON BOOKS

do away with all that. You can cut out the bookkeeping, and save time and losses. Simple and easy as the cash system.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

New Season's **SALT** now deliverable ex wharf.

Kindly address us a card for prices and all information.

VERRET, STEWART & CO.

LIMITED

12 Port Street, - - MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

GROCERS

used to think Fish an undesirable line to carry in the Summer season, and there are some, perhaps, who think so still. Those who think otherwise are the wise Grocers, who have made a leader of the package Fish, HALIFAX, ACADIA and BLUENOSE, all of which are stamped with the following trade mark: These brands are salable at all seasons of the year, and for summer diet there is nothing more healthy.

SEND FOR PRICE LISTS

ATLANTIC FISH COMPANIES, LIMITED

Head Offices: Lunenburg, N.S., Canada

Works at	*Agents*	*Branch Offices*
La Have, N.S.	*A. Brittain & Co. - Montreal*	*Halifax, N.S.*
Lunenburg, N.S.	*H. G. Connor - Winnipeg*	*Montreal, P.Q.*
Canso, N.S.	*Chas. Milne - Vancouver, B.C.*	*Winnipeg, Man.*
Bay of Islands, Nfld.		

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit and Vinegar Co., LIMITED

Belleville, Ont.

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

TORONTO.

FRUIT — The most noticeable feature this week is the drop in pineapple prices, there being a reduction of 50c. to $1 on all sizes. It is unlikely that the former high level will be reached again this year, which should be good news to more than one dealer. The demand for oranges continues unchecked, and prices remain firm. A brisk trade will be passing in bananas from now on, but as most of the fruit has to be ripened after it reaches the city it not unfrequently happens that dealers are short of stock.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00	3 75
126's	3 50	3 90
150's	....	4 00
176's, 200's, 216's	....	4 25
Navels, extra choice, 96's, 112's	2 75	3 25
126's	3 25	3 50
150's	....	3 75
176's, 200's, 216's	....	4 00
Mexicans, 126's, 150's, per box	....	2 65
" 176, 200, 216, 250, per box	....	3 00
Valencias, ordinary 420's, per case	4 25	4 50
" large, 420's, per case	5 00	5 50
Bloods, 80's, 100's, 150's ½-boxes	....	2 25
Ovals, 80's 100's, 150's ½ boxes	....	2 25
Grape fruit, Floridas, 46's, 54's, 64's, 80's	....	6 00
Lemons, No. 1's 300, 360	....	3 75
" " 2's 300, 360	....	3 50
Pineapples, 24's, per case	4 75	5 50
" 30's, "	4 00	5 00
" 36's, "	3 50	4 50
Apples, Ben Davis, Nos. 1 and 2	3 00	4 00
Bananas, Jamaica firsts, per bunch	1 20	2 25
Bananas, jumbo bunches	1 75	2 50
Strawberries, N. Carolina, per qt	0 20	0 25
" " per pint	0 12½	0 15

VEGETABLES — Trade is not rushing, but taking the elements into consideration is as satisfactory as can be expected. An easier movement is noticeable in half-a-dozen lines, Bermuda onions, radishes, Florida cucumbers and tomatoes among them. Some old cabbage has turned up again, and a desperate endeavor is being made to get rid of it at $2.25 per barrel. Asparagus is a dollar a dozen lower than last week.

Potatoes, Delawares, per bag	1 00	1 05
" Ontario	0 80	0 95
Sweet potatoes, per hamper	2 50	2 75
New potatoes, per bush basket	3 00	3 25
Onions, Spanish, per large case	3 00	3 15
" " small case	....	1 50
" Red Globe, per bag	....	1 50
" Green onions, per doz	....	0 15
" Potato, per lb	....	0 07½
" Egyptian, 110-lb. bag	....	3 25
" Bermuda, per crate, 50 lbs	....	3 00
Cabbage, new Canadian, per case	3 25	3 50
Old cabbage, per bbl	....	2 25
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 40
" Boston head, per doz	....	1 75
Radishes, Roseland, per doz	....	0 40
Cucumbers, hot house, per doz., fancy Boston	1 25	2 00
" Floridas	0 30	1 00
Beans, white, prime, bush	....	1 40
" " hand-picked, bush	....	1 50
" Lima, per lb	....	0 06
" green, per bushel	....	4 50
Peas per bush	....	4 50
Tomatoes, fancy, per crate 81's, 96's, 120's	4 00	4 25
Tomatoes Florida, per crate	4 50	4 75
Parsley, per doz	....	0 25
Celery, Florida, 3, 4, 5 and 6 doz., per case	3 25	4 00
Asparagus, per doz	2 00	2 25
Fancy Baltimore spinach, per hamper	....	1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH — Dealers report an increased interest in all fresh-caught lines, of which Lake Erie whitefish and trout are the most popular. Fresh British Columbia salmon is expected to arrive this week but the consignment will not be a large one.

Haddock, fresh caught, per lb	....	0 04
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	....	0 12½
Trout, fresh, per lb	....	0 10
Ciscoes, per basket	....	1 30
Finnan haddie, per lb.—fresh cured	....	0 10
Labrador herring, per bbl	....	4 75
Smelts, per lb	....	0 08
Cod, per lb	....	0 07
Halibut, fresh caught	....	0 10
Yellow pickerel, winter caught, per lb	....	0 07
Tubiless, per lb	....	0 06
Shredded cod per lb	....	0 08
Shredded cod, per doz	....	0 90
Flounders, per lb	....	0 05
Halifax fish cakes, case	....	2 40

LUNCHEON OF ANCIENT CANNED GOODS

Demonstration to Show the Needlessne ss of the Dating Agitation.

L. J. Callanan a New York grocer, is leading the fight against adding to the United States law providing for canned goods inspection a clause requiring the dating of all cans when packed. On the last day of April he gave a luncheon of ancient canned goods to demonstrate that canned goods need not be dated. The New York Commercial telling the story, says:

'Twas just a shrimp, good, but old,
Sealed in a dateless can,
Packed years ago, or so, 'tis told,
And served by Callanan,
To prove contentions are amiss—
To dissipate a fear—
That canned goods get a bit remiss
If kept from year to year.

The seedless lemon is with us
To squeeze on boneless fish;
It's good enough if taken plus
The date for which we wish.
A painless ache may come some day,
But yet we cheerless scan
the process food interned, let's say,
In dateless, old tin cans.

Defying cramps and divers stomach ills a little band of canned meat packers, grocers and newspaper men yesterday in the cause of anti-dating tin cans, ate and made merry over portions of fish, fowl and beef in tins ante-dating the present decade. This reckless (some may think) exhibition of hardihood was the feature at a special luncheon served on the second floor of No. 41 Vesey street, the headquarters of the warmest opponent the much advocated dating law for canned food products knows. It was given by L. F. Callanan, the grocer, and its purpose, to demonstrate by actual test the fact ante-dating law experts maintain, that canned goods properly processed will keep an indefinite period and not deteriorate as to quality and harmlessness.

There was no introductory harangue, no stimulating strain of pleasant music to leave drooping spirits and stiffen shaken knees (if any were there) as the visitors trooped into the room where assembled on the tables, platters lay containing positively the oldest collection of canned eatables a month's ransacking of grocers' shelves had been able to discover. Once at the tables the host cracked a ghostly joke. He said: "I have ordered ambulances from all the nearby hospitals to meet us here at 5 p.m." This did not seem to break into the icy reserve of some of the guests. An attendant observed in a loud voice: "We are serving pea soup packed in 1888, 1893 and 1907." There were no distinctive marks on the portions served. Some present gasped—and—and—fell to.

Antiques Wet and Dry.

The soup was merely the start. Beef-stew, nine years old; brazed beef, ten years old; roast chicken, four years old, and plain potted chicken, six years old, followed in quick succession. Many of the guests were hungry, those who were not were thirsty, and did ample justice to a liberal display of certain old vintages that give color to the face. The appetites of a few, it was noticeable, improved somewhat after drinkings of sauterne and libations of rye extract. Down to the shrimp salad there was no more than a natural hesitancy shown in sampling the undated goodies heaped upon the plates. When the shrimps appeared, some of the guests found the hour was late and they had to go. Had such a good time, you know, but—

Uged by the host, most of the visitors lined up at the table and—"This," said Mr. Callanan, indicating the can, "is shrimp packed seven years ago, and this," tapping another can, "was packed last year. Tell me which is the better, as to flavor and quality." Most of those remaining at the board had reached the stage where nothing mattered; everybody ate, and singularly enough, the earlier packed shrimp got the vote.

The views of the guests on all the commodities served were taken by secret ballot. The decisions were written on pieces of paper, the portions of food voted upon going by numbers. It is a matter of record that in almost every instance the food packed the longest period received the largest number of votes. Samples eaten were from goods packed by the Franco-American Soup Co., Armour & Co., Richardson & Robbins and the Baratarria Canning Co.

Took Their Own Medicine.

In addition to the newspaper men present, there were H. E. Cragin, of Armour & Co.; Dr. Willis Cumming, H. H. Richardson, Walter B. Timms, of Austin, Nichols & Co., and Thomas Garrett, secretary of the Franco-American Food Co.

Backing up argument with deeds is the way Mr. Callanan expressed the purpose of the luncheon. "The charge is made," said he, "that canned goods deteriorate with age. I contend they do not. You, gentlemen, now know that they do not," (there was some enthusiasm here). "I maintain," said Mr Callanan, not heeding the interruption, "that the packers should come forward and defend their goods and fight down the sentiment in favor of a dating clause for canned goods in the Pure Food Law. Let them come forward and explain to the law-makers that dated cans will unnecessarily hurt the business of the packer and grocer, and won't help the consumer one bit."

There was no need for the ambulances. No use for the services of the physician who was present. The goods were tried on him as well as the other guests. The ptomaine family were conspicuously absent and the guests were able to leave the building.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year..... $30 00
"	"	"	6 months..... 17 00
"	"	"	3 months..... 10 00
50	"	"	1 year..... 17 00
"	"	"	6 months..... 10 00
25	"	"	1 year..... 10 00

AGENCIES WANTED.

FOR the city of Toronto, to represent a pickle manufacturer; best references and security for any reasonable amount, if desired. Box 143, CANADIAN GROCER. (19)

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, England.

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER.

JOHN NEW, Real Estate and Business Broker, 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR RENT.

STORE to rent—Plate front, solid brick, 80 ft. deep, two storeys and basement; situated in a good village of 1,200 people, good streets, electric lights, waterworks and first-class surroundings; good opening for general store with crockery and dressmaking: old business stand; good references. Apply Box 144, MacLean Publishing Co. (19)

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agen in Western Ontario, best of references. G. S Heyward, Chatham.

SITUATIONS WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

WINNIPEG BROKERAGE CHANGE.

Joseph Carman, Winnipeg, has taken into partnership with him W. H. Escott, formerly of London, Ont., and the business will now be conducted under the name of the Carman-Escott Co. Mr. Escott was connected for a number of years with T. B. Escott & Co., of London, Ont., and has had a wide experience in the grocery trade, while Mr. Carman has for years been conducting a successful wholesale brokerage business in Winnipeg.

Mr. Escott returned to Winnipeg last week from a business trip to Edmonton, Calgary, Lethbridge and intermediate wholesale centres. The Carman-Escott Co. sell to the wholesale trade in all the western cities from Port Arthur to the Rockies and are in a position to give efficient service to manufacturers looking for representation in Winnipeg.

Stuart, Watson & Co. have been appointed Winnipeg agents for the Atlantic Fish Companies, of Lunenburg, N.S., Mr. Connors, who was formerly the agent, having gone east.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

"A BETTER WAY OF DOING BUSINESS"

If one or two or a score of Grocers made that remark when speaking of any man's business method it would be worth considering; but when 85 per cent. of the Grocers in this Dominion say so the phrase becomes important. Apart from the known goodness of

PHARAOH and PEBBLE

it is remarkable that so large a percentage of Canadian Grocers should speak that way of my business methods. How much does the phrase mean to you? Shouldn't you, in fairness to yourself, find out? Better Cigars you cannot stock than ***PHARAOH*** and ***PEBBLE.*** Connoisseurs say so. I want your personal opinion of my way of doing business. Send me your address to-day.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer, Stock

T. & B.

Because

T. & B. Sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY TRADE NEWS OF THE ATLANTIC COAST

(By The Canadian Grocer's Special Correspondent.)

Halifax, May 6.

The local markets are well supplied with eggs, and the price continues to drop. Quotations vary throughout the province; in Lunenburg they are retailing at twelve cents per dozen, in Cornwallis at fifteen cents, while in Halifax sixteen is asked for Nova Scotia stock and fifteen for Prince Edward Island. The receipts from P. E. I. have slackened off some during the past few days, and it is thought here that the cold storage men have started in buying.

* * *

Butter is still scarce, though some small dairy tubs are now coming in. The quantity is so small, however, that it has had no effect on the price. No good butter can be bought under 25 cents. The creameries are kept busy supplying the local demand which is very good.

Canned goods are selling very freely at present, beans, peas, corn and tomatoes being the leaders. Prices for all these lines are well maintained. Good apples are now about off the market and bananas are commencing to arrive in larger quantities. Potatoes continue very scarce, but there is a good supply of turnips, parsnips, beets and carrots on the market. This stock wintered well and is in fine condition. The retail butchers of Halifax have advanced the price on sirloin roasts and sirloin steaks two cents per pound. Sirloins are now quoted at 17 cents all round. The dealers give as the cause of this increase the universal demand for this class of meat, and as there is only a small proportion of sirloin in each animal some of the butchers find it difficult to supply their customers.

New Produce Firm.

Messrs. Hutcheson & Power, who for the past twenty years have carried on an extensive business on Argyle street, dealing in butter, eggs and cheese, are retiring from business.

Messrs. Clifford Wickerson and W. A. Hart have purchased the good will of the business and will carry it on in future as a wholesale establishment only. Both are energetic young men, and with a good established business in their possession they will, no doubt, make a success of their new venture.

In addition to produce they intend to carry a full line of fruit.

Grocer Suffers by Fire.

Fire last week destroyed the retail grocery store, with contents, of W. J. Nauss on Lower Water street. Mr. Nauss had a large stock on hand and his loss will be heavy as he carried very little insurance. The same fire also destroyed a portion of one of the large warehouses of A. G. Jones & Co., West India merchants. The warehouses were filled with stock, but the loss will not be very great. On all the warehouses there is $47,000 insurance, but on the one damaged by fire there is $4,500.

The steamer Ocamo, which arrived here from the West Indies during the week, landed 8,280 bags and 135 barrels of sugar besides a large quantity of miscellaneous cargo.

* * *

The maple sugar and syrup season is about over in Cumberland county and those engaged in the industry say that it has been a very poor year. The product is considerably below that of last season.

News of the Fisheries.

The first fresh salmon taken this season were offered for sale last week in the city at 65 cents per pound. Some of the local fish dealers imported from Boston a small quantity of this season's catch of fresh mackerel. The fish were of poor quality and sold slowly.

The Bank fishermen have been greatly hampered in their operations this season. The prevalence of drift ice has seriously interfered with their operations, and the season is fully a month behind last year.

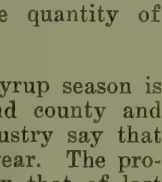
The scarcity of bait has been another serious drawback. Most of the vessels that had frozen bait report fair catches, some of them above the average.

Lobsters are very scarce, and the packers have started the prices fairly high, which, when only small catches are taken, permits of the fishermen making fair wages.

Four Lunenburg bankers have returned with the following fares: Mattewa, 500 qtls.; Acadia, 400 qtls.; Parana, 475 qtls.; Lela B. Hirtle, 500 qtls. These vessels also made some good hauls of halibut, for which a ready market was found.

The smoked herring establishment at Georgetown, P.E.I., has been sold by G.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

We shall receive from different European firms, per Str. direct to Quebec, $25.000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

P. Newton, of Grand Manan, to a company of island business men consisting of Temple W. Macdonald, J. W. McPhee, Georgetown, and George A. Poole, of Lower Montague.

The schooner Burleigh arrived from St. John's, Nfld., last week and landed a cargo of 4,054 quintals of dry fish.

* * *

D. Hockin, assistant manager of the National Drug Co.'s Halifax branch, is visiting towns in Nova Scotia introducing to the grocery trade St. George's baking powder.

Packing Co.'s Business Grows.

The J. M. Roop Packing Co., of Middleton, N.S., will be formed into a joint stock company. Mr. Roop has been operating the factory in Middleton for two years, and has met with good success. He says that the supply of hogs has been 20 to 30 per cent. higher this season than last. The prices have been higher, and the output has sold about one dollar per hundred higher than last year. The demand has increased enormously and the factory has orders far in excess of its output. During the year almost $15,000 was paid out in cash to the farmers for hogs. Mr. Roop has decided to form a joint stock company, with a capital of $30,000. The plant will be enlarged and more machinery installed.

J. M. Welton, of Kingston, N.S., estimates that from 35,000 to 40,000 barrels of apples were shipped from Kingston during the past season, which netted an average of $1.50 to $1.75 per barrel, or a total of $50,000 to $70,000 to the fruit growers of that section of the county.

Western Counties Exhibition.

A county exhibition will be held at Windsor during the coming autumn at which Kings, Annapolis and Hants will participate. At a recent meeting the following committees were appointed to prepare the prize lists:

Fruit—Wm. Sangster, W. J. Aylward, C. A. Dill, Wm. Brown.

Roots, vegetables, grain seeds—Wm. Sharp, C. A. Dill, Geo. Haley.

Poultry—S. P. Schurman, J. O. Stevens, Robt. Dill.

Dairy products—H. B. Tremain, H. A. Lynch, J. F. Dill.

Ornamental plants and flowers—E. C. Shand, R. B. Dakin, M. G. Goudge.

Domestic department—Mrs. William Sangster, Mrs. Byers, Mrs. Tremain.

Industrial exhibits—J. A. Smith, C. Macnab, Dr. J. W. Reid.

MR. BALL IN WINNIPEG.

R. W. Ball, of the Essex Canning Co., was in Winnipeg last week and was seen by The Canadian Grocer representative in the offices of Nicholson & Bain. He was on his return journey east, having completed a successful business trip in the west, visiting the trade in the various centres between Winnipeg and the caost. As a result of his trip, Mr. Ball states that the Essex Canning Co.'s goods will have as strong a hold on the trade in Alberta as they have already on the trade in Manitoba and British Columbia. The west can consume almost unlimited quantities of canned goods, and the Essex Canning Co. will get their share of the trade.

Mr. Ball is well satisfied with the business outlook in the west and is not inclined to be pessimistic because of the trying winter, with its transportation difficulties. The evil effects will be only temporary, in his opinion.

FAKE ADVERTISING.

Devices that Have Become a Nuisance In Many Cities.

On checking over the various small sums paid here and there for advertisements in programmes, year books, church, school and society announcements of various kinds, the average Toronto business man finds that he has spent a sufficient sum to have paid for a year's contract for real advertising in a really good daily newspaper, where the actual returns are sure to be profitable.

Why does he do it?

For divers reasons.

He belongs to a church. He and his family attend regularly and contribute their full share to its maintenance. A concert is projected, programmes are required. The committee go out to get ads. enough to pay for printing and perhaps a little over. They check over the list of the business men of their congregation—and there he is. They call. It's only $2.50 for a page. Time is valuable. "All right. Put me down for a page. Miss —— will write out something to put in it." He knows he can't expect one cent of return, so copy is really a matter of no importance. How can he escape?

His lodge, his regiment, his favorite charity, all get after him in like manner. The "help along" argument is worked. The canvassers in many cases don't really try to prove that any benefit will ever come to him as a result of the expenditure but——"help along a good cause."

In cities like Toronto this traffic has come to be so profitable that professional fakirs are making a business of getting out these programmes, often paying the committee in charge a considerable sum in addition to the cost of furnishing so many hundred programmes. In return the committee furnishes a list of names of members who are regarded as legitimate prey.

Forth goes the programme fiend; not to talk advertising. Oh, no! That's not his best card, and he knows it. But to get the "member" to "help along." There are tears in his voice as he presents the claims of the "good cause." They are trying to make the entertainment a great success. The committee asked him to call on Mr. Merchant to see "if he couldn't please aid them by paying $10 for the back page." (Dummy programme is here produced.)

And so he puts up the $10, feeling that, while he may not be doing a good stroke of business, he is at least assisting the finances of some worthy institution. In many cases not a dollar of his $10 ever reaches the treasury of that organization. The programme fiend gets it.

If a man ever allows his name to appear on one of these programme schemes he is sure to be hounded for all time by all the others.

Their name is legion, theatre programmes, Horse Show programmes, Massey Hall concert programmes, Pure Food Show programmes, Poultry Show programmes, Exhibition programmes, Dog Show programmes, Woodbine racing programmes, baseball programmes, lacrosse programmes, sporting schedule and musical curriculum, and so on, ad nauseam.

In many cities the leading business men have banded together and made an agreement to withhold their patronage from the many and varied advertising schemes to which they are called upon to contribute from time to time. There is not a city in the country where the business men would not profit by making the same sort of agreement and be money in pocket at the end of the year. If the solicitors for the many schemes referred to were given a firm refusal it would only be a question of time before these fake advertising schemes disappeared entirely.

This is the cure: Turn all down promptly and firmly. Make no exceptions.

THE OTHER SIDE OF THE RETURNED DRAFT BUSINESS

To the Editor of The Canadian Grocer:

We hear and read a great deal of complaints from wholesalers about drafts being returned not accepted. One great trouble (with country merchants especially) is that wholesalers send their drafts all over the country in place of finding out the customer's bank, where it would be held until either accepted or refused. But when it goes off to another place, unless the merchant has nothing else to do but attend to it the first mail, the bank returns it marked "no attention." In the meantime the merchant has accepted it and returned same to the bank, marking it payable at his own bank. Two or three days later the merchant gets a draft on some other bank for the same amount. What is he going to do about it? Who is to blame? How is it to be remedied? It is as much a nuisance to the retailer as it is to the wholesaler.

MERCHANT.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

HIS MAJESTY THE KING

Sole Proprietors :

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

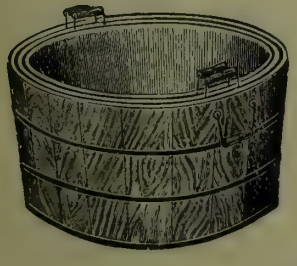
H.R.H. THE PRINCE OF WALES

Representatives in Canada :

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

MONEY IN YOUR POCKET



That's the main difference between a "Cane-Made" Tub and any other line of Tubs on the market to-day.

The reasons which go to make up this difference are known to most practical men.

Here are a few:

The raw material is carefully selected and properly kiln-dried.

The hoops cannot come down because they are carefully rivetted.

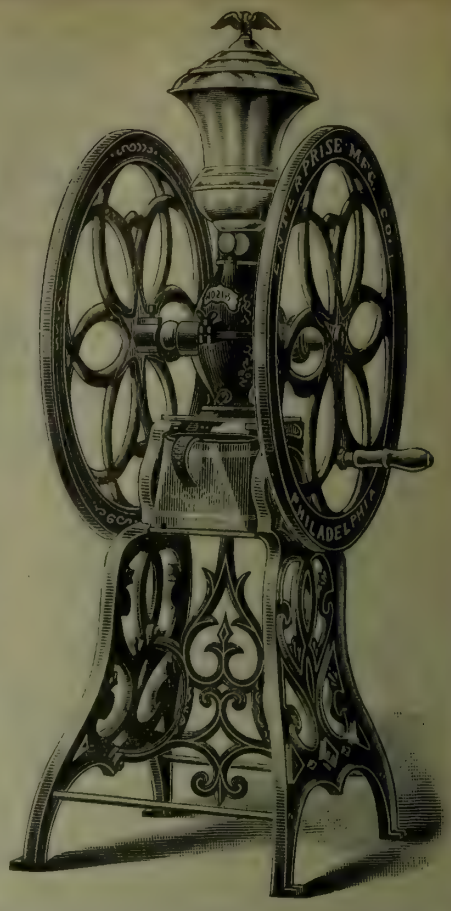
"Cane's Brands" assure the come-again customer. Is it worth while stocking other lines?

UNITED FACTORIES, LIMITED

TORONTO, CANADA

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE". The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.



The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

A Safe 100 per cent. Investment

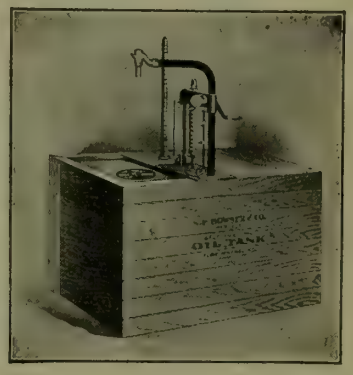
An investment in a Bowser-Self-Measuring Oil Tank will pay you 100 per cent. every year by stopping all losses from leakage, evaporation and waste.

Even while the Bowser is paying for itself, its cleanliness, convenience and safety are alone worth more than its cost.

If you want to know more about this safe 100 per cent. investment, write for catalog B.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



Cut No. 19—Type B
One of 50 Styles.

Foolish Economy

There is such a thing.

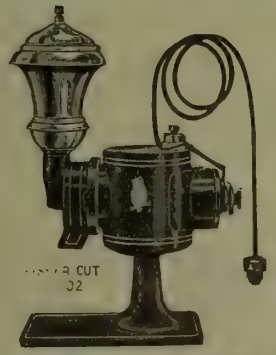
There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

MACONOCHIE'S

Extra Special Pickles

Finest Selected Home-Grown Vegetables in Pure Vinegar.

Mixed
Chow Chow
Walnuts

Gherkins
and
Small
White
Onions

GREAT VALUE

GOOD PROFIT. SURE SATISFACTION.

All First-class Wholesale Grocers handle Maconochie's lines.
A post-card will get Canadian Price List from the Agents:

MacLAREN IMPERIAL CHEESE CO., LIMITED

Head Office: TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 10, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case.	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 07 to 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's....$2 85

Canada Flakes "Household." 24/25 s 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	..... per doz.,	$	.90
1 "	"	4	" "		2.40
½ "	"	2	" "		4.75
¼ "	"	1	" "		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	26c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c
" III. 80-lb. boxes	37½c
" IV. 80-lb. boxes	35c

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

BORDEN'S BRANDS

People have so strongly endorsed

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream

that other lines are only taken when Borden's Brands are unobtainable.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

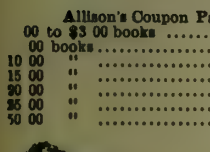
WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	.....5½	"
15 00 "	.....6½	"
20 00 "	.....7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
" 2 "	"	1	"	3 00
" 4 "	"	1	"	4 50
" 20 "	"	½	"	4 75
" 20 "	"	1	"	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—
2-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case. per doz. 1 00
7-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
½-lb. tins ..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins.....per lb.	$0 35
¼-lb. tins..... "	0 35
1-lb. tins..... "	0 32½
4-lb. jars.....per jar	1 20
½-lb. jars	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins.....per lb.	25
¼-lb. tins..... "	0 23
1-lb. tins..... "	0 22½
4-lb. jars.....per jar	0 70
1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.....	$2 15
Worcestershire, Holbrook's, large, per doz.....	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND. Per case.

No. 1,	cases,	60	1-lb. packages	$2 75
No. 2,	"	120	½-lb. "	2 75
No. 3,	"	30 1-lb. " / 60 ½-lb. "		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10 20	
" " black..... "	15 30	
Oriole soap..... "	10 20	
Glorioia soap..... "	12 00	
Straw hat polish..... "	10 20	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb.
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 8-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 05½
Canada White Gloss, 1-lb. pkgs...	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

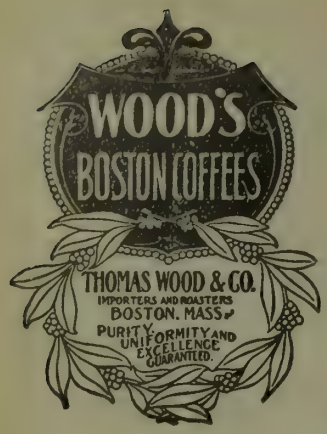
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



VAGUENESS

People are not satisfied with things of a negative quality and a vague, doubtful nature.

They admire the positive, the true, the faithful in their own kind, and full worth and value in what they pay for and use.

"WOOD'S COFFEES"

stand as an illustration of the positive idea. They represent all that is good, pure, delicate and delightful in the great beverage.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 07½

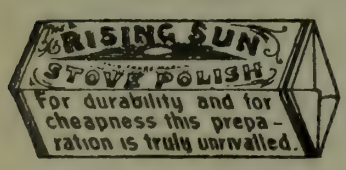
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP

Barrels, 600 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lbs.	1 10 each
3 " " 38½ lbs.	1 50 "

Plain tins, with label	Per case
2 lb. tins, 2 doz. in case	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's	2 00	Bbls, per lb.	0 02½
" 12—5's	2 45	½-bbl. "	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

ST. LAWRENCE STAECH CO., LIMITED.

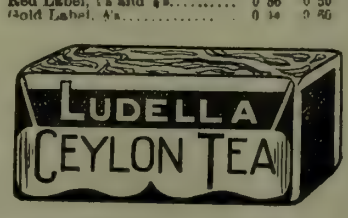
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb.	1 10 each
3 " " 38½ lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 26
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	lb.
"A," 1's and ½'s	$0 45
"B" 1's and ½'s	0 40
No. 1 "C," 1's and ½'s	0 35
No. 2 " "	0 30
No. 3 " "	0 22
No. 4 " 1's	0 20
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

LIPTON'S TEAS.

Airtight Tins Only. Ceylon and India Black Blend A, pink label, 1's and ½'s.... 0 35 0 50
" B, orange label, 1's, ½'s, ¼'s. 0 30 0 40
" C, blue label, 1's and ½'s.... 0 22 0 30
" D, green label, 1's only 0 20 0 25

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 25
" " 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " 1 lb. & ⅛s	0 42	0 60

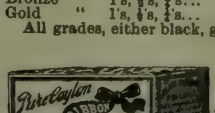
We pack Japans in all grades at same prices, anything our 60 lbs. prepaid.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 90c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Lab 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 ½-lb.	$0 35
" " 80 ¼-lb. }	0 35
" " 120 ⅛-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" X 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

The Fresh Fruits are carefully selected ..... Their delicious flavor appeals to everybody

You should have them in stock.

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Money For You

There's dollars for the shrewd dealer in polishes—but they must be A1 and easy priced. Better make sure. Stock

"Majestic"

brand and you are assured of giving satisfaction. These Polishes are guaranteed to be superior to any other line marketed in Canada.

Send for a test order to-day.

Majestic Polishes, Limited

575 Yonge St.

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When You Want Real Cans

no matter what kind — for any purpose whatsoever—if you insist upon having **the best made** do not hesitate a moment, but

ORDER ACME CANS

Then you will secure the kind of can that makes not only an attractive package, but a package that is sanitary and of merit.

OUR ADDRESS IS

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MacLaren Imperial Cheese Co., Toronto
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Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
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Winn & Holland, Montreal.

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Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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TWENTY-FIRST YEAR
NUMBER 20

THE CANADIAN GROCER

PRICE PER COPY
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MAY 17th 1907

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, MAY 17, 1907. NO. 20.

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Pride of Canada

Sugars and Syrups

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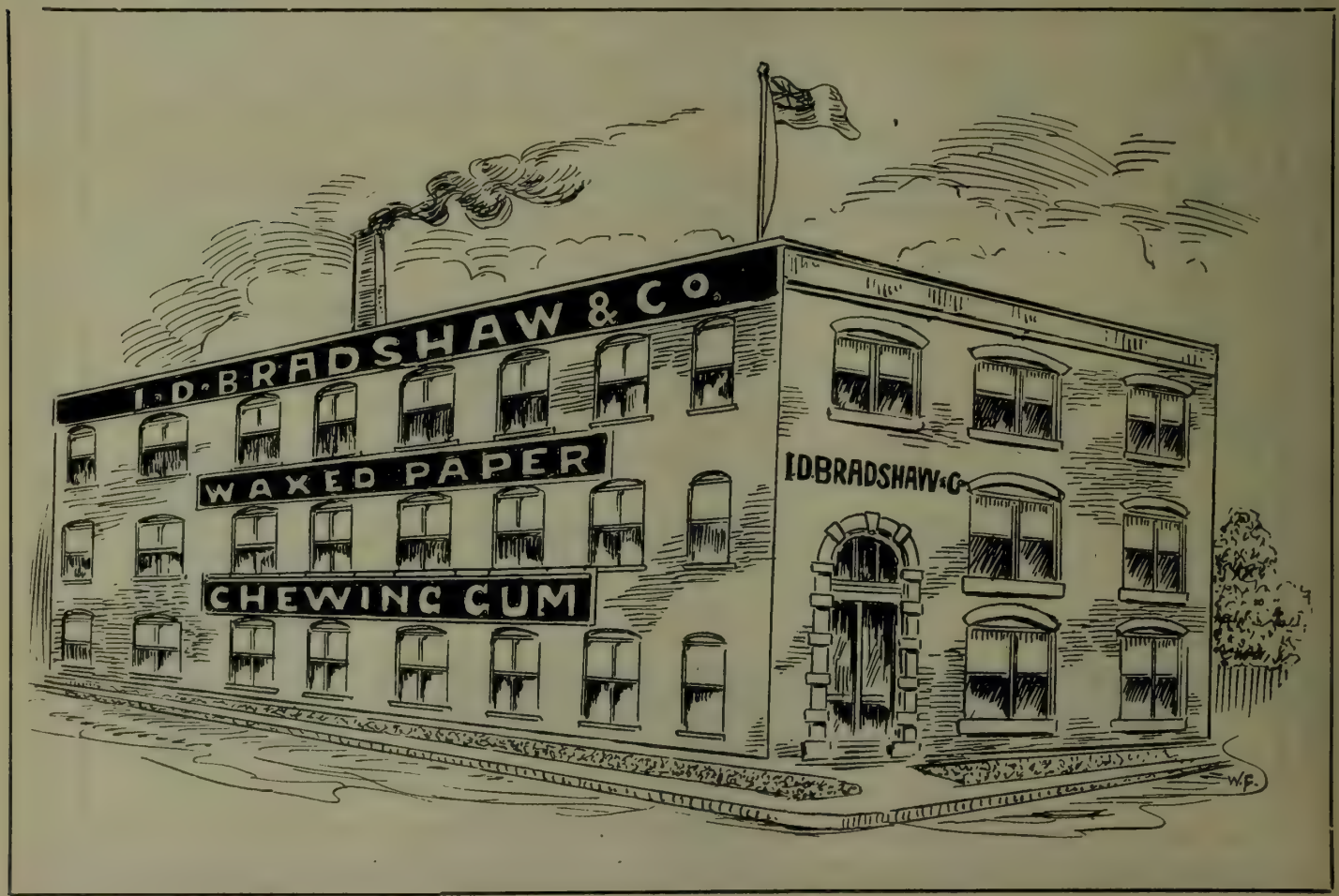

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ROYAL YEAST CAKES
MAGIC BAKING POWDER

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COFFEE

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The Well Known

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A HIGH CLASS HOUSEHOLD SOAP

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Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

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Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST LAUNDRY SOAP

Dirty Canvas Shoes

MADE PERFECTLY
CLEAN AND WHITE
BY USING
WHITTEMORE'S
"QUICK WHITE"
COMPOUND

In liquid form, so can be QUICKLY aad EASILY applied. No white dust. No rubbing off.

To those using the hard white cakes put up in metal or wood boxes, would say that by using "Quick White" you will have your shoes all finished before you could get the hard cakes softened up enough to begin using.

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Large size, per gross $24.00

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The only first-class article for ladies' and gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer.

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Per doz., 1-4 lb. boxes,	1.80
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ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

Mr. Grocer!

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

IVORINE

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

A Leather Food

That's the only kind of shoe polish the Grocer can afford to stock. Shoe polishes (so-called) eat into leather and the merchant's margin of profit at the same time.

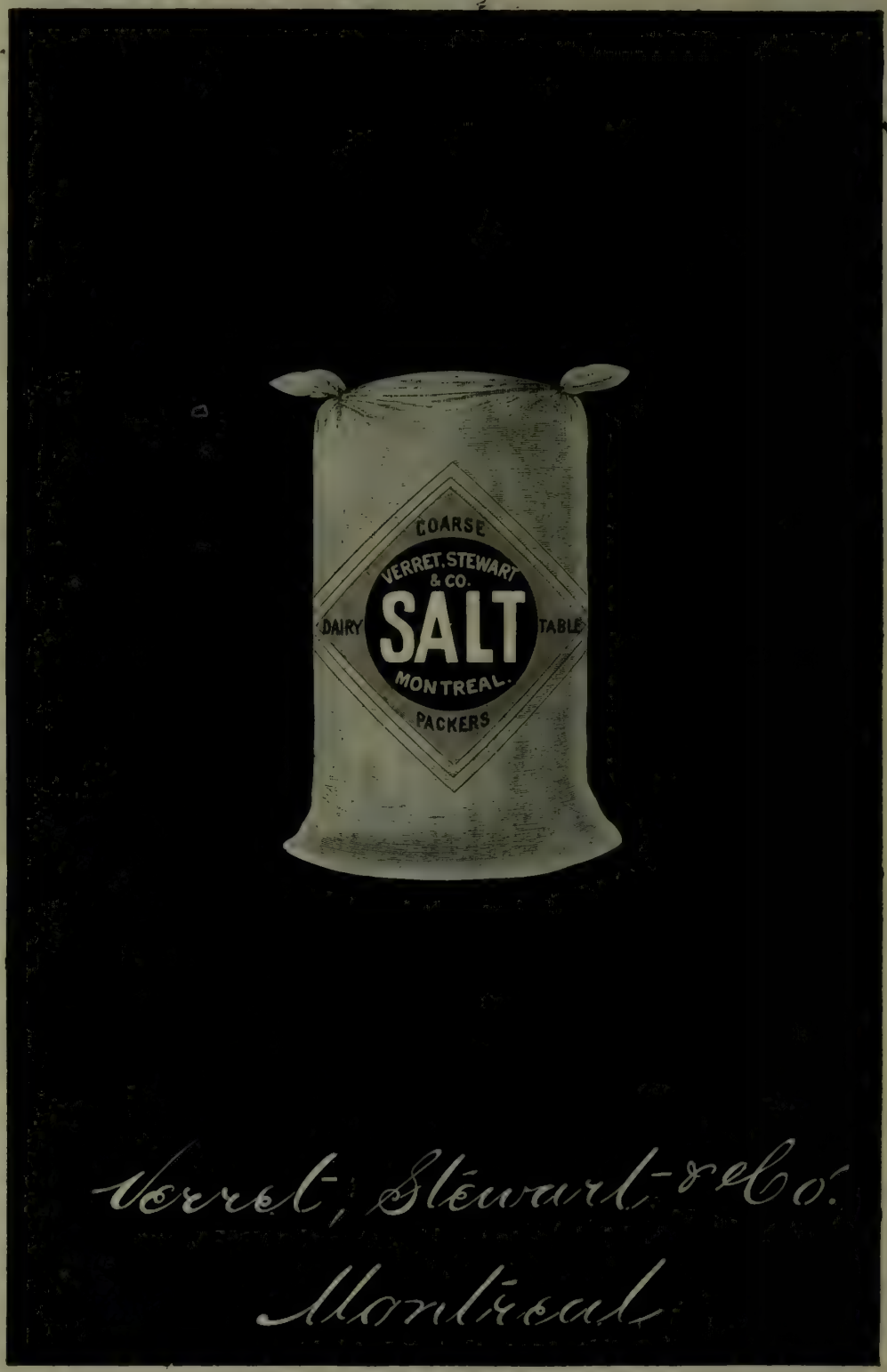
Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE 2 POLISH
DOS DENTRO UNO
BE TUN SUPERIOR
The F.F. DALLEY Co LIMITED
HAMILTON, CAN. NEW YORK & BUFFALO, U.S.A.
CONTAINS NO TURPENTINE OR ACIDS
CONTIENE ACIDE NI TERREBENTINE

2 in 1

is immensely better than any other shoe polish on the market. It's called a leather food by men who know. It does please your customers and must pay you.

Mention The Canadian Grocer when ordering.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada. Buffalo, U.S.A.


COARSE
VERRET, STEWART & CO.
DAIRY
SALT
TABLE
MONTREAL
PACKERS
Verret, Stewart & Co.
Montreal

Fresh Tea is All Important

When you purchase

"SALADA"

look on the lid of the box; each one is stencilled with the date of packing. If it is more than three months old, ship it back. Don't take stale goods. If the date is not on it, don't accept it, as it has been scraped off because it was old. Every case lid is plainly stencilled with the date of packing.

"SALADA"

Toronto or Montreal

St. George's

The Best Advertised Baking Powder In Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's- ***compare*** it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.

Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

National Drug and Chemical Co. of Canada, Limited, Montreal

You Want the Goods at the Right Prices.

Trade With Us.

Call us up by 'phone at our expense. Main 7270 connecting with all departments.

THE DAVIDSON

36

YONGE STREET

ir shipping facilities are
unequalled

e guarantee shipment
of all orders the
same day as
received

HAY, Ltd.

IMPORTERS

AND

WHOLESALE
GROCERS

TORONTO, - CANADA

"Grocer Hashisownbrand bought flour of a firm of good millers and sold it under "Peerless" Brand. He worked up a large and profitable trade, when the siren came, in the person of a talkative salesman of another mill, who offered what he claimed was as good or better flour for 50 cents per barrel less. The bait was taken, and in three months Hashisownbrand had lost his trade in Peerless flour and then excused himself with 'I didn't mean to.'"

DO YOU SEE THE POINT?

Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose Brands have been on the market for over a quarter of a century.

You have been selling some, or all of these brands ever since you have been in business. You know that your Customers have been well satisfied. You know that the Canners' guarantee is behind every tin, and that you run no risk.

DON'T listen to the siren. HOLD FAST to those Brands that have satisfied your customers in the past.

On the chance of making a few extra cents you cannot afford to lose your trade.

CANADIAN CANNERS, Limited

MONEY, REPUTATION, QUALITY

The only trinity which can possibly save a merchant from commercial disaster is conspicuous in every ounce of canned goods bearing our name.

Essex Brand Canned Fruits and Vegetables

is representative of something more than purity. All reputable canners see to it that no tainted fruit or vegetable finds its way into their canning department—all are shrewd enough to conduct business along rigidly-cleanly lines ; but

The Process of Canning Does the Trick

The consumer longed for the taste of ripe, juicy fruit and the invigorating flavor of fresh vegetables between seasons until the advent of

THE ESSEX BRAND

Succulent, appetizing fruit has no goodness which we do not can—in brief, we perpetuate the health-giving qualities of ripe fruit and fresh vegetables, and we have no other reason to give for the ever-increasing demand for Essex Brand.

Essex Pork and Beans

are handled by grocers who are out for the particular trade. We cornered the **flavor** because we couldn't corner Pork and Beans.

You may forget our **Apple Butter,** but the children never do. Mr. Grocer, stock the brand that pleases the little folks, and you'll hold the trade shrewd dealers strive hard to retain.

The Essex Brand Assures the Particular Trade

The Essex Canning and Preserving Co.

8 Wellington Street East, Toronto

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

The Wants of Women—Study Them

MR. GROCER! You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead.** That much we are positive about. But the particular and economical housewives of Canada are just as positive that

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate-pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST.

The Old Homestead Canning Co.

PICTON, ONTARIO

LOVERS

of Pure, Wholesome, Delicious Food

Eat

FARMER BRAND

Canned Fruits and Vegetables

These are grown in **OUR OWN** fields, delivered by **OUR OWN** employees, packed by **OUR OWN** skilled help, sold under **OUR OWN** brand to hosts of

Shrewd Dealers

who appreciate our original plan of doing business. You'll make money by recommending

Farmer Brand

and clinch a lasting reputation at the same time.

Send off a trial order. **Or write for particulars.**

FARMERS' CANNING CO.

Limited

BLOOMFIELD, ONT.

TO ALL GROCERS—

"COME LET US REASON TOGETHER."

You will want Canned Fruits and Vegetables this season.
You will want the purest and best in both Quality and Appearance.
You will want a brand that has stood the test for years; one that you can swear by. Then this season you will use

"Queen Brand"

BECAUSE

Our pack is always uniform: we do not have to depend each year on strangers for our process. We process the goods ourselves.
We are situated in the finest Fruit and Vegetable belt in Ontario, the celebrated Bay of Quinte district.
Our Factory is the largest in Canada, and is equipped with New and Up-to-date Machinery.
CLEANLINESS is our watch-word.
Our Label is clean and artistic.
In conclusion let us say you can bank on Queen Goods being fresh: we never carry over stock, our Warehouse is cleared each May.
Better place your order NOW, and don't forget the Brand you are going to stock for the coming season is

"QUEEN"

Belleville Canning Co. - Belleville, Ontario

Buy only

RIVERDALE BRAND

Canned Goods.

WHY ?

The Lakeside Canning Co.

WELLINGTON, LIMITED - ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

Jam Excellence

If we were asked to submit a positive proof of our **Jams and Jellies' Excellence** we would point with pride and confidence to our rapidly increasing trade.

JAMS and JELLIES

so much above the next best brand in Quality, do not just happen. Our ultra carefulness may be foolish, but it has paid us and most grocers.

Have you given our famous Orange Marmalade a square deal?

The Belleville Fruit and Vinegar Co.
LIMITED
Belleville, Ont.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Spring is the Cleaning Season

BON AMI

Is the Best Cleaner

Bon Ami

Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

It is the cheapest.

Get One Case Now from Your Wholesaler

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms : Net 30 days

HUDON, HEBERT & CO., Limited

MONTREAL

The Most Liberally Managed Firm in Canada

GROCERS

You need have no fear in pushing

Balmoral Scotch Marmalades

ABSOLUTELY PURE.

THE BEST THAT SKILL AND SCIENCE CAN PRODUCE

Write for Prices to-day, (DO IT NOW) to

J. W. Windsor, Montreal

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME

Montreal and Toronto

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME,

Agents, Montreal and Toronto,

Large Profit To You

We have secured the agency for Hamilton and West for the

OZO PICKLES

in the

OZO HYGIENIC PICKLE JAR

These goods are now in stock and we can make prompt delivery.

These goods are without doubt

THE FINEST LINE OF

BULK PICKLES

on the market

FREE!

With every jar we give you enough

OZO PICKLE CARRIERS

(in two sizes) to hold its contents. With every set of **4** jars we give a substantial Display Stand.

Put Dirt Down and You Can Put Your Prices Up

One of the most uncleanly, unsightly, unwholesome spectacles you could see is an open Pickle barrel. It is the catch-all for all the dust, dirt and rubbish that is blown in, brought in, and accumulates in your store. Get the

Ozo Hygienic Jars —They are Clean and Wholesome

LUCAS, STEELE and BRISTOL

HAMILTON

TALBOT FRERES

BORDEAUX, FRANCE

The ever growing favor with which the goods of **Talbot Freres** are regarded upon the market is a certain sign of the high quality of these incomparable products. We quote the following :

ASPARAGUS, WHOLE

Case, 4 1-6 doz., 1½-lb. tins, doz.	$2.90
Case, 4 1-6 doz. 2-lb. tins, doz.	3.40
Case, 2 1-12 doz. 3½-lb. tins, doz.	5.00
Case, 2 doz., glass jars, doz.	4.80

ASPARAGUS, TIPS

Case, 100 1-lb. tins	20.00
Case, 2 doz. glass jars, doz.	5.00

STRING BEANS

Extra Fins, case, 100 1-lb. tins	16.00
Fins, case, 100 1-lb. tins	14.00
Moyens, case, 100 1-lb. tins	13.00
Extra Fins, case, 2 doz., glass jars, doz.	3.50
Fins, case, 2 doz. glass jars, doz.	3.00

MUSHROOMS

Extra, case, 100 1-lb. tins	23.50
1 er Choix, case, 100 1-lb. tins	22.00
Choix, case, 100 1-lb. tins	19.50
Hotel, case, 100 1-lb. tins	16.50
Extra, case, 2 doz. glass jars, doz.	4.50

GREEN PEAS

Sur—Extra—Fins, case, 100 1-lb. tins	17.00
Fins, case, 100 1-lb. tins	13.00
Mi-Fins, case, 100 1-lb. tins	11.00
Extra Fins, case, 2 doz., glass jars, doz.	3.30
Fins, case, 2 doz. glass jars, doz.	2.90

ARTICHOKE (Bottoms)

Case, 100 1-lb. tins	25.00

LIMA BEANS (Flageolets Fins)

Case, 100 1-lb. tins	14.00

BRUSSELS SPROUTS

Case, 100 1-lb. tins	15.00

MIXED VEGETABLES (Macedoines)

1 er Choix, case, 100 1-lb. tins	11.50
Extra, case, 2 doz. glass jars, doz.	3.20

Terms: F.O.B., Montreal, net 30 days

HUDON, HEBERT & CO.

LIMITED

Canadian Agents

MONTREAL

That

10 oz. Octagon size of

PICKLES

PUT UP BY

WILLIAMS BROS. CO.
(DETROIT, MICH.)

in

Sweet Mixed, Onions,
Sour Mixed, Chow Chow,
Gherkins, Sweet Gherkins,

is a line that will increase your pickle trade.

Order a trial lot—Any jobber.

A. E. Richards & Co.

Selling Agents, - - - HAMILTON, ONT.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
CARMAN, ESCOTT CO. - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

WHENEVER YOU WANT

clean, wholesome, fresh Groceries ; when you require the best in any line, 'phone, wire, or write us.

We've got the goods ***and they're the best.*** Our name and experience stand behind them.

We've got the values, too. Just try us. ***One of our travelers is near you now.***

Sole agents in Montreal for the ***best canned goods packed "Canada's Pride."***

William Galbraith & Son

Wholesale Grocers, Tea and Coffee Importers.

80-82 St. Peter Street, MONTREAL

RED ROSE TEA "IS GOOD TEA"

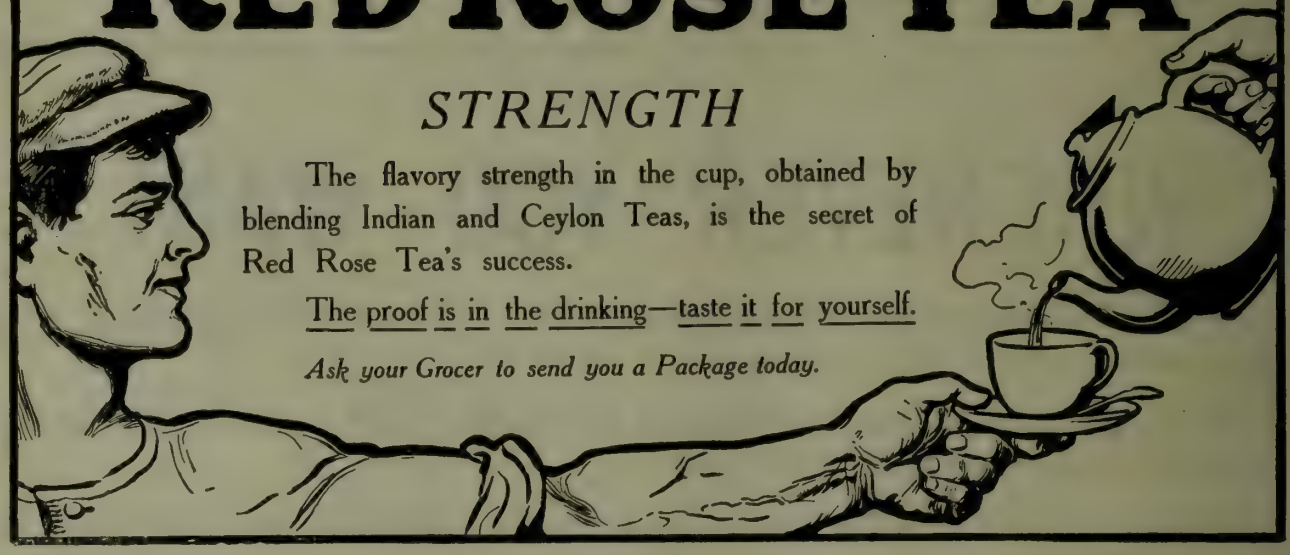
The Expert Tea Taster

is the one who knows the real value of Red Rose Tea and uses it as a standard to judge other Teas by.

Wouldn't you like to judge it for yourself? It is the Tea that has that rich, fruity flavor—just what pleases the expert Tea taster.

Ask your Grocer to send you a package.

RED ROSE TEA



STRENGTH

The flavory strength in the cup, obtained by blending Indian and Ceylon Teas, is the secret of Red Rose Tea's success.

The proof is in the drinking—taste it for yourself.

Ask your Grocer to send you a Package today.

Have you seen the new **RED ROSE TEA** advertising now running in the news papers?

The two ads. above are part of the Series. Judging by the way sales are increasing they are doing good work.

Will be pleased to send you a copy of the others if you would like to see them.

TORONTO OFFICE
3 Wellington St. East.

T. H. ESTABROOKS
St. John, N.B.

P.S.—If you are not selling Red Rose Tea hasn't the time come when it would pay you to do so?

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

Quality is essential in Jams, Jellies and Marmalades. If there is not quality, sales cannot be expected. Perhaps your sales are backward. If so it is because you do not handle CAIRNS' goods. The name CAIRNS is a guarantee of highest quality and merit, and when you stock these goods you put on your shelves Jams, Jellies and Marmalades that will win you new trade. The margin of profit on CAIRNS' goods is very satisfactory. Read our quotations below, and compare with other price lists.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12/7-lb. tins	10 75
Raspberry, cases, 12/7-lb. tins	10 75
Assorted, cases, 12/7-lb. tins	10 75

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	$2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 90
Red Currant	2 90

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1 70
Home Made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineapple	2 40
Green Fig	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, in 7-lb. tins, 12 tins in case	7 20

Pure Calves' Feet Table Jelly—1 lb. square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain	$2 10
Pure Calves' Feet Table Jelly—2 lb. size, same style	3 75
Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen, Champagne, Cognac, Maderia, Port and Sherry, doz.	2 50

F.O.B. Montreal. ***Net within 30 days.*** ***No discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS LIMITED

MONTREAL

The Most Liberally Managed Firm in Canada

If you don't you are losing money every day it's off your shelves.

The most economical, satisfactory, result-producing powder on the market.

Put up in France and imported direct.

Sales enormous.

DO YOU SELL

Sold everywhere in 1-lb., 2-lb., and 28-lb. packages.

We guarantee its quality; superior to all others.

Patented in France and many other countries.

Attractively wrapped, making fine appearance on shelf.

PHENIX

(AGENTS WANTED IN EVERY CENTRE)

Uses most varied!

Unexcelled for washing Linen, Silks, Flannels, Kitchen Utensils, Floors, Marble Surfaces, Painted Articles, Printer's Types, Lithographic Pebbles, Fronts of Houses.

WASHING POWDER ?

Do not delay in sending in a trial order, if you are not already stocked.

You need have no fear of results. Sales are certain.

Once your customers use it they will always demand it.

C. A. CHOUILLOU & CO.

Distributing Agents for Canada

14 Place Royale, - - MONTREAL

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Rranges,	from Seville	**Ginger,**	from Jamaica
Ned Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Cutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlice,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Have You a Supply of

MONTSERRAT LIME FRUIT JUICE ?

We Are Likely to Have Hot Weather Any Day

Hot weather will mean a demand for Montserrat Lime Fruit Juice.

Have you got a supply to meet this demand ?

A very hot summer usually follows a cold spring.

Get ready for the hot weather which will surely be along in a few days now.

The consumption of Montserrat Lime Fruit Juice has been getting larger and larger each year.

This year we intend that it shall be a great deal larger than ever before, and have made arrangements for an extensive advertising campaign throughout Canada.

This campaign will help you sell Montserrat.

The fruit, from which Montserrat Lime Fruit Juice is made, is grown on our own Island of Montserrat—the finest place in the world for the development of Lime Fruit.

Montserrat is made from **pure lime fruit**—it is absolutely free from foreign acids and other injurious ingredients.

And, what's most important, Montserrat Lime Fruit Juice can be recommended with absolute safety for its purity.

Why not send in your order to-day before you forget?

National Drug and Chemical Co., Montreal

WE ARE AGENTS FOR THE FOLLOWING FIRMS:

Ph. Richard & Co.,	COGNAC	Brandies
Mitchell Bros.,	GLASGOW	Scotch Whiskies
Mitchell & Co.,	BELFAST	Irish Whiskies
Fred Miller Brewing Co.,	MILWAUKEE	Lager Beer
Blandy Bros.	MADEIRA	Madeira, Sherry and Malaga Wines
Daukes & Co.,	LONDON	Ales and Stouts
Pollen & Zoon,	AMSTERDAM	Gins and Liquors
Vigneau & Cambours,	BORDEAUX	Clarets and Sauternes
Piper-Heidsick,	REIMS	Champagnes
Union Champenoise,	REIMS	Champagnes
Morin, Père & Fils,	BEAUNE	Bourgogne Wines
Source La Capitale,	VICHY	Vichy Water
Hiawatha Water Co.,	JANESVILLE, Wis.	Table Water
Blanc & Fils,	VALENCE	Macaroni and Vermicelli
Société Nouvelle de Roquefort,	ROQUEFORT	Cheese
H. E. Boulle & Cie.,	MARSEILLES	Olive Oil
Fli Ferrero Ricardo,	TURIN	Vermouth
Clément Obrieux,	PERIGUEUX	Pâtés de Foies Gras
B. Gabriel,	PARIS	Mushrooms
Société Anonyme "Le Soleil,"	MALINES	French Canned Vegetables
F. Dolin & Cie.,	CHAMBERY	Vermouth
R. LeGall,	NANTES	Sardines
Sir T. Lipton,	LONDON	Ceylon Teas
J. P. Wiser & Sons,	PRESCOTT	Whiskies

Each and every one of these houses has a world-wide reputation.

Secure our prices on any one or all of the above lines.

Laporte, Martin & Co.

Limited

Wholesale Grocers **MONTREAL**

OUR GUARANTEE **OF QUALITY**

Established 1845

You frequently find it difficult to secure **absolutely pure** spices. With adulteration so practised as it is to-day it is not always possible to buy **pure** spices and to be sure they are as labelled.

Always Look for Our Name and Trade-Mark

ON

BAKING POWDER
WHITE PEPPER
BICARB. SODA
BORAX
NUTMEGS
CREAM TARTAR
BLACK PEPPER
ALL GINGERS
ALLSPICE
CLOVES, Etc., Etc.

Spices of every nature, whole or ground as required, guaranteed by us to be **the best obtainable.** We ought to know—**over half a century established.**

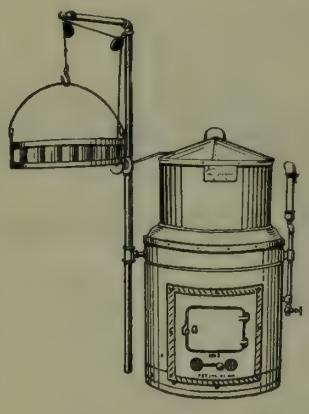
CORKS AND CAPSULES

Our cork factory is running full capacity. We are making everything in the way of corks and capsules. We are prepared to supply brewers, druggists, ginger ale and soda water factories, in fact anyone in need of **good, honest, substantial corks,** machine or hand-made, as desired. If you use them write for quotations.

S. H. EWING & SONS

96-104 King Street, MONTREAL
Phones) Bell Main 65 /) Bell Main 155

29 Church Street, TORONTO
Phone: Main 3171



$30 buys Complete Modern Canner

Every grocer should own one of these new money-saving canning machines.

Simple and quick to operate, and you save all loss of fruit and vegetables from an over-stocked market.

It will can your perishables perfectly. Instead of waste there is a good profit.

Three sizes—1,000, 2,000, 4,000 tins in 10 hours, $30, $60 and $90 each.

Write for particulars and booklet.

The Modern Canner Co.
Canadian Branch
St. Jacobs, - - - Ont.

EXCELSIOR COFFEE

has been for years, and is to-day, recognized as the acme of perfection in coffee blending.

This is a brand of which we are justly proud.

Todhunter, Mitchell & Co.
Coffee Importers
TORONTO - ONTARIO

READ WHAT CANADA'S LEADING RETAIL GROCERY HOUSE SAYS

OF

"Cook's Friend Baking Powder"

THE
COOK'S FRIEND
BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

FRASER, VIGER & CO., Montreal, say in all the dailies of Montreal:

"

The Old Reliable.

McLaren's Cook's Friend Baking Powder

put up in full weight 16-oz. packages at 25 cents each, is worth any foreign imported Baking Powder at double the money.

We sell McLAREN'S "COOK'S FRIEND" Baking Powder, only in full-weight one-pound packages at 25 cents each.

McLAREN'S "COOK'S FRIEND" has stood the test of time—40 years or more of uninterrupted success. Every package reliable, and guaranteed of absolute pruity.

FRASER, VIGER & CO.,
Italian Warehouse
Established 1856

THE NORDHEIMER BUILDING
207, 209, and 211 St. James Street
MONTREAL

"

If "it is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, - Montreal

RAW SUGAR

290 lb. Sacks — Price Right

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

EASY

Easy to buy and easy to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

Y. & S.
SCUDDER
M. & R.
} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J M. BRAYLEY, Agent.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.,

58 McGill Street, - - MONTREAL

The Best Seller Of All

SIROP
DE
GOUDRON
—ET—
D'HUILE DE
FOIE DE MORUE
Ce sirop contient, sous une forme agréable au goût, toutes les propriétés médecinales bien connues de l'Huile de Foie de Morue et du Goudron de Hètre.
Syrup of Tar
—AND—
COD LIVER OIL
This Syrup, agreeable to the taste, contains all the well-known medicinal properties of Cod Liver Oil and Tar.
PRÉPARÉ PAR
J. L. MATHIEU,
Pharmacien-Chimiste,
Sherbrooke, - Quebec.
PRIX, 35 CTS.

Real merit backed up by judicious and extensive advertising have made Mathieu's Syrup of Tar and Cod Liver Oil known all over Canada as the best and surest remedy for Coughs and Colds.

Mathieu's Syrup of Tar and Cod Liver Oil is easy to sell, gives you a fair profit, satisfies your customer, and its sales never ceases throughout the year. Give your business the permanent boost by selling this great Cough remedy.

MATHIEU'S SYRUP

Of Tar and Cod Liver Oil

Mathieu's Nervine Powders is another of those good articles that are in constant demand. See that your stock doesn't run low.

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

The Best Selling Soap in Canada

Baby's own Soap is the most extensively advertised Soap in Canada to-day.

The demand always large is on the increase brought about by quality, backed by judicious advertising. Baby's Own Soap possesses the high quality which assures repeat sales, satisfied and permanent customers.

There is more profit of the kind worth having and some real pleasure too in selling this high-grade Soap. Don't send your customers elsewhere by offering them substitutes.

BABY'S OWN SOAP

ALBERT SOAPS, Limited, Mfrs., MONTREAL

Established 1852

R. CAMPBELL'S SONS

Hamilton Pottery

HAMILTON ONTARIO

Manufacturers of **Rockingham, Yellow and Yellow-White Lined Ware Stove Fire Brick, etc.**

"CHAMPION"

"GLOBE," with Percolator

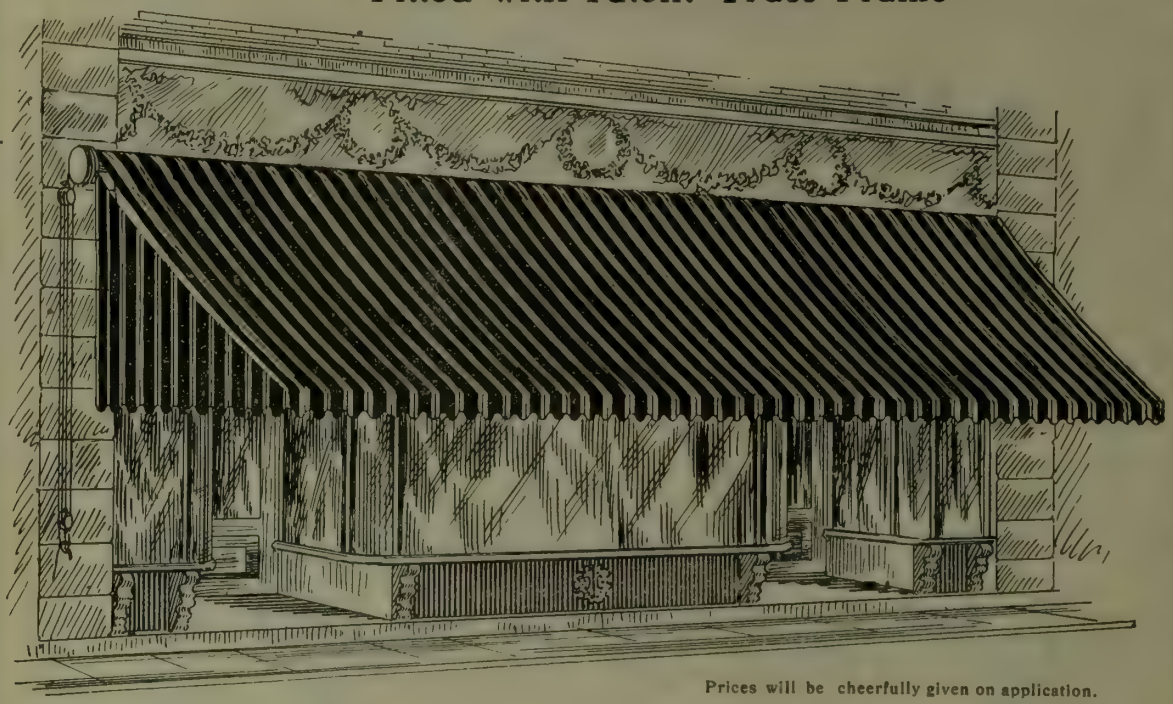
Direct Importers of Japanese Goods of all descriptions

Sole Makers of the Celebrated "Champion" Tea Pot

THE above wares, made by Campbell of Hamilton, have been before the Canadian public for over ***FIFTY*** years, and are acknowledged by all dealers to be the best ware of its kind made. It has stood the test for over half a century, and that is what counts. We are also the largest importers of Japanese Pottery and Curios in the Dominion. All mail orders and enquiries carefully attended to.

TOBIN'S "PEERLESS" ROLLER AWNING

Fitted with Patent Truss Frame



Prices will be cheerfully given on application.

LAST CALL!

The remarkable success that has attended the introduction of this, the most modern awning construction, will surely be the means of its universal adoption on all up-to-date stores, both in cities and towns alike. The roller principle is the acme of perfection, for the canvas covers last three times as long, and naturally retain their colors much longer than the old style. We can span a storefront of 35 feet with only the two end rods supporting the whole combination. A list of our progressive merchants using these will be found on last page of our catalogue. Look them over and ask their opinions on this principle. You will never use any other system. The roller is made of standard galvanized iron, and will guarantee a solid and firm support of any size of awning. The Bryson Graham Co., of Ottawa, have the longest roller awnings in the country, 65 feet span and patent truss frame, as above cut, and are a standard criterion of our work; Mr. Tobin being the Patentee.

The TOBIN TENT, AWNING AND TARPAULIN CO., (Exclusively)

Branches at { TORONTO MONTREAL

OTTAWA, ONT.

REFRIGERATORS

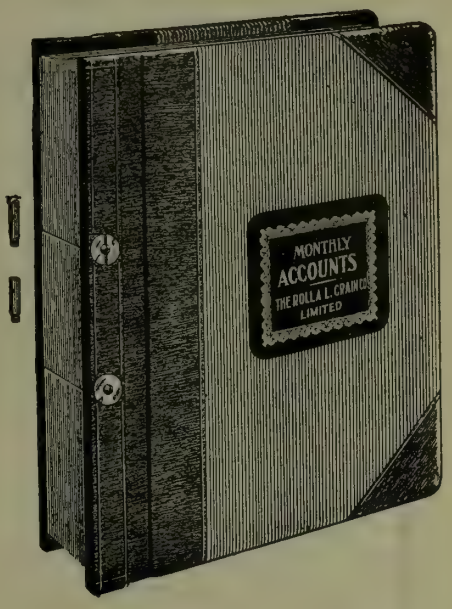
We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized linings. For grocers, butchers, club and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON, 422 and 424 St. Paul St, MONTREAL

AS A MEANS OF SUCCESS

Are you still using that old antiquated system of book-keeping,—Bound Ledgers, Day Book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want, but because you have never troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of



The Crain Continuous Systems

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact, and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask us for Catalogue *"G,"* which will give you all details.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: ***18 Toronto Street***

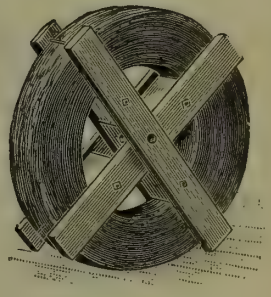
Montreal: ***Alliance Building, St. James St.***

Winnipeg: ***Nanton Block, 430½ Main St.***

WARMINTON'S
Box Strapping,

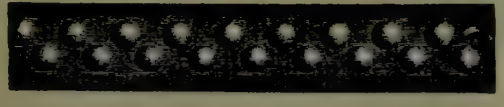
CLUTCH NAILS,
Pail Hooks, etc.,

Are the Best



You know them.

If not, try them.



J. N. WARMINTON, -

207 St. James Street, Montreal
43 Scott Street, Toronto

What is Your Book-Keeper's Time Worth ?

SYSTEM THE SECRET OF SUCCESS

Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

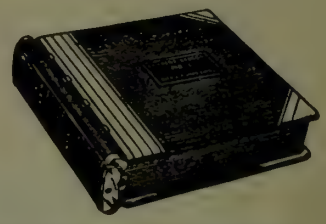
* * * * * *

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us today for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS :

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

The Waggon Tells Its Own Story.

The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Duplex" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application, or will send representative.

WE MAKE ALL KINDS OF CHECK BOOKS

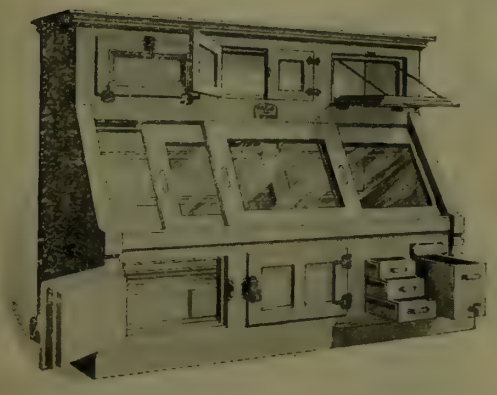
THE

CARTER-CRUME COMPANY,

LIMITED

TORONTO, ONTARIO

Mention this Paper



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

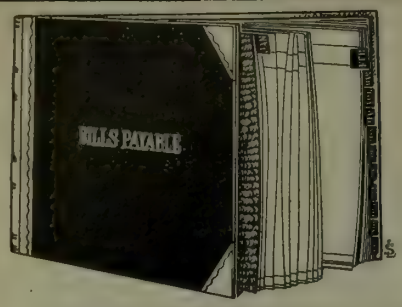
The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.



The Hatfield Practical Bill Book

Patented July 5th, 1904

Every Grocer in Canada Should Get One at Once

Of the many improvements in office devices which have been brought out in recent years, none show the marked improvements over their predecessors that this book does over the Bill Books now in general use.

Nothing of the kind has ever been more urgently needed.

It is the greatest LABOR SAVING, WORRY SAVING, MONEY SAVING office device that has ever been patented, and will repay for its cost a hundred times over in a year.

PRICE, $2.50 Will last from 5 to 8 years—large business.

Write for booklet giving full information and testimonials from business houses all over Canada to

A. H. HATFIELD - - 64 York St., Toronto

Your Waggon Should be an Effective Ad. for Your Business All the Time

An Abbott Waggon talks about you and your methods. Artistic, strong, durable and easily kept clean. We'll build the waggon you want. Price right. A post card brings particulars.

H. C. Abbott & Co. London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S EDINBURGH COFFEE ESSENCE

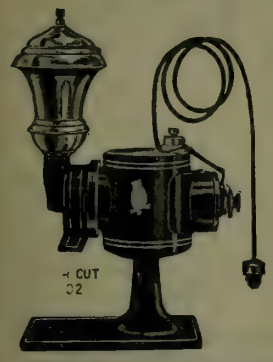
ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. **EDINBURGH**

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

THE CANNER THAT CANS

Stop the waste of fruit and vegetables caused by over-buying.

The Modern Canner will preserve these perishable goods and the canned article can be sold at a profit.

Write for Booklet "The Modern Canner."

Modern Canner Co.,

St. Jacobs, Ont.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

THE COOLEST
THE CLEANEST
THE NICEST LOOKING

REFRIGERATORS

ON THE MARKET

A big line of Household Refrigerators and Grocer and Combination Grocer and Butcher Refrigerators in various sizes. Sold by all the leading hardwares. If your dealer don't handle them write to us for catalogue.

The Ham & Nott Co., Ltd.,

Brantford, Canada

HEADQUARTERS

FOR

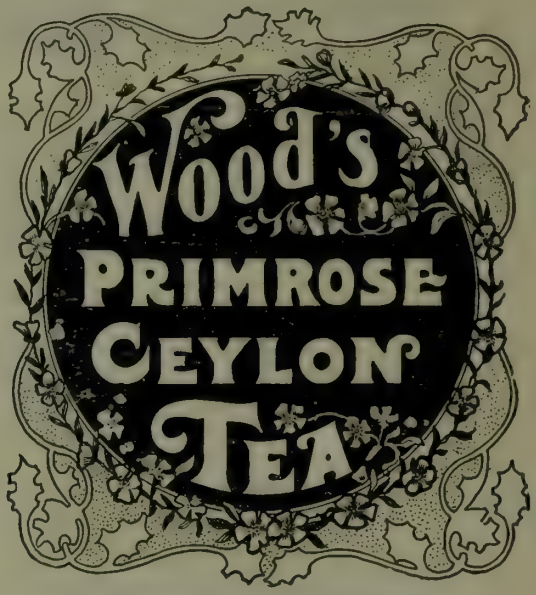
BLACK and GREEN CEYLON TEAS

GEO. ROBERTSON & SON.

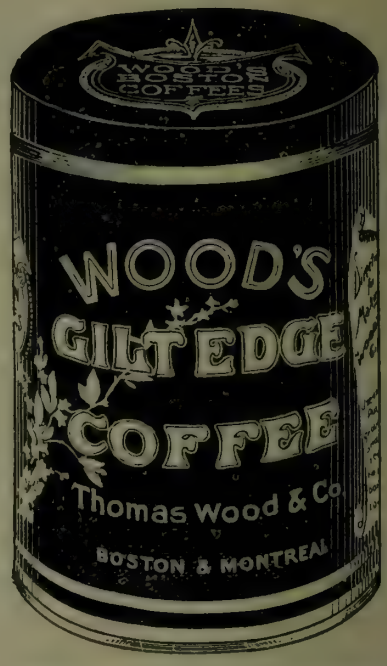
WHOLESALE GROCERS

Kingston, Ont.

THOMAS WOOD & CO., Importers



Sold only in half-pound tin cubes
Choicest of the New Season



Sold only in 1-lb. and 2-lb. cans
The Best the World Affords

No. 428 St. Paul St., MONTREAL

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :

HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Coristine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

Salable With the Grocer Because Popular With the Consumer

STERLING BRAND PICKLES and RELISHES

Our List Tells of Some of the "Kinds" of the Many Kinds We Manufacture

"The Brand You Can Bank On."

"***Sterling***" Brand Pickles in Glass.
"***Sterling***" Brand Chow Chow in Glass.
"***Sterling***" Brand Sweet Pickles in Glass.
"***Sterling***" Brand Catsups.
"***Sterling***" Brand Sauces.
"***Sterling***" Brand South African Relish.
"***Sterling***" Brand Jams and Jellies.
"***Sterling***" Brand Marmalade.

The Brand That Sells on Merit

THE T. A. LYTLE COMPANY, LIMITED

Manufacturers of **HIGH-GRADE PICKLES AND RELISHES**

Factory and Offices : 124-128 Richmond Street West, Toronto

Phones : Office and Orders—Main 1531. Shipping Room—Main 4552.

SALTING STATIONS :

103-105-107 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

SOMERVILLE'S

Mexican Fruit Chewing Gum

Pays the best
Sells the best
Pleases the best
Try it
Sold by the Wholesale Trade

C. R. SOMERVILLE, - LONDON, CANADA

GROCERS WANTED—Who Want More CASH Business

If you are not in that class please do not reply to this ad. If you DO want more CASH BUSINESS and want it badly enough to invest one cent let us hear from you. Remember—we say 1 cent—no more, no less.

We have originated several selling plans which have been proven winners all the way. Still we are convinced that our latest plan will mean MORE DOLLARS to you than any we know of. You're the judge. Write for particulars.

If our New Plan does not appeal to you—drop the matter. But we know that

THERE'S MONEY FOR YOU IN THAT PLAN

The British Canadian Crockery Co.,
25 Melinda St., TORONTO

Rowat's

There is more than the mere name in

Rowat's Pickles

There is quality, appetizing flavor, purity of vinegar and selected stock—It is pickles all through—

As to Olives —

Rowat's have a hold on the trade unequalled by any other pack—Order a line and note appreciation of your customers.

Rowat's

DWIGHT'S

BAKING SODA

No Consumer can **Want** anything purer than

"COW BRAND"
BAKING SODA

No Grocer can **Buy** anything purer than

"COW BRAND"
BAKING SODA

Then why worry about buying any other brand ?

CHURCH & DWIGHT, Manufacturers
MONTREAL

A Vinegar with a Record

For perfect Purity, absolute Reliability and guaranteed Strength.

IMPERIAL WHITE WINE

If you sell this vinegar your trade—and **incidentally**—your profits—will grow bigger and bigger all the time—

W. H. Gillard & Co.
Hamilton, Wholesale Grocers
Branch House, Sault St. Marie

HOVA TEA

PUREST STRONGEST MOST PERFECT

in lead packages only

Popular Prices to Consumers

Pays the Grocer More Profit and Gives Better Satisfaction

"PACKED WHERE GROWN"

S. J. MAJOR, LIMITED
AGENTS
OTTAWA - - - CANADA

In a class by themselves

are **Japan Teas**

Their flavor is distinctive, their fragrance mild and deliciously refreshing---they are free from the debilitating acids of other teas. They are, in short, the finest teas nature produces. Educate your trade to use

Japan Teas

CANADA'S DEMANDS

New York, April, 1907

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive quick attention. On May 1 our new Canadian branch, under the management of Mr. A. E. Carson, will be opened at 75 Front Street East, Toronto, where all correspondence relative to the Canadian trade should be addressed.

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

NO MORE DISAPPOINTED CUSTOMERS
MORE BROKEN PACKAGES
QUALITY EQUAL TO LIPTON'S

THE FINEST TEA IN THE FINEST PACKAGE

——FROM OUR OWN TEA GARDENS

——PACKED IN AIR-TIGHT TINS ONLY

LIPTON'S TEA

Over 1,000,000 Packages Sold Weekly

Fine Carpet Brooms

H. W. Nelson & Co., Limited

TORONTO

Canada

GLASGOW:
Smith, Clatworthy & Co.
13 St. Vincent Place

LONDON:
Ellis, Phillips & Co.
3 Savage G'ds, Tower Hill

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade,

Pure Fig and Lemon Marmalade

Jams, Jellies, Sealed Fruits

These goods speak for themselves. Every pound guaranteed pure. Ask your wholesale grocer and broker for them.

AGENTS

Dingle & Stewart, Winnipeg. L. T. Mewburn & Co., Calgary.

Standard Brokerage Co., Vancouver.

"SAFE-GUARD YOUR TEA TRADE"

Sound advice that, given by a veteran grocer to his son about to start in business. The Tea Trade of a store decides the size of the grocer's bank account nearly always. Scores of merchants attribute their success to

Ram Lal's Pure Tea

because it clinched the paying trade of the community. Particular housewives, women whose custom it pays to win and retain, prefer **Ram Lal's Pure Tea** not only because of its unique flavor, but because it is decidedly the economical tea. **Ram Lal's is Tea Goodness Condensed.** It will pay you to stock it.

James Turner & Co., Limited, Hamilton, Ont.

Butter Pots, Churns, Jugs, Flower Pots, Vases

Hart's Family Filter will give Satisfaction.

Belleville Pottery Co.

Belleville, Ont.

Fire Bricks
Fire Clay
Fire Sand
Rockware
Earthen Flower Pots

Prices and Quality are Right.

—Vinegar—White, Cottell's—

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

EGG INSURANCE

is the only remedy for broken eggs. The only way to be insured against breakage is to adopt the modern system of delivery by using

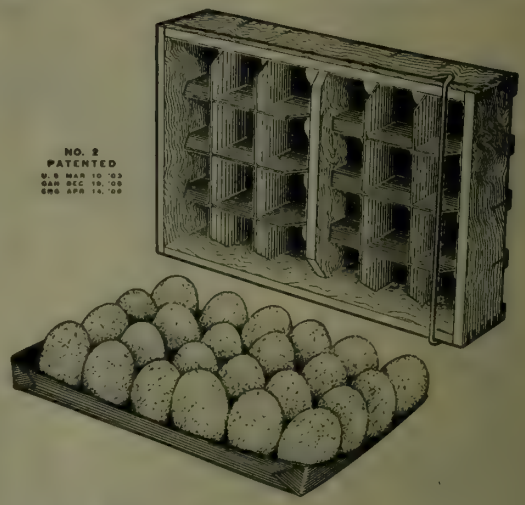
THE STAR EGG CARRIERS AND TRAYS

This is the only safe way of delivering eggs from the shop to the customer's house.

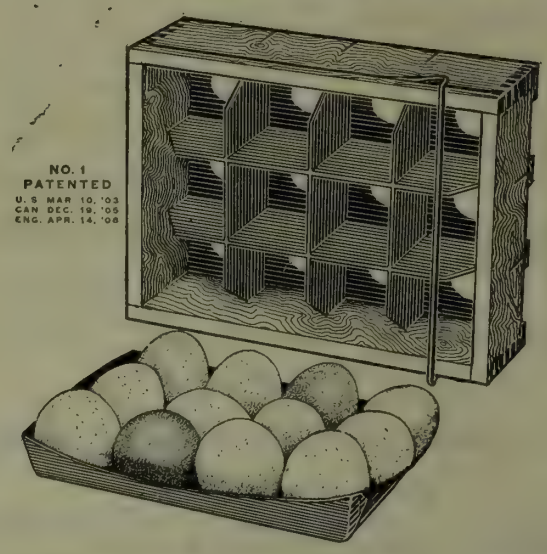
The uncertainty of breakage is turned into the certainty of no breakage whatever.

The quick way too; it saves 75 per cent. of the time usually taken to make the delivery by any other system. This alone is worth more than the money it costs you.

The delivery boy can leave the eggs anywhere, in any position at the customer's house, without waiting for a dish to place them in. Your customers will appreciate this.



THE PREMIUM IS VERY SMALL



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Star Egg Carriers and Trays are made in two sizes, to deliver one or two dozen eggs.

For full information write to any wholesale Grocer, or to the Canadian agents:

THE MacLAREN IMPERIAL CHEESE CO., Limited
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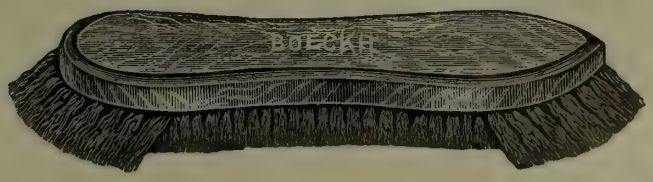
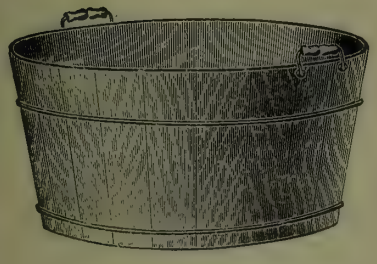
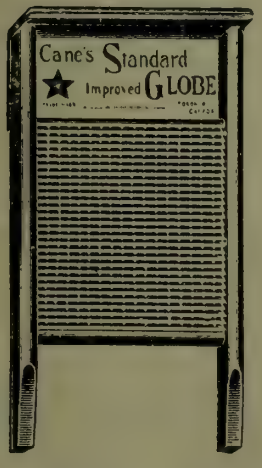


ETERNAL VIGILANCE IS THE PRICE OF SUCCESS

A small leak will sink a big ship if given time enough.

It may seem a little thing to sell a customer an inferior, showy article, just because there is slightly more profit for yourself. Just at such a time you are trifling with one of your most valuable assets—the confidence of one who has helped to build up your business. **Sell Standard Goods and be Safe.**





BOECKH'S BRUSHES, BROOMS AND CANE'S PAILS, TUBS, WASHBOARDS and CLOTHES PINS

are always the same. They are honest value. The materials are of the highest quality. They are made by skilled workmen, in the largest and best equipped factories of their kind in Canada.

They are "Guaranteed Goods"

UNITED FACTORIES LIMITED

TORONTO, CANADA

THE EDITOR'S PAGE

Short Talks on How to Help the Paper

The Canadian Grocer should be a clearing house for grocers' ideas about trade, ideas on subjects that have any sort of relation to the grocery business. Grocers in this country have not been doing enough at exchanging ideas. It would help the trade if they did more of it. The Canadian Grocer's columns are open to any grocer who has anything to say on trade subjects. There's a subject say that interests you. You've been turning it over in your mind. You would like to discuss it and see it discussed. You would like the views of other grocers. Send the idea to The Canadian Grocer and we will be glad to submit it to the trade.

HOW TO IMPROVE THE PAPER.

You've been reading The Canadian Grocer and an idea has come to you and you say to yourself "If the grocer would do that it would improve it." Don't say to yourself "I'll write to the editor about that some day." Go right away and get paper and pencil and send us the suggestion. Putting things off is the deathtrap of many good ideas.

WINDOWS.

Window dressing is a very important department of the grocery business. It's getting to be more important every day. We are trying to make the good window dressing department of the paper both interesting and helpful. We would like to see a great many more entries in the monthly competitions. If you don't want to enter the competition, send us a picture of your window. Of course we can't undertake to reproduce every picture we get, that would be too large an order, but we will criticize the window, point out its defects if we can and make what suggestions seem needful. We want articles on window dressing, too. And if you happen upon a good window device, send it to us.

PHOTOGRAPHS.

Whenever you send a photograph to The Canadian Grocer, write on the back of it your name and address and an indication of what the picture represents. We get a great many letters commencing, "I am sending under separate cover." The photo mentioned arrives a mail or two later, without any sign or mark by which to identify it. As we said, we get a lot of photographs, and it takes pretty good guessing sometimes to connect them up with their proper letter. The name on the back of the picture would eliminate the possibility of error and save a lot of trouble.

NEWS.

We have correspondents, and good ones, in many of the larger cities and towns of the Dominion. There are some places where suitable men have not yet been found. But there is grocery news all over the country, and we want it. Send it to us. We can't stand sentry at every store door, but our friends can help us to many interesting items. It will not be much trouble for them to send an occasional item and we will be glad.

MARKETS.

We are at very great pains to carefully and accurately report the commodity markets from week to week, but we do not pretend to be a purchasing agent, one whose position enables him to bargain for the lowest prices. Nor are we above making mistakes. What we try to do is to give the fair market price. If there are errors we would esteem it a favor to be told of them. It is by this kind of co-operation that the paper can be brought to the highest state of efficiency.

WRITE ARTICLES.

The grocery business is chuck full of difficulties and hard problems. Have you solved some of them for yourself, or have you ideas about them? If you have, or if you want to propound a problem and ask questions, write an article for The Grocer. It will do you good. It's wonderful how much clearer one's view become when he tries to explain them to others. We want practical articles on grocery topics all the time.

HINTS.

Is there a subject you would like to see dealt with editorially or otherwise by The Grocer? Tell us about it. Just say what you would like and we'll try and do it for you.

QUESTIONS.

There are a lot of things the editor of The Grocer doesn't know about groceries and the grocery trade, but with the sources of information at hand that he has, and given a little time, he can answer pretty nearly any reasonable question any subscriber would like to ask. Ask some. A department of questions and answers should be very interesting and instructive.

CLERKS.

Everything on this page applies as much to grocery employes as as to employers. Some of our best friends are clerks.

COST OF DOING BUSINESS.

One of the most difficult problems the grocer has to tackle is the cost of doing business, and how to find it. We have had a number of articles on it within the past six months. We want more. Camparative,y few retailers make any attempt to ascertain the cost. They all ought to and we want to get more of them at any rate to do it. Send us an article relating your experience.

RELATE YOUR EXPERIENCE.

We often ask ourselves why it is that more original compositions do not reach this office. This paper was not established for the general public. It was instituted and is published in the interests of the large and ever-growing community of retail grocers throughout the Dominion.

To present the doings of the grocery world from the viewpoint of the retailer has been, is, and will continue to be our object, but to get that viewpoint accurately it is essential that we should be freshened and kept in touch by information furnished from the practical experience of the grocers throughout the land. No man can run a grocery store two weeks without being confronted with a problem of some sort, be it big or small. Tell us what it was and how you solved it. The majority of grocers have their own ideas on how to dress windows, how to display goods inside the store, how to build up fresh trade, how to run a special sale, how to advertise, how to write show-cards, how many times their stock should be turned over during the year, what are the best methods to adopt for keeping track of goods bought and sold, the amount of stock a small store should carry, on the merits or otherwise of a retail organization, and on several hundred other subjects.

Tell us about them—how you did and are doing.

CANADIAN DAIRYING

A large factor in the prosperity of the country—What is being done in Manitoba and on the Pacific Coast —Better milk the great problem.

THE DAIRY IN ONTARIO

Modern dairying in Ontario is a development of the last quarter of a century, but especially of the past ten years. Though the total product does not exceed $20,000,000 in value, and the field crops of the province show a total of over $142,000,000, dairying has been the stimulus of agriculture in the premier province of the Dominion and saved the farmer from despair through a season of great depression.

Butter, as compared with cheese, is an important factor, as the following tables, taken from the statistical report of the Provincial Government, show:

Year.	No of creameries in operation.	Butter made. Quantity,	Value.
		Lbs.	$
1905.....	241	10,142,289	2,131,554
1904.....	248	9,625,021	1,785,911
1903.....	265	10,812,126	2,096,593
1902.....	282	11,082,078	2,181,400
1901.....	286	9,047,260	1,798,264
1900.....	308	9,041,468	1,819,290
1899.....	323	9,113,964	1,746,362
1898.....	282	9,008,992	1,632,234
1897.....	214	7,708,265	1,403,609
1896.....	170	6,033,241	1,101,232

Year.	Factories in operation.	Cheese made Quantity,	Value.
		Lbs.	$
1905.....	1,198	164,866,223	17,417,757
1904.....	1,141	154,879,438	12,908,118
1903.....	1,126	165,306,573	17,203,233
1902.....	1,127	146,805,776	14,792,924
1901.....	1,167	134,492,517	12,269,073
1900.....	1,173	127,789,543	13,023,025
1899.....	1,203	123,323,923	12,120,887
1898.....	1,187	128,116,924	10,252,240
1897.....	1,161	137,362,916	11,719,468
1896.....	1,147	104,393,985	8,646,735

Standing of the Provinces.

The most recent Dominion statistics available are for 1901, and for that year the dairy products of the several provinces are stated as follows:

	Butter made Lbs.	Cheese made Lbs.
Brit. Columbia.	395,808	.....
Manitoba	1,557,010	1,289,413
N. Brunswick..	287,814	1,892,686
Nova Scotia ...	334,211	568,147
Ontario	7,559,542	131,967,612
P. E. Island ..	562,220	4,457,519
Quebec	24,625,000	80,630,199
N.W. Territories	745,134	27,693

The problem before the dairying industry in Ontario is how to produce better milk. Years ago the Government took steps to provide competent cheese and butter makers. It has at work this year 35 sanitary inspectors to see that the conditions in and about the factories and creameries are cleanly and sanitary. Education must, of necessity, work from the top down. For years, through official bulletins, farmers' institutes and the press, the work of educating the farmer to improve his raw material has gone on. Now that has become the principal problem.

Views of an Expert.

Nothing more interesting and instructive about the dairying industry of Ontario has been told in recent years than is contained in an address by C. C. James, the very able Deputy-Minister of Agriculture, before the Western Ontario Dairymen's convention in London a few months ago. He said, in part:

"A short time ago the announcement was made in the Toronto papers that the headquarters of a British loan association was to be moved from the Province of Ontario to Manitoba, and the reason given by the manager was this, that he could not longer do business with the farmers of this province. The farmers were becoming so well to do, and they had so much money in the bank, that there was very little loaning to be done and they had to seek new quarters and were going off to Manitoba and the Northwest. And there is something in that.

"There is a small section in the eastern part of Ontario, and ten years ago it had very few cheese factories, and agriculture was in a rather down-hearted condition. Hard times of the worst kind were being felt; but the dairy industry came in, and a few years ago the formed a cheese board in one of the near-by towns, and the sales of cheese on that cheese board this past year aggregated no less an amount than $700,000. Just picture what the effect of that has been. Here is a little community surrounding a small town, and in one year $700,000 in cash is brought in from the sale of only one line of produce, although, of course, that is the main produce of that district. A man who had visited that town ten years ago recently went back there on business in connection with our department, and he told us on his return the change that had taken place there was simply marvellous. A new feeling was in the community. The farmers had progressed, and were comparatively well to do; everything was on the uplift, and the whole was due to the fact that dairying had been brought in and had progressed along proper lines.

Twenty Years Ago.

"It is just twenty-one years ago last week since I went to work in connection with what is now the Department of Agriculture. At that time the only thing we had in connection with the dairy work of the Province of Ontario was two or, I think, three dairy associations; absolutely nothing else. We had no dairy school. We had no dairy department. We had nothing working for the dairy interests of this province but the two or three dairymen's associations. I remember that at the Agricultural College there was the remains of an old discarded cheese factory; nothing being done. The vats and the other apparatus were standing there covered with cobwebs. Then for the first time they appointed an instructor in dairying, and he came into the work just at the time I did.

Spending for Dairying.

"Ten years later, 1896, we had made some progress; not such a very great deal, but we had three dairy schools started. One was at Guelph, and the property had been purchased at Strathroy for the western, and the eastern school was in operation at Kingston. In that year there was expended for dairying work, apart from the general agricultural work, $22,000. We had grown from the small grant, in 1886, of about $8,000 to $22,000. Let us take another jump of ten years and come up to 1906, and we find that last year we expended, over and above the revenues, a sum of not less than $50,000 for purely dairy work in the Province of Ontario. In 1896 we expended altogether for agricultural purposes in this province $191,000, and last year we expended $377,000. So you see that we are making progress. The appropriation for agriculture as a whole has not quite doubled, but the appropriation for dairying work has more than doubled.

Raw Material the Great Problem.

"If we make the same progress in dairying in Ontario in the next ten years that we have in the past, the development of our dairy industry will have assumed enormous proportions. And yet we go on, year after year, holding conventions, having sessions of our dairy schools, sending out our instructors, and when we come back at the beginning of the year the same old questions seem to crop up again and

again and again, and year after year we have to face the same difficulty. I will guarantee there have been questions proposed and propounded in connection with this convention that have been brought up and discussed and settled at every convention held for the last twenty-five or thirty years, and you come back to this point every time: what we want is good raw material.

"You can have the most skilful and the best trained buyers in the world, and you can have the best trained and most skilful makers of butter and cheese that any country can produce, but if you have not the producers of the raw material, of what value is it all? Of these three classes, the most important and the biggest class is the producing class, and until we can in some way solve the problem of how to improve the raw material that goes into this great manufactured product, we will have to go on holding conventions, and conducting dairy classes, and holding dairy institutes, and sending out bulletins and reports, and continue to inspect and carry on the work in the same way year after year. We have not solved that question, and we do not seem to be in a fair way of solving it; and until we do solve it we will simply be working at this question from the wrong end.

Doctrine of Cleanliness.

"Until we can get hold of the great producing classes of this country, and make it a necessity that nothing but first-class milk, and the best quality, shall be sent to our factories, we cannot expect to put this dairy industry upon a sure and steadfast basis. How are we going to get into the farmers' homes? How are we going to get hold of the farmer himself? How are we going to compel him to keep his stables clean; to produce the best food for the feeding of his animals; to handle his milk in a clean manner, and to have it delivered at the factory in first-class shape? Are we going to do it by passing laws, and saying that the farmers must do so and so; or are we going to do it by attending these dairy institutes and conventions? We have been holding dairy institutes and conventions for a great many years. They date away back to the year 1883. We have been preaching the doctrine of cleanliness to the farmers of this country over 20 years, and a great deal of improvement, of course, has taken place in that time. But a new class of producers has come up, and we have got to go back and go all over the work again.

The Women Will Do it.

"The first genuine ray of hope I have seen in connection with this work came into this question, as far as I am concerned, in the month of December, when I saw gathered at the Agricultural College 400 or 500 women from the farms of the Province of Ontario. It was the most inspiring convention I ever saw, and the most interesting audience I ever addressed. Just picture to yourself a room like this packed to the doors with women from the farms of the Province of Ontario, and every woman sitting there with her pencil and note book, taking notes of what was going on. I said to myself as I sat there and looked at them, 'We are at last getting a grip on the agricultural community of this country such as we never had before.' When 400 or 500 women from all parts of the Province of Ontario will come from the farm homes to a convention of that kind, meaning business, and to take up questions of vital importance to the agriculturists of this country, there is a hope that at last we are going to do something, and we are going to begin at the right source. The women of this country can do what the men cannot do, and they will make the men of this country do what they won't otherwise do. If the farmers' wives and daughters tell the farmers that they have to put their stables in a clean condition; that they have to carry on their work in a clean way; that they have to keep their implements in a clean state and send the milk to the cheese factory in a clean form, it will be done. We have at last got our foot into the farmer's home.

In the Public Schools.

"If we can deliver the gospel of cleanliness in the farm homes of this country there is hope of doing some-

W. R. McRae & Co., Kingston, grocers—Interior of the Retail Department. The business is now owned by Nicholas O'Connor, who clerked for McRae & Co. 20 years. He started with the firm as a boy; is steady, straight and popular and a singer of note in the Limestone City.

thing; and when I saw that women's convention listening to addresses on the subject of pure milk production, and of what it meant to the health and wealth and happiness of this country, I said: 'This is the best dairy convention I have ever attended, and this is the best work we have ever undertaken in this province.' The farmer's institute work grows very well, but the women's institutes of this country are growing at a tremendous pace. Few people have any idea of the great social revolution that is taking place in connection with the agricultural life of this country. I pleaded with those women to go home and demand that something be done in the rural public schools of this country to help out our agricultural work. I said to them: 'If you will go home and tell your husbands and your brothers that the rural school life of this country has to have some rational education put into it, then we will see it done before some of us die.' If we can get the farmers' wives and daughters to work on this question of pure milk, whether for home consumption or cheese making and butter making, and if at the same time we can have introduced into our rural schools some simple instructions so that the boys and the girls will get some little knowledge of what milk is, and of the first principles and value of milk as a food, and the necessity for its being kept absolutely clean; then, and not till then, will we have this question finally settled.

"This great dairy industry has been the salvation of the Province of Ontario. If it had not been for the development of our butter and cheese industry the conditions of the Province of Ontario would be of a most lamentable nature. It has been the salvation of the agricultural classes, and upon the development of the agricultural classes of this province has been built up all the other industries, including manufacturing.

"Why are we having such good times in this country to-day? Simply because the farmers have been having good times. Why have they been having good times? Largely because of the development of our cheese industry, our butter industry and the allied bacon industry. The beef industry has come up at the same time, but you cannot get away from the importance of the dairy industry. The men who have their hands upon the financial pulse of the country will tell you that if they know the condition of the dairy industry to-day they can tell you what will be the condition of the financial world to-morrow; and those of us who are giving it their closest attention are only too anxious that not only shall we hold what we have gained, but that we shall gain a great deal more. And so I say this question will never be settled until we have effectually settled that question, namely: 'How shall we persuade the farmers of this country to give to our cheese and butter makers milk in a first-class condition?' "

Three Resolutions.

Three significant resolutions were passed at this convention, one calling for the appointment of a dairy chemist and bacteriologist to study the cause of mold in butter; one endorsing a petition of cheese and butter makers that a standard of qualification for their work be established and none be allowed to engage in it without a certificate of competency, and a third, urging that plans and sites for cheese factories and creameries be approved before construction by the Department of Agriculture.

DAIRY INDUSTRY IN THE PROVINCE OF QUEBEC

While Quebec cannot justly be called the dairy province of the Dominion, it is quite correctly termed occasionally the butter province. The quantity of butter produced in this part of Canada is larger than the amount turned out in any other section, and the quality, although it has not been up to the standard set by a certain other province, is, on the average, as good, and every year brings with it an improvement. This statement regarding quality is not applicable to all sections of Quebec Province, as the butter made in some portions is of superior quality to that made in any other part of Canada. The improvement mentioned has been especially noticeable during the past three or four years. The quality and style of the butter being produced by the dairy interests in all parts of Quebec is much better this year than it has been in former seasons. The packages are more neatly put up and, the most essential improvement, the butter itself is better. There are more reasons than one for this better state of affairs.

The farmers are gradually learning that the greater the care they take of their milk the better are the results obtained in good, pure, marketable butter. Again, there is in St. Hyacinthe an excellent dairy school which is doing much toward educating the farmers in the province in the making of good butter in the right way. The system of Government inspection is also of great assistance. This will be dealt with later.

Eastern Townships Lead

Quebec's chief butter producing district is that part known as the Eastern Townships. The butter made in this part of the province cannot be excelled in any part of Canada, and many of the provinces cannot equal its good quality. Eastern Townships butter is known better than any other Canadian grade in the English markets, where it has a reputation that is most enviable. This butter is entirely creamery. In fact, most of the butter made in the Province of Quebec is creamery. The making of dairy butter has not assumed large proportions, most of what is made being large rolls which are used for local trade. Quebec depends a great deal upon Ontario and Manitoba for dairy.

Divided Into Districts.

As stated, the Eastern Townships district is the chief butter producing portion of Quebec. The entire province is divided into districts, each having its own particular style of butter, and each with its own reputation. There are, for instance, the St. Hyacinthe, Bedford, Cowansville, Sherbrooke, Intercolonial, Quebec, and North Shore districts, each with its own individuality, if the term may be used in this connection.

Lion's Share of Export Trade.

Canada's export butter trade is large, and the Province of Quebec supplies the greater part of the exports. Opinions differ as to just how much of the butter exported is made in Quebec. It would be safe to say, however, that from 65 per cent. to 75 per cent. is produced in that province. Surely, under the circumstances, one is justified in calling Quebec the butter province of Canada.

During the past few years the make of butter in Quebec has not been so large as heretofore, owing to the high ruling prices of cheese. Many factories are equipped for the making of either butter or cheese, 75 per cent., possibly, are so constructed, and when cheese prices ruled continually high it was not surprising that many factorymen should devote their entire energies to the making of cheese.

The Cheese Industry.

The cheese industry has not reached the proportions attained by butter. There is a great deal of cheese made in Quebec, but Ontario leads in quantity and more or less so in quality.

Quebec does not make much more than half the quantity Ontario does, but what is made is good—which is not an insinuation against the Ontario make. In Quebec Province, however, the packing of cheese, for example, has not been brought down to the fine art it is in

Ontario, while factorymen have not learned all the little pointers which are employed to such advantage by their competitors in the sister province. Education is coming with the years, and it will not be long when Quebec cheese will refuse to take second place to any made in the Dominion.

Shipping of Green Cheese.

There has been some complaint recently by Government inspectors to the effect that their work is hampered much through factorymen shipping their cheese too quickly. At a late meeting between the inspectors and the dairymen of the province, the former stated that on many occasions they had entered cheese factories to inspect the make only to find that there was not a box in the place. Every cheese had been shipped. The inspectors believe that this state of affairs should not be allowed to continue, as it would not be for the ultimate good of the industry. The factory men say that they are obliged to ship the cheese as soon as made owing to the strong demand there is for it and in order to keep up with their competitors. The inspectors say that the factorymen injure themselves by shipping the cheese too green. There is loss in weight, loss in appearance, and loss in quality. The make of the whole country is likely to be judged by the cheese from one factory and as a consequence if green cheese are exported and cast aside as not up to the standard, what will become of the reputation Canada is so rapidly building up as a cheese-making country? There is more or less difference of opinion on this matter. Some contend that the cheese should not be shipped from the factory for at least ten days after it is made, in order that it may have the chance to be properly cured. Others believe that there are not always the facilities in the factory for the proper curing of the cheese and in their opinion it would be better in every case for the cheese to be shipped to the warehouses of exporters in the city where it could be cured as it should. But suppose city exporters had orders for the other side which required immediate fulfilment—would they not be tempted to ship the uncured cheese in their possession?

System of Inspection.

The inauguration by the Government of an adequate, well organized system of inspection has met with the approval of all concerned in the dairy industry.

There are in Quebec in the neighborhood of twenty-six hundred cheese and butter factories. About half of this number are "syndicated" and these are under the inspection of some sixty-five inspectors each of whom is responsible for about twenty or twenty-five factories. These inspectors are responsible to one of two chiefs, J. D. Leclaire, butter, and E. Bourbeau, cheese.

The inspectors are supposed to visit each factory under their charge at least once a month. They look after sanitary conditions; learn how the milking is done; criticize the methods in making the cheese and butter, and generally see that the factories and creameries are conducted on hygienic principles.

The factories remaining cannot be syndicated owing to local conditions, but the Government has appointed five or six inspectors to look after them. Possibly with the growth of the dairy industry they may be organized under such a system of inspection as prevails for the factories in the syndicate.

The Dairy School.

A word about the dairy school at St. Hyacinthe is in place. Much is being done through it to raise the standard of butter and cheese in Quebec. Farmers' sons and daughters may attend and be instructed in the latest and most sanitary methods of making butter and cheese and the principles of the school are in a very few years in practice all over the province. One of the ideas being carried out at the school at present is the pasteurization of cream. The instructors are devoting much attention to the teaching of this gospel.

THE DAIRY INDUSTRY IN BRITISH COLUMBIA

While the "sea of mountains" idea of British Columbia has long since been exploded, there is still abroad in the rest of Canada rather an erroneous idea of the country, its condition, capabilities and the extent to which it has been developed, especially in agricultural lines. So used are eastern producers, for instance, to shipping their surplus stock of butter west to this province, that it might be news to them that butter-making was carried on to any considerable extent here at all. In this brief article it is proposed to set forth a few facts which will dispel that idea effectually.

It is a safely conservative estimate to place the butter production of the creameries of British Columbia for 1907 at one and a half million pounds. Compared with the total production of the creameries of any of the three Northwest provinces, this is a figure not to be ashamed of, when it is considered that dairying is being given great prominence and attention in the whole prairie country, and that Government-aided creameries, Government schools, and other accessories have been placed at the disposal of the farming community in those provinces.

Where the Creameries Are.

There are sixteen creameries in operation in the province. Of the number, four are on Vancouver island, one on Salt Springs island, six in the Fraser valley, exclusive of the New Westminster creamery, two moderate-sized ones in Vancouver city, two in the Okanagan valley. The largest output of any of these is estimated at 250,000 pounds annually. Many of the smaller do not put up more than 25,000 to 40,000 pounds.

To reduce the output in pounds to more concrete examples, the 1,500,000 pounds estimated as the production of these sixteen creameries for the present year, would be 750 tons. Taking it at a fair estimated average of 24,000 pounds per car, it would take nearly 65 cars, or two or three train-loads to transport the whole production. As the Northwest is in the habit of sending a large proportion of its surplus creamery butter to British Columbia, it will be interesting to compare the number of carloads sent from there with the above figures of butter produced in the province.

Then it is to be remembered that no account has been taken in this at all of the production of dairy butter, which is general throughout all the districts of the province where farming is carried on. The securing of data even approximating the actual production of dairy butter in the province would be hard, for the reason that much of it never reaches even retail dealers' hands. Very little, and in many months none at all, reaches the hands of the jobber. But in the whole of the Fraser valley from Agassiz to the sea there is more or less dairying carried on in addition to the support given the creameries. In such interior districts as Cariboo, Kamloops, the Okanagan, Similkameen, Nicola and the settlements on Vancouver Island and the islands of the gulf, there is production sufficient in most cases for local consumption. Many small towns and settlements adjacent to dairying districts receive all or the greater part of their supply locally. It is fair to say that as much dairy butter as creamery stock is made in British Columbia.

Some idea of the butter production of the province may be gathered from the foregoing. Turning to consumption, it is well known that very large quantities are constantly imported. The reason for this is not that local production is small, but that from the shipping centres of the province many outside markets are supplied, and demands are made for supplies from quarters not to be

classed as home consumption. The Yukon district is perhaps the greatest customer from the outside, supplied in its entirety from Vancouver and Victoria. The output of one creamery used to be entirely shipped to the north. The finest class of butter only is sent north, and the local fresh creamery can best be shipped in good shape for that trade. Another great factor which has to be regularly supplied from the coast cities is the shipping trade. Many steamers ply regularly from the ports of this province and these in most cases have to be provisioned regularly here. The whole fleet of coasting steamers gets its supplies here also, and that is in itself no small item. These outside consumers are regular customers and the quantity used in this way is constantly growing.

To consider the classes of population in the province is to realize that a very large percentage are consumers. Over two-thirds of the entire present population of British Columbia is to be found in the four coast cities. Then the largest centres of population in the interior are mining towns. Nearly all the smaller towns are either mining towns, lumbering towns or railroad points, all heavy consumers. Of the rest of the population, there is a large percentage scattered in logging camps all along the coast and in the interior, while quite a number follow fishing, and there are isolated mining camps and lone prospectors scattered everywhere. This province has so many people so situated that they cannot secure fresh milk, that importations of condensed milk are very large, the province being the best customer of the condensed milk and cream factories. That indicates also a large number who must buy butter and some of these require butter put up in hermetically sealed tins, actually "canned butter." Some of the trade regularly requires a quantity of this tinned butter for the north and for the miners' trade of the interior.

As the province does not produce anything like the half of its butter requirements, it is dependent on large importations. As stated, the Government creameries send large quantities, but even that, with the dairy butter also brought in from Northwest provinces does not suffice. There is some eastern butter brought in also, though this is becoming less every year, from various causes, one being that at the season it is most required it is hardest to get, and another that the butter of eastern Canada finds an enlarging market in the Old Country.

British Columbia is so fortunately situated that it can reach all the butter producing countries of the world. For instance, at the present season (the first two months of the year) when supplies are shortest from local production and no fresh butter is obtainable from the Northwest, New Zealand and Australia, from their antipodean position are at the height of production. Later on, when this source is becoming exhausted, the dairying districts of California are coming in to full production. Then the local supply of fresh grass butter, much of it dairy butter of high quality, comes in. Finally, in the autumn the June to September make of the Government creameries of the Northwest is brought in and placed in cold storage for the winter stock.

One feature of butter production in British Columbia is especially worthy of

The Grocery Department of John Beaton's Store, Kamloops, B.C. A. S. Williamson is the Manager of the Department.

note, if it is not the most noteworthy; that is the length of the season of production. No province in Canada has such a long season in which dairy cattle may be fed on natural grasses run in the open and the production kept up. From very early in the spring the cattle can run and as soon as the rainy season is over there is no need to house them. Late in the fall, until the rain again commences, the grass is still good and even after rains are frequent the cattle may run, though housed at nights. Another feature is the enormous growth of grass, due in the coast districts to the humid climate. Clover is indigenous to the soil and is a luxurious growth from March till November. This rank vegetation is also ideal for ensilage and dairy farmers are fast adopting this method of putting up winter feed for their cattle, at once a convenient and cheap supply. The only disadvantage of dairying which enters into the industry as a serious obstacle is the price of mill stuffs. These are largely, almost altogether brought by rail from the mills of the Northwest, and from the two or three mills in the Okanagan. Some supplies of cocoanut oil-cake, a substitute for oil-cake proper, are brought from the south and this is a very useful article. But with the extension of grain shipping to this coast from Alberta, a milling industry is likely to be established on a large scale and mill-stuffs will then be cheaper. Some rough grains are grown by farmers themselves, but not in quantity to meet their own demand.

The creameries of the province are in most cases run for and by the farmers themselves. One or two have received some small Provincial Government aid. Most of them are very prosperous. In ordinary seasons the price, to the trade is not less than 25 cents, though occasionally it may drop a cent or two below that figure for a short time. On the other hand the price for all the butter produced by local creameries this winter has been 35c. per pound to the trade, with 40c. for a short time. At no time for some months has it been below 30c. This is a big wholesale price, and the supply has never yet been such that there was not keen demand. With attention being paid to agriculture on all sides in this province, the development of intensive farming, and the increasing demand for the product, buttermaking is sure of large expansion in the immediate future.

W. Saylor, of Trenton, is thoroughly renovating his store, putting plate glass in his window, among other improvements. H. Kemp is doing a good business in the grocery department.

THE DAIRY INDUSTRY IN MANITOBA

For the reason that Manitoba farmers have up to the present devoted most of their attention to the growing of wheat and have neglected mixed farming and the raising of stock, the dairy industry in the "postage stamp" province is still in its infancy. The Province of Manitoba does not yet produce enough butter and cheese to supply the local demand and is accordingly obliged to bring in supplies from Ontario. This is a condition of affairs that cannot last forever; whether they want to do so or not the Manitoba farmers are being forced to take up mixed farming and the butter and cheese production of the province is increasing every year. Recognizing the importance of affording all possible encouragement to the dairy industry, the Manitoba Government have established a dairy school in connection with the new agricultural college and have also lent support to the Manitoba Dairy Association. The result is seen in the increased production of cheese and butter and the better and more scientific methods that are now employed.

Extent of the Industry.

There are in Manitoba at the present time some 36 cheese factories and 21 creameries, distributed as follows:

Cheese Factories.

Factory	P.O. Address.
Bay View	Marquette.
Birtle	Birtle.
Bluminort	Steinbach.
Charette	La Rochelle
Chartrand	St. Laurent.
Dufrost	St. Pierre.
Great West	Winnipeg.
Giroux	Giroux.
Greenland	Greenland.
Gregoire	St. Jean Baptiste
Greenfelt	Greenfelt
Grand Point	St. Boniface
Hochfield	Steinbach.
Hochstadt	Hochstadt.
Ile de Chenes	St. Boniface
Lorette	Lorette
La Broquerie	La Broquerie.
Meadow Lee	Atwell.
Oak Point	Ste. Anne des Chenes.
Otterburn	St. Pierre
Perreault	Green Hall.
Rioux	St. Pierre.
Richer	Richer.
Steinbach	Steinbach
Stuartburn	Stuartburn.
St. Pierre	St. Pierre.
St. Cuthbert	St. Boniface.
St. Laurent	St. Laurent
St. Malo	St. Malo
St. Pierre	St. Pierre.
St. Nicholas	St. Pierre.
St. Pierre North	St. Pierre
Ste. Rose du Lac	Ste. Rose du Lac
Trappist Fathers	St. Norbert
Thibaultville	Thibaultville.
Virden	Virden.

Creameries.

Cregmery	P.O. Address.
Brandon	Brandon.
Birtle	Birtle.
Crescent	Winnipeg.
Clover Leaf	Foxwarren.
Copenhagen	Austin.
Fair Play	Pilot Mound.
Gladstone	Winnipeg.
Glenboro	Winnipeg.
Golden Sheaf	Makinak.
Icelandic River	Icelandic River.
Manitou	Manitou.
Maple Leaf	Lauder.
Minnedosa	Minnedosa.
National Creamery Co.	Winnipeg.
Newdale	Newdale.
Occidental	St. Anne.
St. Agathe	St. Agathe.
Shellmouth	Shellmouth.
Shoal Lake	Shoal Lake.
Solsgirth	Birtle.
Trappist Fathers	St. Norbert.

Of these creameries, only four operate during the whole season, viz., the National and Crescent, in Winnipeg; the Brandon creamery and the Trappists's at St. Norbert. The others operate only during part of the season. That the operating season will not long be so limited is shown by the steady increase in the output each year. Through the courtesy of the Deputy Minister of Agriculture The Canadian Grocer is enabled to present the figures for 1906, although the report for that year is still only in manuscript form.

	1905	1906
Dairy butter marketed by farmers	2,910,989 lbs.	4,698,882 lbs.
Average price of dairy butter	17c. per lb.	17.8c. per lb.
Total value dairy butter marketed	$494,621.72	$840,006.85
Creamery butter manufactured	1,249,967 lbs.	1,552,812 lbs.
Average price creamery butter	22c. per lb.	22c. per lb.
Total value creamery butter	$279,969.43	$342,485.48
Cheese production	1,201,382 lbs.	1,501,729 lbs.
Average price cheese	10.6c. per lb.	13c. per lb.
Total value cheese production	$127,346.49	$195,244.51

Total Value Dairy Products, 1905.

	1905
Dairy butter	$494,621 72
Creamery butter	274,969 43
Total butter production	$769,591 15
Cheese	127,346 49
Grand total	$896,937.64
	1906.
Dairy butter	$840,006 85
Creamery butter	342,495 48
Total butter production	$1,182,502 33
Cheese	195,244 51
Grand total	$1,377,746 84

From these figures it will be seen that the year 1906 saw a steady and satisfactory increase in the production of all dairy products and those who are best qualified to judge expect an even greater increase during 1907, as the farmers of Manitoba are being forced into mixed farming and are beginning to realize the profits that are to be derived from the dairy. It is only a question of time until Manitoba is in a position to supply her own market with dairy products and to ship them west to the new provinces. But with the rapid increase in population and the consequent increase in demand for dairy products, it will be many years before Western Canada can have cheese or butter to export. The home market will absorb the entire production for many years to come.

BUTTER COLORING LEGAL IN THE STATES.

The Hon. James Wilson, Secretary of Agriculture in the United States, in a letter regarding the application of the pure food law to the manufacture and coloring of butter, says: "The department has ruled that since the coloring of butter is specifically allowed by federal statute the presence of color in the butter need not be declared. Of course, the color which is used in the butter must not be of a poisonous character.

"With regard to what is poisonous we have experts making inquiry, and will publish a list as soon as we can get agreement among the three secretaries."

CARRIERS WON.

A London cable announces that the Court of Appeal has given judgment in favor of the Allan line in a freightage dispute. The question involved the payment of the carriage from Milwaukee to Montreal of 366 bags of flour damaged by the stranding of the Hibernian at Newfoundland and sold there. Tasker & Company, the plaintiffs, claimed they should pay only on the flour delivered.

BUILDING UP A TEA TRADE

From an address by George Lewis, Chicago, tea expert, before a gathering of grocers.

Tea drinkers are diminishing in America because of the thoughtless manner in which tea is retailed, and the grocer is hurting a branch of his own business which can be made an important part. What the silk department is to the dry goods store, the tea department can be made to the grocery store. And the successful grocer, even if only a small merchant, will make departments of his business. He will have a tea department, a canned goods department, a sugar department, a soap department, and so on. He will learn the fine points of his business, and he will know something of teas. The merchant who rests on his sight to buy tea will usually fail to satisfy his customers. Colored rice, very attractive to the eyes, has been sold more than once for tea.

Let me tell you how the first tea store started. There are those grocers who will buy a tea for fifteen or twenty cents and sell it for 50 or 60 cents. I want to say that is next to robbery. It is not square dealing. It is equally as bad as holding someone up with a gun. The clerk of such a grocer discovered what the merchant was paying for his tea; he learned the brand and he knew every customer of that merchant. He conceived the idea of buying that tea on his own account, taking it to his merchants' customers in small trial packages and when they were satisfied that it was just as good as the tea sold at the grocery, he offered to sell them at the old price and to give them a pretty cup and saucer with every pound of tea purchased. He got the business and that was the start of the first tea store. The grocer cannot afford to give other than a square deal to his customers; he should be satisfied with a fair profit and should not try to make up on tea what he loses on sugar. In answer to a question I once defined a tea store as a store which featured tea and besides carried sugars; a grocery was a store which featured sugar and besides carried tea.

Make a specialty of tea and be satisfied with a fair profit and then, what is equally important, guard against the loss of strength and flavor of tea. Don't you suppose that the little Japs have a good reason for packing their teas air tight? Are you not aware that the ordinary chest of tea deteriorates by being left open in the back part or any part of the store? Don't you know that tea is sensitive to the odors and the conditions surrounding it? It will absorb the smell of onions in less than twenty-four hours. It loses its flavor when exposed to the air, and no matter what price you pay or how meritorious may be the tea, if you do not keep it in air-tight packages the tea loses its virtue and its flavor.

I have made the tea business a life study, and my business at present is cupping and grading teas. Yet were I to go many days without cupping, my taste would lose some of its cunning. The successful man, no matter what his line, must keep everlastingly at things, reaching out for new idea and keeping a little in advance of his business and the times. You may not become a great tea expert, but you can improve over your present status surprisingly so, and you can do more at this age than any other body or class of men to elevate the tea business to its proper place.

NO GUESSERS WANTED.

When I hire a man I want a hustler—a man who will really do something. I presume most employers are the same way, says a writer in Department Store Chat.

For five or six months I have been trying to get a place for an acquaintance of mine—and I cannot get him a thing. He's a good man, too—knows his business, is a good worker and has as clean a record as any man on earth.

The whole trouble in his case is that he says: "I guess so." And he does not say it promptly or positively, but sort of drawly, like this: "I— guess—so." Now that doesn't sound as if it amounted to much, but it has knocked him out of a round dozen of good jobs.

An employer asks: "Can you do this?" The answer is: "I guess so." That settles it right there—it's not guesses the employer wants. He wants to know. You may have ability to burn, but unless you can show some confidence in yourself you will get little chance to demonstrate the fact. Don't guess—be sure, and, being sure, don't be afraid to say so.

CLOVES OF ZANZIBAR

How the Spice is Grown and gathered. The Industry and its history, the country and its past.

One of the most interesting of foreign trade representatives is Alex. McWillie, of Toronto, the representative outside of the United States and Canada of H. J. Heinz Co., Pittsburg. He was in Toronto recently; just returned from another trip around the world. Mr. McWillie is a very unassuming man, but he tells some wonderful tales of the road. On his latest pilgrimage he served a dinner of Heinz pure foods to the King and crown princes of Siam, which is one of the oldest reigning families in the world. But that is not for the telling here. He sojourned for a little in Zanzibar, the principal source of the world's present supply of cloves. He told a great deal that was interesting about this strange country and its chief industry and furnished The Canadian Grocer with some interesting photographs.

To understand Zanzibar one must know a little of its history. Centuries ago it was part of a great Arab kingdom that included a considerable part of Arabia and practically the entire east African coast south of the Red Sea. This power was broken by the Portuguese after rounding the Cape of Good Hope. The remnants of that Arab glory flamed up again under the leadership of the ruler of Muscat. It was divided late in the last century and Zanzibar, with its sister island, Pemba, and a considerable portion of the east African coast, went to one son of the late ruler. The European powers took a hand, and in 1890 Zanzibar became a British protectorate, Great Britain surrendering to France all claim to Madagascar, and to Germany Heligoland. The present sultan is practically a pensioner of the British Government.

The islands are divided among large Arab landholders, who are the aristocracy. Great Britain abolished the slave trade in 1897. The total population of the two islands is estimated at 200,000.

Capital of the Dark Continent.

The city of Zanzibar has not a very savory reputation. Prof. Drummond, who was there on his way to the interior of Africa, said of it: "Zanzibar is the focus of all East African exploration. No matter where you are going in the interior, you must begin at Zanzibar. Oriental in its appearance, Mohammedan in its religion, Arabian in its morals, this cesspool of wickedness is a fit capital for the dark continent. But Zanzibar is Zanzibar simply because it is the only apology for a town on the whole coast. An immense outfit is required to penetrate this shopless and foodless land and here only can the traveler make up his caravan. The ivory and slave trades have made caravaning a profession and everything the explorer wants is to be had in these bazaars, from a tin of sardines to a repeating rifle. Here these black villains, the porters, the necessity and the despair of travelers, the scum of old slave gangs and the fugitives from justice from every tribe congregate for hire. And if there is one thing on which African travelers are for once agreed, it is that for laziness, ugliness, stupidness and wickedness, these men are not to be matched on any continent in the world. Their one strong point is that they will engage themselves for the Victoria Nyanza or for the grand tour of the Tanganyika with as little ado as a chamounix guide volunteers for the Jardim; but this singular avidity is mainly due to the fact that each man cherishes the hope of running away at the earliest opportunity. Were it only to avoid requiring to employ these gentlemen, having them for one's sole company month after month, seeing them transgress every commandment in turn before your eyes—you yourself being powerless to check, except by a wholesale breach of the sixth—it would be worth while to seek another route into the heart of Africa."

The city comprises two distinct quarters, Shangani, the centre of trade and residence of the sultan, and the eastern suburb, occupied by the lowest classes—fishermen, porters, slaves, etc., with a total joint population estimated in 1887 at about 100,000. Viewed from the sea, the place presents a pleasant prospect, with its glittering mosques, palace, white houses, barracks, huts and round towers. But the interior is a labyrinth of narrow, filthy streets, winding through a dense mass of hovels.

History of the Clove Trade.

Four-fifths of the world's crop of cloves are grown in the islands of Zanzibar and Pemba.. The clove tree is a native of the small group of islands in the Indian archipelago called the Moluccas, or Spice Islands. It was long cultivated by the Dutch in Amboyna, one of the group, and two or three small neighboring islands. Cloves were one of the principal Oriental spices which early excited the cupidity of western commercial communities, having been the basis of a rich and lucrative trade from an early part of the Christian era. The Portuguese, by doubling the Cape of Good Hope, about 1500, obtained possession of the principal portion of the clove trade, which they continued to hold for nearly a century, when, in 1605, they were expelled from the Spice Islands by the Dutch. That power, to hold the trade, destroyed the trees outside of the island of Amboyna, and enslaved the cultivators there. In 1770 a French naturalist got from an obscure island of the Spice group 450 nutmeg stalks and 10,000 nutmegs in blossom, together with 70 clove trees, and distributed them among the French islands in the Indian Sea. Most of them died, but a few survived. In 1818 the clove tree was introduced into Zanzibar, from Mauritius and Bourbon, and by 1835 had almost supplanted the native cocoanut. In 1839 the crop amounted to barely 30,000 pounds, but in 1859

ZANZIBAR—Cloves awaiting shipment.

it was 7,000,000 pounds, and in 1895 the exports of Zanzibar and Pemba amounted to 18,825,000 pounds. The clove is grown also in Amboyna, Java, Sumatra, Reunion, Guiana, and the West India islands.

Some Statistics.

The Statesman's Year Book gives the exports of cloves from Zanzibar by value, from 1897 to 1904, as follows :— 1897, £92,416 ; 1898, £143,730 ; 1899, £197,232 ; 1900, £158,148 ; 1901, £164,-358 ; 1902, £137,172 ; 1903, £186,399 ; 1904, £332,429. By weight, the exports are given for five years as follows: 1897, 99,985 cwt.; 1898, 96,234 cwt.; 1899, 148,155 cwt.; 1900, 105,251 cwt,; 1901, 106,804 cwt. It will be seen that the crop varies a great deal.

A Luxury of the Ancients.

Of cloves in Europe we hear first about 175-180 A.D., in the reign of the Emporer Aurelian, when they are mentioned in history as imported into Alexandria from India, the isthmus of Suez and the Red Sea forming then, as now, the great water highway along which flowed the traffic of the east. By the Javanese they were obtained from the Moluccas, their native land, and taken to the peninsula of Malacca, thence they were transported to Calicut, the once famous capital of Malabar. From there they were moved to the western shores of India, and crossing the Arabian sea found their way up the Red sea to the Egyptian ports, and from there the way to the European countries was easy.

When we consider the travels of this spice, and the many vicissitudes of such a journey, it doesn't seem strange that in those days cloves were found only in the houses of the very wealthy. Undoubtedly the ancients valued the clove more highly than we do, but they put it to more uses. For instance, they were in the habit of stuffing fowls with cloves before roasting them, and they introduced them into all sorts of sauces and highly seasoned dishes. Furthermore, they, some of them, believed that an orange thickly stuck with cloves was a sure preventive of infectious diseases, so the demand for them, as well as the difficulty in getting them, served to keep the price up. Indeed, in England as late as the fifteenth century, they were occasionally sold for $10 per pound—a higher price, as one chronicler of those times tells us, than was asked for a good, fat sheep.

How the Clove Grows.

The clove tree belongs to the order of Myrtaceae, which includes in its family the guava, the pomegranate, and the rose apple. And the name "clove" is from the French word "clou," which means nail. The tree is a beautiful evergreen, which frequently grows to a height of from 40 to 50 feet, having large, oblong leaves and crimson flowers growing at the end of small branches in clusters of from 10 to 20. The clove of commerce is the unexpanded flower-buds, dried. At the first forming of the cloves they are quite white, then light green, and finally pink when they are gathered. The gathering process is an interesting though simple one. Beneath the trees are spread great pieces of white cloth, and then with bamboo sticks the tree is gently shaken till all the cloves drop.

How it is Cured.

Then they are dried in the sun, being turned and tossed about daily, till they acquire the rich black color that pro-

CLOVES OF ZANZIBAR—In the Market Place of Zanzibar.

claims them ready for their travels. The bearing life of a clove tree is about 60 years ; it begins to bear at the age of ten years, if everything has gone well with it, and continues its good work till the age of 75 years, after which it sort of goes into a decline.

The actual clove season, that is, the period during which the produce of the trees ripens and is picked, dried, and brought to market, extends from September to March, and is at its height in January.

Tree Needs Care.

The clove tree is one which requires a good deal of care and attention, and which well repays the labor bestowed upon it ; it is, of course, important that the roots should be kept clear of the weeds and tangled undergrowth, which in this more than in other climates so rapidly grow and spread amongst them, but it is in the picking season especially that the scarcity of labor is felt. Experiments have shown that the buds should be picked when the calyx tubes or stems are of a pink color ; if they are left until the stems become red the latter will be brittle, and the flowers apt to open during the process of drying, with the result that many of the heads, which are composed of the imbricated petals, will drop off and the sample deteriorate in value. If picked too green, on the other hand, the dried cloves will be shrivelled. The buds grow on the trees in bunches, and in each bunch there may be buds in various stages of ripeness ; to obtain a good and uniform sample the trees should be carefully watched, and the buds picked as each reaches the certain condition in which experience has shown that it can best be submitted to the subsequent process of drying. To properly carry out this method, however, would require a far larger number of laborers than either the Arab landowner is able to employ or the country to supply.

ZANZIBAR—The Operator is not Barbering ; He is Catching Things.

The price which the Zanzibar clove commands in the home markets is never so high as that of the Penang and Amboyna varieties, chiefly, it is supposed, because sufficient attention is not paid to the important process of drying, and the cloves being, in a majority of cases, exposed for too long a time in a tropical sun much of the oil is evaporated. Experiments which have been and are still being carried on in this respect tend to show that, with proper care, as good a sample can be produced in Zanzibar as in any other part of the world.

CLOVES OF ZANZIBAR—Street Scene in the City—The gentleman approaching with the cane is a proud scion of the Arab aristocracy.

THE EPIC OF THE BEAN

History, Agriculture, Production, Treatment and Marketing of the Bean in Canada.

By Victor Lauriston, Chatham.

A straight line, drawn from Toronto to Sarnia, would mark with approximate accuracy the northern and eastern limits of the Ontario bean industry. For, important as this industry has become in the last fifty years, frost, the most formidable enemy of the bean, has limited and still limits, it to the narrow compass of a few western countries. The estimate of experienced dealers is that of the entire crop, fully seven-eighths comes from the four counties of Kent, Elgin, Essex and Middlesex. Within this narrow space, however, there was last year produced a crop of approximately 920,000 bushels, valued at over $1,000,000, an acreage of 57,000 being devoted to the industry.

It was in Harwich township, in Kent, that the industry had its birth. The bean, as a commercial proposition, was introduced in 1852 by enterprising American farmers, Ransoms and Handys, who saw in the fertile fields and mild climate of this district something—yet only a little—of the possibilities which have since been realized. The experiment proved a success. Through the intervening fifty-five years the annual output has grown, and with it the area devoted to the crop; till this year the estimate of a prominent dealer places the probable output at a million and a quarter bushels, a crop of which, it is safe to say, the pioneers of the industry never even dreamed.

Kinds of Beans.

Of last year's crop of 920,000 bushels, all save approximately 40,000 consisted of what is known as the pea bean. Half the 40,000 were yellow eyes; whilst the balance comprised marrows, red kidneys, white kidneys, black turtle soups and mediums, the latter scoring a minimum of about 3,000 bushels. Yet the white medium was the first bean grown in Canada. Introduced in 1852, it was grown exclusively up to 1860. In that year the pea bean was introduced, and rapidly achieved the pre-eminence which it has ever since retained.

To the uninitiated, the phrase, "three-pound picker prime pea bean," and kindred expressions will convey no meaning. Such terms are mere jargon to people whose knowledge of beans is limited to a mere dinner acquaintance. To the full-fledged bean man, however, these phrases carry deep and special significance, a significance readily translated into dollars and cents.

Basis of Marketing.

All beans are bought on what is called a hand-picked basis—usually, in bean literature, abbreviated to h.p. H.p. beans are the highest grade, being the best price, and are practically clear of damaged beans, dirt and waste material—waste being limited to the nominal percentage of 1½. Other qualities are called "primes," and are designated as 2, 3, and 4-pound pickers, according to whether there are, respectively, two, three or four pounds of damaged beans, dirt and waste to the bushel. The value of these various grades of prime beans is arrived at by deducting five cents from the hand-picked price for each pound of waste that can be taken out of a bushel. For instance, two-pound pickers would be 10c., and three-pound pickers 15c. less than the hand-picked price. The hand-picked price may vary; but the prices for the inferior varieties are pretty nearly always regulated accordingly.

Seed Time and Harvest.

As a rule, beans are planted early in June—between the 1st and the 10th, for even in the mild west, frost up to about June 4th is quite frequent; and frost is the one enemy which beans have most to dread. To obtain the best results, beans should be planted on gravel or loamy land. For heavy clay, unless the soil will pulverize well, the pea bean is naturally unfitted; though red or white kidneys, or marrows, stand a better chance of thriving in such soil, being a

CLOVES OF ZANZIBAR—A Rural View. An Avenue of Clove Trees.

stronger stock. Beans should preferably be planted on old sod or clover, plowed as deeply as possible. Old growers declare that sod is the secret of a good harvest. Nowadays the average crop is eighteen bushels to the acre. In the '60's a crop of 40 bushels to the acre was not uncommon ; a less crop was, in fact, considered disappointing. In those days the country was new, sod was available, and beans were nearly always planted upon sod. Even now, where dos is available, when sown with choice, hand-picked beans, a crop of from 25 to 40 bushels to the acre may be safely looked for. The theory is simple, By the time the beans begin to flower the roots will have reached the sod, and consequently the most stimulating and nutritious part of the soil is available just when they need it.

CLOVES OF ZANZIBAR—Cloves Drying in the Sun.

CLOVES OF ZANZIBAR—A Clove Tree.

Aid of Machinery.

From planting to harvesting, the farmer is to-day aided by specially devised machinery. Machines for planting were, indeed, in use as far back as 1854, Mr. Ransom, one of the original bean growers, having introduced the first, while the late Mr. Stevens, father of N. H. Stevens, the well-known president of the Canada Flour Mills Company, had the second. One-horse cultivators were also then in use. They have since been improved on, so that it is now possible to drive a span of horses and cultivate two rows of beans at a time.

In the course of growth, the crop is subject to another enemy—the bean rust, which a short time ago made its appearance in Michigan, and is spreading to this country. Under this general name, there are included three distinct diseases, practically all of fungus growth and parasitic in nature. In the opinion of expert growers, however, these diseases can be effectively combatted by using for seed only the very best hand-picked beans, perfectly white of skin, and neither stained nor marred, and planting on a deep plowing of sod.

Value in the Bright Bean.

Harvesting may begin about August 20th, or may take place as late as October 1st, all depending upon the growth of the beans and the soil in which they are planted. As a rule, it takes place during the first two weeks of September. The beans should have an opportunity to ripen thoroughly; and after they are cut or pulled, they should lie in piles until the stalks are so dry that there can be no danger of heating after they are stored in the barn.

In the harvesting and threshing processes, special machinery is very much used. In the early days there was no harvesting machinery beyond what nature provided in the way of muscles and fingers ; the beans when ripe were pulled by hand, the work being paid for at the rate of one cent per row for every ten rods. Since then, however, a device has been introduced whereby beans are cut by a knife run into the roots; and by this means a team will now cut from five to ten acres in a day. Machinery is

available also for shaking out the dirt, and loading the crop upon wagons; while at the end of it all the beans are threshed by a special threshing machine.

The Cleaning Process.

Next—often after the lapse of months—the beans pass into the hands of the dealer. Here the picking takes place. In the process of picking—that is, sorting out the waste—machinery is sometimes used, the first machines for this purpose having been invented about eight years ago. They take out all dirt and rough beans; but, where beans are merely discolored, and in all other respects smooth and sound, the machines are ineffective. Consequently, their use is limited rather to the better class of beans. In the machines, revolving rubber rods are used, the beans running between two of these rods on a decline. The smooth beans slide over readily enough, while the rough beans, together with any pieces of dirt or clay, stick to the rubber and go through.

Most of the beans are picked on individual machines, operated by girls. The chief feature of the mechanism is a cotton belt eight inches wide, which is kept moving by a treadle, the concern being operated by girl-power, somewhat after the fashion of a sewing machine. The unpicked beans take passage on this cotton belt, which is kept continually in motion, and during their progress the girl in charge, with deft fingers, sorts the good from the evil. The elect go one way, and the other variety—split and discolored beans, together with dirt and stones—take another direction, and never even dream what their destiny might have been had they been good. Every night each girl's quota of bad beans is weighed up and credited to her, payments being made weekly. The girls are paid, as a rule, three cents per pound for the bad and split beans and other waste picked out, their daily wage ranging from 75c. to $1.25. To some of these girls the industry will furnish employment all the year round, since many farmers do not market their beans till the next crop is practically ready. One large establishment employs steadily from 25 to 35 girls, while during the busy season, from Sept. 1st to March 1st, they usually double the number.

The Markets.

The market in Canada now reaches from the Atlantic to the Pacific. In the far west, however, beyond Calgary, Canadian dealers are at a certain disadvantage, the recent increase of 15c. in the Canadian tariff being, they declare, still insufficient to enable them to cope with the Californian product. The practically prohibitive duty of 45c. per bushel serves tp exclude Canadian beans from the United States. There is a market for them, however, in Newfoundland and the West Indies, while shipments have been made to much further distances. Indeed, a few years ago the Canada Flour Mills Company of Chatham, made two shipments simultaneously, one to Cape Nome, on the Pacific coast, and another to Cape Colony, South Africa, which, by the time they had reached their destinations had traveled a combined distance equal to two-thirds the circuit of the globe.

AFRICAN VANILLA CULTURE.

Cultivation and Preparation in German East Africa.

Richard Gomolla in the "Tropenflanzer."

The best variety of vanilla comes from vanilla planifolia, which requires a mucky, porous soil. The plant thrives up to a height of about 1,600 feet above sea level and as its fleshy roots do not penetrate deep into the soil it requires only a proportionately thin layer of soil. The plant bears merchantable fruit in the third year, sometimes even in the second year, which require from seven to eight months to mature, and the harvest takes place from April to June. Five to seven harvests are made from the same plant before it is exhausted. New plants must not be planted in the same place as the old.

Protection against wind, also shade, is of great importance for the growth of the plant, and therefore the fields must be surrounded by trees and hedges. Grubs and snails are enemies of the vanilla plant; the former eat the roots, the latter the young sprouts and beans. While in the third year only about one-tenth part of the plants blossom, the percentage increases from year to year up to the seventh. The cultivation of vanilla in German East Africa is impeded by the absence of insects which are instrumental in fructifying the vanilla blossoms. Each separate flower has therefore to be fructified by human hands, the cover of the stigma being raised by means of a thin little rod and the pollen, which is just above the cover, is pressed against the stigma.

When the young beans have grown to the length of a finger, they must be closely inspected and all defective ones must be cut off. The beans mature from seven to eight months after the fructification process. The ripe beans have a yellowish green color.

The way of preparing the beans varies, but an ever-increasing temperature is required to dry them and obtain the well-known brown-black color. In this way the thin-skinned bean with its fine aroma is produced. If hot water is used for heating the beans, they are placed in baskets and immersed in it. The water has a temperature of 80 to 84 degrees R. Afterwards the beans are packed into wooden boxes, which are lined with woolen cloth, and closed. The next day they must have a glassy appearance. They are then again wrapped in dark woolen covers and laid in the sun to dry. If the weather is rainy, they must be dried in a dry-room at a temperature of 50 degrees R., but an after drying in an airy room of from two to four weeks is necessary. After that the dry beans are packed in tin boxes, where they, however, require close inspection, and have to be repacked every week in order to remove diseased beans or such which have become moldy.

The value of the beans is measured by their length, which is from 12 to 25 centimeters. For shipment they are sorted, bound in bundles, and put into tight but not soldered tin boxes, which are now lined with paper instead of tinfoil, as fomerly. Black mold is especially dangerous to the beans, while white mold is rather harmless.

TAPIOCA.

What it is, How it is Made and Where it Comes From.

Tapioca is of particular interest just now, as there is comparatively little on the market and the demand seems growing larger.

Tapioca is produced from a plant known as cassava or manioc, which is a native of Brazil. The plant is easily transplanted and thrives in all tropical countries. It grows very rapidly, attaining maturity in six months.

Tapioca, the commercial product, is a farinaceous substance prepared from cassava starch, which is made from the large, tuberous roots of the plant. The plant itself is bushy and reaches a height of six or seven feet. The stems are white, brittle and full of pitch. The roots are large and resemble turnips somewhat. Some of them weigh as much as thirty pounds. From three to eight roots grow in a cluster. Both plants and roots contain a milky fluid, which is an acid poison. This is easily dissipated by heat and extracted. The roots are washed and grated to a pulp. The pulp is spread on iron plates and heated. The heat is sufficient to cause a partial rupture of the starchy granules, which burst into what is known as flake tapioca.

Seed pearl tapioca is frequently known as sago. It is different from the ordinary pearl tapioca only in size and shape, caused by slightly differing methods of production.

Most tapioca to-day is raised in Straits Settlements, and is exported through Singapore and Penang. The cost of growing and manufacturing is not very great.—Grocers' Review.

WESTERN DEMAND FOR ONTARIO FRUIT

The Present Situation and the Future Outlook.

By J. J. Philp, Dominion Fruit Inspector, Winnipeg.

Webster defines the word "commerce" as follows: "The interchange or buying and selling of commodities, especially the exchange of merchandise on a large scale, between different places and communities—extended trade or traffic."

Nothing could better describe the conditions existing between Ontario and the three western provinces.

Exchange of Staple Necessities.

The writer remembers well on one occasion at a small station in Ontario having to wait while the last sacks of Manitoba flour was removed from a car, so that he might use the same car to load Ontario apples for Manitoba. This brings us to a new train of thought—as bread, the staff of life, is made from flour, and flour from wheat, it is thus the product of the grain which is at once the mainstay and hope of the western province, and while Ontario is a prolific producer of what we term small fruits, there can be no question of the fact that apples (for the present at any rate) are by far the most important in the catalogue of fruits.

Unfortunately in inter-provincial trade there are no statistics available from which a report of the number of barrels or other packages can be compiled. Consequently any computation is, to a great extent, the result of guess work, and is necessarily more or less open to difference of opinion. There are some, however, in a better position to guess than others, they having some data on which to form their opinion, much as Foster, the weather man, has for his weather predictions: I think I may claim to be as well fixed in this respect as anyone and will furnish as nearly as possible my estimate of the quantities handled.

Some Big Figures.

I have indisputable proof that I saw, and to a greater or less extent, examined at one place in the City of Winnipeg, thirty-one car loads of small fruits, consisting of apples (in baskets), pears, peaches, grapes (largely the latter) and tomatoes, and a few musk melons, quinces, etc., all from Ontario. Personally, I might be willing to concede that this firm had the largest number of carloads of that kind of fruit, but I know this would be disputed by at least three other firms in the wholesale trade. Let us allow, then, that they were all equal, that makes thirty-one at one place. Grant that there are three others with an equal number, that makes four thirty-ones or one hundred and twenty-four carloads between these four firms.

But there are still five other firms to be heard from; these will easily average ten carloads a piece or fifty for the lot. Add these to one hundred and twenty-four cars before mentioned and it totals one hundred and seventy-four cars of let us say, basket fruit, all, mind you, from Ontario.

The importations from the United States will easily double this, while receipts from British Columbia are also looming up into figures that in the near future will press Ontario's output very hard.

Their Equivalent in Cash.

Now what does all this represent? To intelligently understand it let us arrive as nearly as we can at the cash value, but before doing so let me add there are still many carloads to be accounted for. Allow Brandon forty carloads; Regina 10 carloads; Portage la Prairie ten; ten other places two car loads each, and sixteen places one car load for each place, and we have for country points ninety-six carloads which, added to the previous one hundred and seventy-four for Winnepeg, makes a grand total of two hundred and seventy carloads. I am informed that the net returns of cash made to the shippers from sales is approximately equal to five hundred dollars per car load and we have thus a return made to Ontario shippers equal to one hundred and thirty-five thousand dollars for small fruits.

Apple Imports to the West.

We have still to deal with the apple trade, which, at the beginning of this article was characterized as the most important in the catalogue of fruits. It would be folly to attempt to make even a guess at the number of barrels of apples that come to this country from Ontario. One firm, however, gave the writer to understand that thirty thousand barrels was the number they proposed to reach, and I think they succeeded.

If I may hazard a guess it will be that the total quantity for all points in Manitoba, Saskatchewan and Alberta for a whole season will not fall short of two hundred and fifty thousand barrels, and may reach three hundred thousand.

An Estimate.

Allowing that only one-half of these are from Ontario, though that will be below the actual quantity, this will make Ontario's contribution amount to, say, one hundred and fifty thousand barrels, at $2 per barrel f.o.b., Ontario points (and this is less than half that I have known in some cases to have been paid) this amounts to three hundred thousand dollars. This, added to the $135,000 for small fruit sales, brings the total up to four hundred and thirty-five thousand dollars, or say, with shipments by express, half a million dollars for one season's output of Ontario fruit for the west.

Speaking about prices paid for Ontario apples by western dealers, I have before me a trade sale catalogue from Liverpool; a lot of them in fact, for we receive them regularly. From a close study of the most recent, I am led to believe that merchants of the west are paying considerably more for apples in the Ontario markets than has been realized by the consigners to Liverpool; this is particularly true of spies.

Two Resolutions.

Having given with as much accuracy as is possible under the circumstances the figures representing the value of the western there it remains only to add that this article will fall far short of its object if it fails to arouse a greater interest and a stronger determination on the part of the Ontario grower and shipper to:

(1) Produce a quality of fruit that shall compare favorably with any fruit from any country.

(2) To take sufficient interest in the transportation facilities to ensure that what has been achieved in the orchard shall not be destroyed through lack of care while in transit.

Necessity for Constant Care.

A suggestion here will possibly be in order, and to copy the action of others similarly situated will possibly be as wise a thing as can be done.

The banana trade is assuming very large proportions, and extensive dealers in this fruit have their cars constantly in charge of a man detailed to travel with them and watch the conditions, and guard against either too much heat, or the danger of having them chilled. The experience of the trade is, no doubt, satisfactory, as this method is being continued, and it would doubtless be equally satisfactory if it were put into practice in connection with the shipments of the more delicate fruits from Ontario to the west.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally
By T. Johnson Stewart

The late Cecil Rhodes, easily the most picturesque of modern Empire builders, once said: "What's the use of big ideas if you haven't the money to carry them out?" One might readily reply: "Big ideas are the most powerful things in the world, because they only require to be big and useful enough to attract all the capital necessary to make them realities." Of course, Rhodes was merely apologising for his huge fortune when he deprecated the utility of big ideas—not talking sound sense. No man had a shrewder notion of the cash value of big ideas than Rhodes and no man possessed, in a greater degree, the magic power of turning ideas into currency. And big ideas are going to produce several millionaire grocers in this Canada ours during the next fifteen or twenty years. Are you going to be one of them?

There are easily ten thousand grocers in Canada—all making a living at the trade, some making more, a few making fortunes. And there must be scores of alert and sagacious men in the business, men who dream of big things and doing them in a big way. While it is our intention to make this article interesting to all grocers, yet it will be more interesting to the man with ideas just as big as the development of this country will allow him to entertain. Our main object is to encourage that man. It is no stretch of the imagination to suppose that Lipton saw himself a merchant as powerful as any in the world when, as a penniless youth, he crossed the Atlantic for the first time. The optimistic young voyager was enough of an Irishman to be a dreamer and enough of a Scot to analyse his dreams far more subtlely than most men need ever hope to do. Young Lipton crossed the Atlantic with a fixed purpose. He wanted money—just enough to start business. He secured enough in eighteen months, returned to Glasgow and laid the foundation of the immense commercial organization which to-day girdles the globe. Lipton's freight cars roll along every transcontinental road in North America; his traders sail every sea carrying his goods raised on his own vast estates to his central warehouses situated in various big cities of the old world. Big ideas and judicious advertising did it all in less than twenty years. The genial Sir Thomas expends a million dollars on a yacht race with smiling equanimity. He wants that cup, he is a true sportsman; but—well, the million dollars could not be more judiciously spent in advertising. It would be nonsense to imagine that the clear-seeing Irishman ignored, or failed to see the benefits accruing from international yacht racing publicity. Lipton always had "a different way" of advertising.

* * *

The man who knows his business never slights big ideas—not even the whimsical ideas of a crank. Because, in the procession of cranks unknown genius lurks. Big ideas rule the world and will create better than we know. And no man of affairs—no business man, however small his business may be, can entertain big ideas without being brought face to face with his advertising problem. It is splendid to be contented; but it is not good business. If you ever anticipate conducting a business which will place yourself and family in affluence you must consider advertising, and consider it very seriously. The successful grocer of the immediate to-morrow must advertise as the big successful men of to-day have advertised. And as the years go by they must do more and more advertising. It is no far cry to the day when the majority of women in every town and village in Canada will order groceries by telephone. The grocer who can tell the story of his values best in print will be the successful grocer of the future. The man who cannot see that day coming, and coming very quickly, might as well consider himself out-classed in the race for supremacy. He is assuredly not one of the million-

Saturday Specials

4 tins New Tender Peas for 25c
4 lbs. Pulled Figs for 25c
5 lbs. Old Layer Raisins for 25c
1 dozen Navel Oranges for..... 25c
1 dozen large, Sweet Sonora Oranges 19c
1 dozen Valencia Oranges for..... 15c
1 dozen Bitter Oranges for..... 25c

China Department

We still have 100 pieces of Fancy China at 50c each. We will clear them out to-morrow.

DINNER SETS — $10.50 will buy a $12.50 Dinner Set Saturday.

If you miss the bargains that we are offering in our China Palace at the present time you will be the loser!

FOR SALE AT BOTH STORES

We Prove Our Ads.

The Noted Tea Store and China Palace

J. A. McCREA & SON

WYNDHAM STREET and ELORA ROAD

McCREA'S JELLY POWDERS

FIFTEEN FLAVORS

4 FOR ..... 25 CENTS

When we put our name on an article you can depend upon it being the best obtainable, or in other words our name stands for excellence. You know what our Almera Ceylon Tea is like. You know that McCrea's Favorite Blend of Coffee is the best in the market, and we have yet to have the first complaint of McCrea's Baking Powder; and now we have much pleasure in introducing McCrea's Jelly Powders, which we will guarantee to every purchaser. Remember the price:

7c per package or 4 for 25c

Other Leaders for Saturday

4 tins of Choice Tender Peas 25c
3 tins of Choice Tender Corn 25c
6 lbs of Choice Pulled Figs 25c

Orange Benefit

Saturday, we will sell choice guaranteed strictly Sweet Navel Oranges at 23c a dozen
See sample in window.

China Palace

We still have a few pieces of China left at 10c each
Saturday, $7.50 will buy a $10 Dinner Set
Don't miss this opportunity.

FOR SALE AT BOTH STORES

We Prove Our Ads.

The Noted Tea Store and China Palace

J. A. McCREA & SON

WYNDHAM STREET and ELORA ROAD

aire grocers which the development of this country is bound to produce.

* * *

The necessity of advertising cannot be too strongly emphasized. Some may think that we are too insistent on this subject; but it is practically impossible to err in this direction. I know as well as any man that the majority of Canadian grocers have very little money to invest in advertising. The wording of that sentence is important. There is a difference between investing money in advertising and spending money in space-buying in the newspapers.

Space-buying has disgusted more than one man with advertising, although it is not advertising at all. A house will not miraculously appear on the lot you buy and business will not flow from mere space-buying. Before your house appears there has been much serious thought on your part—the architect and contractors employed all think. And there is considerable money sunk in that hole in the ground before the house appears at all. Many weeks, often months, sometimes years, elapse before the owner reaps any benefit from his expenditure. But at the last he has the house he wants—arranged just the way he wants it.

The analogy between house-building and business building may, or may not be, apt; but the analogy is clearly there. The man who would expect a house to jump on to a vacant lot would be just as foolish as the man who would expect business to result from the usual space-buying, familiarly known as advertising. Lot-buying is not house-building. Space-buying is not business-building. Nor is it advertising.

Whatever is not business-building is not advertising. Successful advertising calls for knowledge, consideration, time and then more knowledge, consideration and time. The only knowledge available is a knowledge of your business. Advertising, of the proper sort, will draw business just as surely and as powerfully—if imperceptibly at first—as the moon draws the tide. No power on earth can keep the tide from flowing and no power known to the shrewdest business men of the age can avert the flow of dollars towards the man who advertises judiciously. When you buy space know what you want it for. Fill it up with a meaty ad. Vacant lots may pay your grandchildren. Vacant space only pays the publisher. And it does not pay him half as well as it would pay him filled up with selling facts.

Grocers do not advertise because they haven't the money to invest in advertising. So they say and in most cases—honestly. They actually think they haven't a dollar to invest in advertising. And so long as they do not advertise they will not have any more. Grocers are poor largely because they do not advertise. There is only one way to corner enough money to carry on an effective advertising campaign. Start advertising. That's the only way.

* * *

We reproduce two ads forwarded by McCrea & Son, of Guelph, Ont. Mr. McCrea kindly forwarded 21 ads all labelled "Trade-Bringers" and these two are fair samples of the bunch. They go to prove that our contention is correct, viz., that there is nothing mysterious about good advertising. The people of this age are material enough to look for facts. You'll perceive that Mr. McCrea wastes no time. He doesn't believe in buying space for nothing. He goes straight to the point at once—tells the people of Guelph and vicinity that he has values for them—values worth considering and that will be considered—because he states the price. Money talks strongly all through the Guelph merchant's advertising and, of course, enhances its trade-bringing qualities. The McCrea people change their copy regularly and this must also be considered in order to appreciate the forcefulness of this brand of advertising.

* * *

Mr. C. A. Farmer, Perth, Ont., has sent us a few small ads for criticism which he hopes we will "rake over the coals." Your breakfast food advertising may have paid you well; but it is not what I would call judicious advertising. Food faddists are becoming rare. So much has been claimed for these breakfast foods that people are growing sceptical. You have enumerated no less than ten all-cooked foods in that ad and quoted sentences descriptive of each particular food from the manufacturers' general advertising. And all these descriptions are exaggerated statements of the qualities of these breakfast foods. Don't try the patience of customers too much. All grocers may profitably heed this advice. Don't lead people to expect glowing health from an indulgence in these patented foods or you're liable to suffer more proportionately than the manufacturers. No food on earth can do what some of these foods are advertised to do. Advertise staple lines. Be sure that the goods you handle will make good all your advertising, and dwell on quality all the time.

The other two ads are good; but it is questionable if any man can afford to advertise a single line. I think your ads should be more general. However, if you occupy the same space every week in two papers your brand of advertising must pay. The question for you and many grocers is: "Can I make my advertising pay better?"

All ads sent in will be acknowledged hereafter. Sometimes the space at our disposal has kept us from reproducing first-class grocery and provision advertising. Still we ought to get more sample ads. Better wake up and send a few along.

JAMES EPPS, COCOA MAGNATE

Died in England Immensely Rich — A Pioneer in the Trade.

James Epps, of cocoa fame, died on April 22, at the age of eighty-six, at his beautiful residence, Bigginwood House, Beulah-hill, Norwood. Although the knowledge of cocoa as a valuable article of food was brought to Europe by Columbus, the earliest intimation of its introduction to England, says the London Chronicle, is found in an announcement in the "Public Advertiser" of June 16, 1657, notifying that "in Bishopsgate street, in Queen's Head-alley, at a Frenchman's house, is an excellent West India drink called chocolate, to be sold where you may have it ready at any time, and also unmade, at reasonable rates." Later on it became a fashionable beverage, but the heavy duty and the high price at which it was retailed made it a luxury in which wealthy people alone could indulge. Nearly two centuries after, in 1832, the duties on cocoa were greatly reduced, and one of the first to take advantage of this was Mr. Epps, who established a cocoa business on a popular basis, and in order to supply homeopathic patients with a beverage which was not so stimulating and exciting as tea or coffee.

Dr. John Epps, brother of the deceased, was a homeopathic physician and the first to introduce homeopathy to England. He carried on his practice in Great Russell street, and James assisted him as chemist, dispensing the drugs. The particular preparation known as Epps's cocoa was produced by Dr. Epps, and in 1839, at the time of the extension of the homeopathic school in London, the firm of James Epps & Co., Limited, came into existence. The tables of the poorest were supplied with an agreeable and nutritious article of diet, and no fewer than 5,000,000 pounds of cocoa were turned out in the course of the year.

From an early period, James Epps carried on the business of homeopathic chemist, not only in Great Russell street, but also in Old Broad street and Piccadilly, and of later years in Threadneedle street and Jermyn street, Piccadilly.

Mr. Epps has died immensely rich. He was active almost up to the last, and notwithstanding his advanced age he visited the works in Southwark attended by a nurse as recently as six weeks ago. His only son passed away suddenly, while visiting the cocoa plantations in the West Indies in Jan., 1905.

KEEPING STORE AND BUYING GOODS

Thorough Grocer's Straight Talk on Ways and Means

By A. Irving, Toronto.

Having been closely connected with the retail grocery trade in various capacities both in Canada and the States, I have had, perhaps, unusual opportunities for observing the many different methods adopted by the retail grocer for directing his business and managing and arranging his stock. These suggestions are the outcome of such observation and are written, not with the intention of dictating to the retailer how he shall run his business, for circumstances alter cases to such an extent that, even had I the inclination, it would be absurd for me to attempt such a thing, but with the object of lessening his work, reducing his expenses, and generally brightening up his surroundings.

Buying and Selecting Stock.

Upon the judgment exercised by the retail grocer in buying stock depends very largely his chances of success. It is difficult sufficiently to emphasize, especially to the inexperienced, the paramount importance of knowing ones own mind with respect to the amount of stock to be handled, and though I am well aware that some men will regard this as a truism and others as an insult, in my opinion it cannot be too strongly insisted upon as often as an opportunity presents itself.

The number of grocers who allow their business virtually to be run by the travelers is past belief, and the small amount of reliance which the majority of them place in their own experience of their customer's wants as brought home to them every day, is little short of amazing. No one realizes better than I that successful judgment is essentially the fruit experience, but the fruit will be mighty bitter, for just so long as the retailer remains blind to the fact that he has picked a lemon, and unless he gives up swallowing the juice before it chokes him there will be another three-line ad. in the real estate columns of the daily papers.

Be on your guard, therefore, against being talked by some silver-tongued Cicero into buying a line for which there never was and never will be any profitable movement in your locality. Travelers, take them all round, are not bigger liars than the rest of us, but the majority of them are chock full of optimism with regard to the selling qualities of their goods, and are not above drawing on their imagination when other methods fail. There is nothing criminal about this. It is only human nature. If a salesman doesn't believe in his goods he isn't going to induce other men to handle them in a hurry. He has got to hold down his job just the same as you have got to make your living, and for the half hour or so that he spends in your store it is natural enough that you should be the best friend he ever had.

But make no mistake about this. The

A IRVING

traveler is the grocer's best friend in more ways than one. He has opportunities of observing what is going on all over the country that are denied to the store-keeper and very often to the newspapers themselves. It is as much a part of his business to study the general conditions of trade as it is to sell goods. So whether you buy from him or not, don't antagonize him by being short in your replies or disagreeable in your manner. The traveler has his full share of troubles in this world and a little of other people's thrown in to make up weight, and he is just as susceptible to a friendly greeting and a warm handshake as you would be if you were in his place.

To return to the purchase of stock. Make this your golden rule if you have not already done so: "Buy only what you need and when you need it." Some men are so attracted by the word "bargain" that they will pack up and travel 50 miles to town in order to buy a few cases of canned goods or what-not on which the reduction amounts to a little less than half their railway fare. Use what common sense God has given you and hang up this motto in your store where you can see it without using a stepladder:

"A Bargain is Never a Bargain Unless You Require It."

A real bargain comes along so seldom and there as so many spurious imitations of the genuine article, that some men have forgotten what it looks like and fail to recognize it when it happens their way. If I have laid stress upon the importance of rejecting inducements to buy at a reduced price what you can never get rid of at any price, I should also have emphasized the necessity of training yourself to recognize a bargain that is a bargain when you see it. Keep your eyes open and your wits polished and you'll get so far ahead of your neighbor that you'll meet yourself coming back.

Legitimate Investment.

If you get a chance to buy a line of staple goods for which there is a constant and steady demand among your customers, at a little under the usual figure, don't hesitate. Buy all you can; and if you are a new man in a new locality try the effect of advertising a special sale in the local paper. You won't make anything in actual cash that time, but it will be a real bargain to you nevertheless, for it will attract customers whom you might not have been able to reach by any other method, and in various ways, materially assist your future success.

The case of the little boy who put his hand in a jar of plums and grabbed so many that he couldn't pull it out again fairly illustrates the system upon which a large number of grocers buy their stock. The inevitable result is that they gradually get tied up with a lot of useless and unprofitable truck, find themselves unable to purchase the lines that they are absolutely in need of, and are fortunate if they escape without serious financial embarrassment. Better buy a little at a time and do it often, than buy a car lot and get stung on the investment. Follow this maxim and you will save money and keep your stock clean.

Neatness and Arrangement.

You may acquire or succeed to the largest grocery business in your town, and within six months lose the entire trade through slackness, untidiness and bad arrangement of stock. Nothing

irritates a customer so much as to be kept waiting while the grocer goes for a still hunt along his shelves for a special brand of pickles or a favorite blend of tea. Uncleanliness generally goes hand in hand with hap-hazard arrangement, and as likely as not our friend, having bagged his quarry, will descend to earth hot and triumphant with his hands black with dust and his clothes in much the same condition. The grocer should know exactly where he can lay his hands on anything in the store.

Classification.

Classify your stock according to the circumstances and conditions obtaining among your customers. Don't banish those lines for which there is the most frequent demand to the top shelves; even if you are a physical-culturist and like the exercise you will have a hard job to assmilate your views with those of your patrons.

Classification doesn't mean putting all the bottles on one shelf, piling all the packages on another and then sitting down and wondering why it doesn't look right. Nor yet does it imply throwing your fruit boxes in one corner, brooms in another and empty packing cases in a third, and then cussing because your customers don't fall all over themselves in an effort to tell you how much they like the effect. You'll find out how much they like it without them telling you, because it will be a case of "Lost to sight to memory dear" for yours, and "Out of sight out of mind" with them. So let's get down to work and see what we can do.

Here is a sample arrangement that I have found to work very well in my own store and for that reason submit it for what it may be worth.

Starting from the front with the right-hand shelving:

1. Pickles, sauces, catsups, relishes.
2. Jams, jellies, preserves, fruits, marmalades.
3. Extracts, essences, cocoas and chocolates.
4. Jelly powders, gelatines, starches, blueings..
5. Cereals, bird seeds, packages, fruits.

Then the shelving on the left-hand front.

1. Biscuits in tins.
2. All package teas and coffees.
3. Canned goods: fruits, vegetables and fish.
4. Matches, blackings, black lead and lamp goods.
5. Sundry goods and broken packages.

The under parts of the counter and shelving can be arranged as best suits your own convenience.

Arrangement of Floor Space.

There is one other matter which comes under the head of general store arrangement and which should not be disregarded. This is the lay-out of floor space.

Opinions differ as to the exact proportion which should be allowed to the display of goods, but the majority agree that anything approaching over-crowding should be avoided as one would avoid a leper, and that the happy medium is "Attractiveness combined with facility of movement." If I may once more be allowed to draw upon my own experiences I would suggest having a

Interior A. Irving's Store, Toronto.

movable stand, consisting of four or five shelves built after the manner of a stepladder, which will fold up into a small space when not in use. Upon such a stand an almost inexhaustible variety of exceedingly effective displays can be arranged, and the whole moved easily from place to place. If the grocer handles flowers as a side line he could not do better than keep one of these stands constantly banked up with fresh flowers in a conspicuous part of the store, but in any event he will find it invaluable as a display medium for samples and an attractive asset to the general appearance of the interior. One or two small pyramids of breakfast foods arranged on the floor so as not to incommode either yourself or your customers, may not be out of place, but it is infinitely preferable that the floor should be kept scrupulously clear and clean than that there should be the slightest suggestion of congestion or untidiness.

Clean Counters.

Have your counters as free as possible from packages and other unsuitable matter. The paper-roll and scales are the two essential requisites for a counter, and if you add anything else be sure before you do so that it would not go just as well or better in another part of the store.

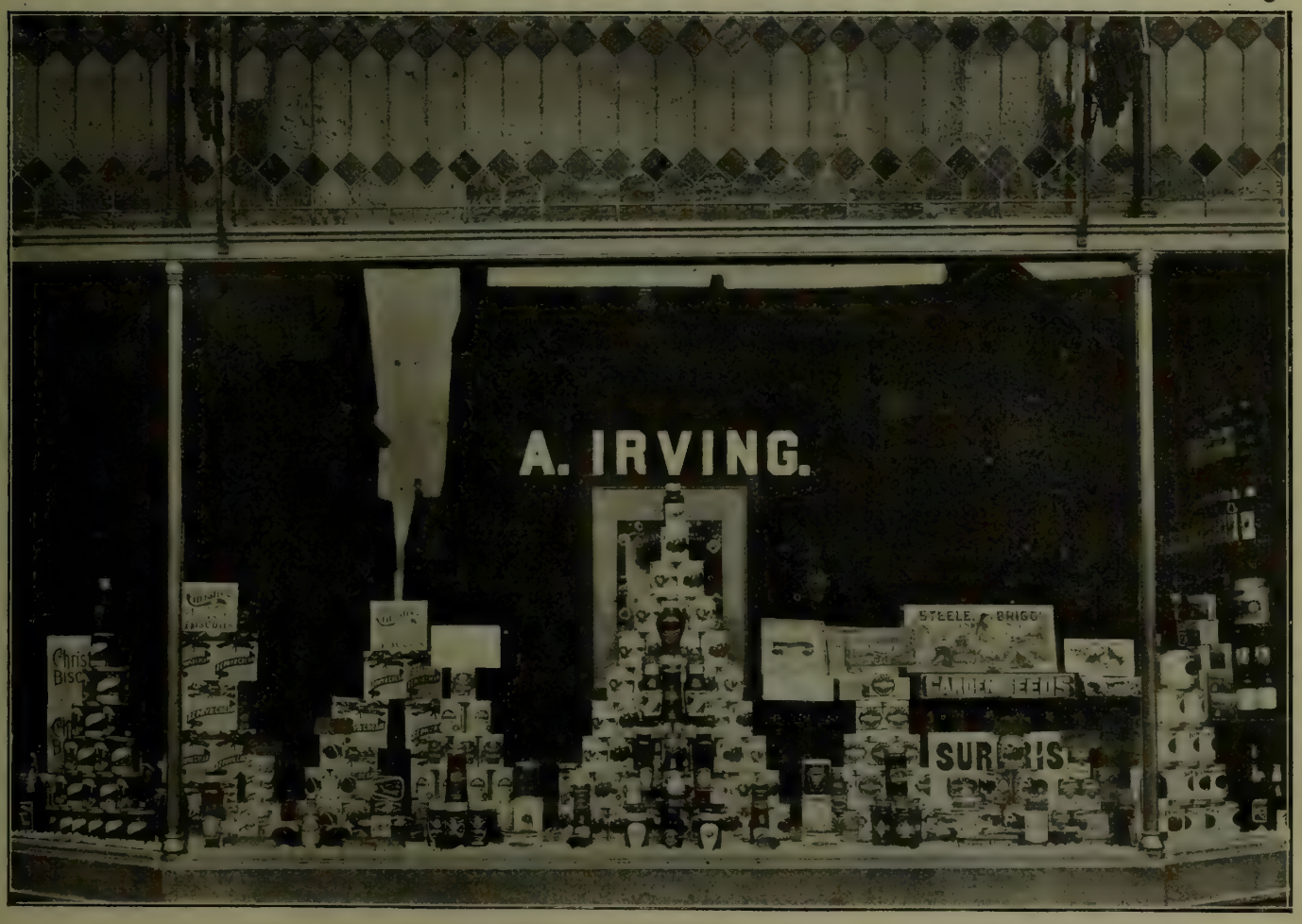
A Few General Hints.

Give special attention to 'phone orders, to orders sent in by messenger, and to those delivered by children. If you are the sort of person that children like you are blessed beyond your understanding, for the surest way to a woman's trade is through the heart of her child.

Don't have two prices and don't substitute. Both or either are ruinous to business. If you haven't got what a customer wants tell her so frankly and let her make her own selection to take its place, but be sure by the time she calls again that you have the original article to offer her.

If a customer quits you, you should know the reason. It may be your fault or it may be your driver's, or it may be one of half-a-hundred other things. Find out. She may be irritated over some fancied neglect, or she may have been lured away by an attractive sale of one of your competitors. Find out. Keep finding out until you get the reason, and you will be on the high road to the recovery of your lost business.

Don't advertise bargain days except as a great rarity. If you do, the public will be expecting every day to be a bargain day, and the mere detail that you cannot see it in that light will not appeal to them at all. The public is unreasonable and must be treated as such.



Window of A. Irving's Store, Toronto.

Keep a cost book and use it. If it is necessary for the wholesaler it is equally necessary for you. Your memory may be infallible—in theory—and it may be mistaken in practice. Better keep a tangible record to back it up.

A. Irving

DETAILS THAT SPELL SUCCESS IN RETAILING

From "The Making of a Merchant," by Harlow N. Higinbotham, partner of the late Marshal Field; President of the World's Columbian Exposition, and prominent financier.

The credit system of the retail store is the cardinal cause of so large a percentage of failures among the keepers of small stores. It is an actual fact that hundreds of small storekeepers become insolvent before they know it, and they believe themselves prospering until aroused to their actual condition by the credit man of their jobbing house. This statement will, I am sure, be verified by the credit man of almost any wholesale house, particularly in the grocery or dry goods business.

One of the rocks upon which thousands of storekeepers go to pieces is that of failure to figure the cost of their goods. I do not believe it an exaggeration to say that not one storekeeper in a thousand, the country over, adequately figures the cost of the merchandise which he sells. Almost invariably he fails to include in his estimate some important element of fixed charges, of his running expenses. For example, if he owns his store building he figures that he is saving the entire item of rent, and consequently he does not include this in his fixed or running expenses; because he has his son helping in the store as a clerk and his nephew delivers the goods, he makes no charge for their services on his salary account; again, he is unusually exact if he makes any charge on account of the insurance which he is obliged to carry on his building and stock. Of course, not all merchants are as careless as this with regard to their record of operating expenses, but it is safe to say that very few of them charge anything to the account of interest on their investment beyond, perhaps, the actual sums which they are obliged to pay out for interest on money borrowed. In a word, the average keeper of a store has no idea whatever of his total operating expenses and he is uncommonly fortunate if he figures into the cost of his goods one-half of the expense which should be charged under that head. Really, I do not think that fifty per cent. of the smaller storekeepers in the country districts figure into their cost of a specific invoice of goods the money actually paid out for the transportation of that shipment, to say nothing of any charge for hauling and handling inside the store.

Let me give one instance, which is thoroughly representative of hundreds of others, of how a storekeeper figured his cost. He bought a case of canned goods and had it hauled from the station to his store in his own delivery wagon. The fact that he did not have to pay any drayage on these goods was the one thing prominently in his mind when he opened them and for this reason he told the boys to mark the cost at fifteen cents and the selling price at twenty cents. When he sold these goods he flattered himself that he was making a good margin of profit, while, as a matter of fact, if he figured in a right percentage of all of his operating expenses he would have realized that he was selling the goods at a margin of less than a cent a can, if not at actual cost.

Another point which the storekeeper is prone to overlook is that of failing to decide for his customer. As an example: The storekeeper carries several brands of tobacco. In tobaccos, as in most other lines of goods carried in the small general store, there is a wide difference in the margin of profit which the storekeeper can exact from his customer. Those brands which are the most widely advertised invariably afford the smallest margin of profit. Let us suppose, for example, that the Chippeway brand of plug tobacco gives the merchant a margin of only ten per cent., while the Cowboy's Pride and the Real Comfort brands give him twenty to twenty-five per cent. margin. If he is a good salesman and a natural trader he will invariably hand his customer a plug of Cowboy's Pride instead of Chippeway, unless the buyer, of his own volition, asks for Chippeway. On the other hand, the storekeeper who is not thoroughly up to his task will ask the customer, "What brand do you want?" thus leaving the decision entirely to the customer, and thereby cutting his own profit in half. It must be confessed that, in a majority of cases, the general storekeeper, or his clerk, fails to make this decision for his customers. Of course, when the decision is put up to the customer he will invariably name the brand most widely advertised, because it is the first one that comes to his mind. If this were not the case what is known as "general publicity" advertising would be a failure and the millions of dollars spent in this kind of publicity would be wasted. Depend upon it, the customer will always name the brand which gives the least margin of profit, unless the storekeeper takes the matter in his hands, and makes the decision in favor of the brand against which the manufacturer is not obliged to charge the expenses of a heavy publicity advertising campaign.

This matter of pushing brands which give a liberal profit in preference to those yielding only a narrow margin is a most important one which calls for a nice discrimination in many ways. No merchant can afford to push a poor quality of goods and thus impose on his customers, no matter how large the margin of profit may be. On the other hand, if he is an intelligent buyer he will find little difficulty in securing goods in which there is a generous margin of profit, and which are nearly, if not quite, equal in quality to brands which are called "standard" because of the large advertising back of them. Then, he should remember that he has it in his power to make unadvertised brands of goods almost as well known to his customers as those which are largely advertised. This he can do not only by word of mouth, but by using intelligent discrimination in displaying the brands which he is most anxious to sell. He should remember that people dislike to be thought ignorant of brands and qualities and that he has it in his own hands to create the impression in the minds of his customers that certain profitable brands are the desirable ones.

There is no necessity for a merchant to give the most prominent display to brands in which there is the least profit. Instead, it is the part of discretion and good salesmanship to give the most conspicuous place in his show windows and on his counters and his shelves to those goods which he is most anxious to sell because they yield him the larger profit. A little intelligent work, in a hand to hand way, will do wonders in educating his customers in the idea that certain unadvertised brands of goods are equal in quality to those which have received greater publicity and for which a higher price is charged. It is human nature to feel gratified over a good bargain, and when once the customer is made to feel that he is buying something for ten cents as good as others are getting for fifteen, he feels a certain sense of gratitude to the merchant who has put the bargain in his way.

Of course the small country storekeeper cannot get the jobber to put his own brand on goods which he buys, but this is easily possible with leading merchants in the larger towns and provincial cities, and this is one of the strong points in good merchandising, particularly in the grocery business. No opportunity to do this should be neglected, provided, always, that there is no doubt as to the intrinsic merit of the goods. When the storekeeper, little or big, recommends an unadvertised brand of goods as against an advertised brand, he must be absolutely certain that the goods have the merit and will bear out his recommendations.

It should not be inferred from what I have said, however, that a merchant's

stock of goods is complete without the leading standard or advertised brands of goods in the various lines. There are always, in every community, people who will demand these and be dissatisfied unless they are able to get them.

Perhaps the most important thing which any merchant sells is that for which he does not make a direct or open charge. The name of this commodity is service. Nothing on his shelves or counters is of greater value and the quality of service which he gives his customers is just as vital to his success, perhaps more so, than is the quality of the goods which he sends out in his delivery wagon or puts into the hands of his customers. On the other hand, service is just as tangible a commodity as sugar or dress goods, and should be as carefully reckoned in his cost account as his bills for goods or his freight or insurance expense.

It is not too much to say that good service is the most profitable thing which the merchant can sell, and that poor service is, by the same token, the most unprofitable thing that he can have about his store. Comparatively few storekeepers have any realization of this, and seem to conduct their business upon the supposition that service is an intangible quantity, and that the cheaper they can get their clerk hire the better. Few mistakes can be more fatal to merchandising than this notion. From the delivery boy up to the proprietor, quality of service should be considered the very essence of good merchandising. It is a fundamental trait of human nature to consider the manner in which a transaction is done to be quite as important as the more material part of it. When the storekeeper gets into the city he likes to get his meals at a first-class restaurant. Why? Not because the food served to him is really any better than he would get at a cheaper restaurant, but because the service is better. In other words, he is entirely willing to pay for a superior article of attention, and for more attractive surroundings. If he is observant and thoughtful, he will at once realize that his customers are made of the same clay as himself, and that they will, consciously or unconsciously, take the matter of service into the same consideration in buying goods as he does in buying his meals. They will, as he does, put a premium upon attention, attractiveness of surroundings and promptness and reliability of delivery, not to speak of an agreeable manner in those who render the service.

Neatness is a prime essential in store keeping. Many merchants have found their trade going to their competitors, and have been unable to account for this loss of patronage. Knowing their merchandise to be as good as that sold by their competitors and their prices to be as low, they were unable to account for this loss of trade. If they could have taken their customers into their confidence and arrived at the real reason of this falling away of patronage, they would have been astonished to learn that lack of neatness was the real cause at the bottom of the matter. This observation applies especially to stores in which dry goods and groceries are sold, for the reason that, to a very large extent, these commodities are bought by women, and that there is nothing against which woman nature so instinctively rebels as disorder and dirt.

To put it less bluntly, women are especially sensitive to all that is cleanly, neat and attractive to the eye. They like pleasant and tasteful surroundings and anything which suggests disorder and confusion repels them. Although perhaps men are not generally as sensitive to these things as women, at the same time they are confused by a disorderly array of merchandise and are attracted by a neat and pleasing display of goods. Any well-circumstanced man or woman shrinks from attempting to buy in a store where the stock is untidy and "cluttered." Instinctively the best trade in any community will gravitate towards the store which is kept up in the most orderly and attractive manner.

Consequently, not only will the merchant who has the real trading instinct be awake to this important element in merchandising, but he will also see to it that he hires clerks who have a sense of neatness and order and have an ability to display goods in an attractive way. As a general rule, the dry goods merchant is quicker to realize this than is the grocery man, but dirt and disorder in the grocery store are quite as distressing and inimical to success as in the dry goods establishment. Again, neatness and order are essential to the success of the storekeepers from the standpoint of economy, as well as from their effect upon the sensibility of customers. Goods which are not handled with cleanliness, neatness and order deteriorate much more rapidly than those which are kept and handled in a neat and orderly manner. The cluttered, ill-arranged and untidy stock of goods is the one which is going down hill with the greatest rapidity.

Equally important in the manner of service is the quality of promptness. This comes into play from the moment the customer enters the door of the store until the goods are delivered in his house. What reader has not heard the remark, "I like to trade with Smith, because I get waited upon right away, and because I know that the goods I order will be delivered in time for me to use them as I have planned." Thousands of times grocerymen in villages and small cities have lost good customers because the goods have not been delivered in time for the next meal. This may be caused by the slowness or the carelessness of the clerk or the delivery boy, or perhaps the proprietor himself. But no matter where the blame may rest, the disappointed customer will not forget the incident, and if it is repeated the loss of the family's trade is almost sure to result. This suggests the not unimportant point that a bright and active delivery boy is quite as important a member of the storekeeper's force as is the head clerk.

Many merchants are prone to give very little consideration to the selection of a delivery boy; but this is decidedly a mistake. The right kind of a delivery boy has many times been able to hold the trade of a customer in spite of defects in goods and prices and in the service rendered by the proprietor and his clerks. The delivery boy who is a natural "hustler" is a tower of strength in the organization of any store, and the merchant who does not recognize this fact is overlooking an essential point. The storekeeper should not forget the fact that the delivery boy is the person who closes the transaction, and who goes into the homes of his customers to do so. He is, so to speak, the living link between the store and the home. In many cases much of the buying is done by servants, and it is the delivery boy who comes into daily contact with the maid of the house. If this work is done in a prompt, intelligent and agreeable manner he gets a personal standing in the homes at which he calls, and not infrequently brings out the remark: "They may be a little slow at the store, but that boy is all right and can be depended upon to get the things around in time and in good shape."

Perhaps some of my readers may feel that I place too much importance upon the delivery boy, but he is a factor in community trade which has received altogether too little consideration—and perhaps he also generally receives too little compensation. Certainly there is no kindergarten for the merchandising business equal to the delivery wagon, and the boy who makes a success in that humble capacity is the best possible timber out of which to make a clerk or proprietor.

FISHERIES OF CANADA

By Prof. Edward E. Prince, Commissioner of Fisheries.

The fisheries of Canada are the most extensive in the world.

The eastern sea coast of the maritime provinces from the Bay of Fundy to the Straits of Belle Isle covers a distance of 5,600 miles, which is more than double that of Great Britain and Ireland.

While the salt water inshore area, not including minor indentations, covers more than fifteen hundred square miles, the fresh water area of that part of the great lakes belonging to Canada is computed at 72,700 square miles, not including the numerous lakes in Manitoba and other western districts all stocked with excellent species of food fish.

Value of the Fisheries.

The whole catch of fish in our waters by Canadians, including fish products, seals, &c., during the season of 1905, aggregates the large sum of nearly twenty-nine and a half million dollars. It was a record-breaking season, exceeding by over four million dollars the large output of 1901, and by over six millions the yield of 1904, which was considered a very good season. The Province of British Columbia alone shows the vast increase of over four and a half million dollars, due to the large salmon catch.

For the first time in the history of our record has Nova Scotia been superseded as the banner fish-producing province of Canada. Although it shows an increase of nearly one million dollars over the yield of 1904, yet the Pacific province heads the list by $1,600,000.

Notwithstanding the large estimates of fish for domestic consumption in British Columbia, it is said to be far under the immense quantities used by the Indian population of that province as well as that of the Yukon district and other remote parts of the territories where fish food is a staple article.

In past years there seemed to have

This table shows the total value of the fisheries in the respective Provinces of Canada, from 1870 to 1905 inclusive, as compiled from the Annual Reports of the Department of Fisheries.

Year	Nova Scotia	New Brunswick	Prince Edward Island	Quebec	Ontario	British Columbia	Manitoba and Northwest Territories	Total for Canada
1870	$4,019,425	$1,131,433	No data.	$1,161,551	$ 264,982	No data.	No data.	$ 6,577,391
1871	5,101,030	1,185,033	"	1,093,612	264,982	"	"	7,573,199
1872	6,016,835	1,965,459	"	1,320,189	267,633	"	"	9,570,116
1873	6,577,085	2,285,662	$ 207,595	1,391,564	293,091	"	"	10,754,997
1874	6,652,302	2,685,794	288,863	1,608,660	446,267	"	"	11,681,886
1875	5,573,851	2,427,654	298,927	1,596,759	453,194	"	"	10,350,385
1876	6,029,050	1,953,389	494,967	2,097,668	437,229	$ 104,697	"	11,117,000
1877	5,527,858	2,133,237	763,036	2,560,147	438,223	583,433	"	12,005,934
1878	6,131,600	2,305,790	840,344	2,664,055	348,122	925,767	"	13,215,678
1879	5,754,937	2,554,722	1,402,301	2,820,395	367,133	631,766	"	13,529,254
1880	6,291,061	2,744,447	1,675,089	2,631,556	444,491	713,335	"	14,499,979
1881	6,214,782	2,930,504	1,955,290	2,751,962	509,903	1,454,321		15,817,162
1882	7,131,418	3,192,339	1,855,687	1,976,516	825,457	1,842,675	"	16,824,092
1883	7,689,374	3,185,674	1,272,468	2,138,997	1,027,033	1,644,646	"	16,958,192
1884	8,763,779	3,730,454	1,085,619	1,694,561	1,133,724	1,358,267	"	17,766,404
1885	8,283,922	4,005,431	1,293,430	1,719,460	1,342,692	1,078,038	"	17,722,973
1886	8,415,362	4,180,227	1,141,991	1,741,382	1,435,998	1,577,348	186,980	17,722,973
1887	8,379,782	3,559,507	1,037,426	1,773,567	1,531,850	1,974,887	129,084	18,386,103
1888	7,817,030	2,941,863	876,862	1,860,012	1,839,869	1,902,195	180,677	17,418,510
1889	6,346,722	3,067,039	886,430	1,876,194	1,963,123	3,348,067	167,679	17,655,256
1890	6,636,444	2,699,055	1,041,109	1,615,119	2,009,637	3,481,432	232,104	17,714,902
1891	7,011,300	3,571,050	1,238,733	2,008,678	1,806,389	3,008,755	332,969	18,977,878
1892	6,340,724	3,203,922	1,179,856	2,236,732	2,042,198	2,849,483	1,088,254	18,941,171
1893	6,407,279	3,746,121	1,133,368	2,218,905	1,694,930	4,443,963	1,042,093	20,686,661
1894	6,547,387	4,351,526	1,119,738	2,303,386	1,659,968	3,950,478	787,087	20,719,573
1895	6,213,131	4,403,158	976,,836	1,867,920	1,584,473	4,401,354	752,466	20,199,338
1896	6,070,895	4,799,433	976,126	2,025,754	1,605,674	4,183,999	745,543	20,407,425
1897	8,090,346	3,934,135	954,949	1,737,011	1,289,822	6,138,865	638,416	22,783,546
1898	7,226,034	3,849,357	1,070,202	1,761,440	1,433,632	3,713,101	613,355	19,667,121
1899	7,347,604	4,119,891	1,043,645	1,953,134	1,590,447	5,214,074	622,911	21,891,706
1900	7,809,152	3,769,742	1,059,193	1,989,279	1,333,294	4,878,820	718,159	21,557,639
1901	7,989,548	4,193,264	1,050,623	2,174,459	1,428,078	7,942,771	958,410	25,737,153
1902	7,351,753	3,912,514	887,024	2,059,175	1,265,706	5,284,824	1,198,437	21,959,433
1903	7,841,602	4,186,800	1,099,510	2,211,792	1,535,792	4,748,365	1,478,665	23,101,878
1904	7,287,099	4,671,084	1,077,546	1,751,397	1,793,229	5,219,107	1,716,977	23,516,439
1905	8,259,085	4,847,090	998,922	2,003,716	1,708,963	9,850,216	1,811,570	29,479,562
Totals	$247,144,588	$118,424,200	$34,283,705	70,396,704	$41,345,122	$98,449,049	$15,401,836	$625,445,224

been an apparent struggle between salmon, lobster and cod for first place, but owing to the phenomenal catch of salmon in the British Columbia waters, that king fish not only heads the list with an aggregate value of nearly nine million dollars, but equals the combined productions of lobsters, cod and herring together. While the capture of salmon was considerable in the maritime provinces, the above mentioned extraordinary result is chiefly attributed to the enormous yield of British Columbia. At times, the run was so large that canners had to limit the boats to 200 fish per day, not being able to handle more. The quantity of salmon salted or disposed fresh was also larger than usual. Altogether, no less than eighty-one million pounds of salmon were contributed to the industry by the western province during last season.

Not only did the lobster industry again hold its own, but the season of 1905 shows an improvement of nearly a quarter of a million dollars over that of 1904. This, however, must be ascribed to more remunerative prices received, especially for live lobsters shipped to Boston and neighboring markets, as the pack of last season was less than the previous one, being given at about ten millions and a half lb. cans, while there was 43,000 cwt. more of crustaceans disposed of in the shell than in 1904.

Of the fresh water species, pickerel alone shows a surplus yield, while whitefish, trout, pike and stugeon have fallen off.

From the years 1869 to 1905 inclusive, the five principal commercial sea fishes have yielded the following values to the industry :

Cod	$136,043,567
Salmon	90,933,459
Lobsters	79,868,626
Herring	72,565,569
Mackerel	46,047,244

Export of the Fish.

During the last fiscal year, the fish and fish products including marine animals exported from Canada to foreign countries, chiefly to the United States and Great Britain, amounted to $16,040,000, being an increase of over five million dollars over the previous export. This surplus export corresponds well with the increased production.

The expenditures of the Dominion Department of Fisheries for the year here treated, amounted to $968,722, divided as follows: Fisheries proper, $155,929; fish culture, $209,376; fisheries protection service, $249,876; miscellaneous expenditure, $194,994, including $158,546, distributed as fishing bounties among the deep sea fishermen of the Maratime Provinces.

Since its inception in 1882, the sum of $3,790,685 has been distributed

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The following table shows the yield and value of the fisheries of the Dominion for the year 1905 :

Kind of Fish.	Quantity	Value	Total.
Cod, dried.....Cwt.	738,637	$3,323,866	
" fresh or green .....Lb.	1,876,600	81,264	
" tongues and sounds.....Brls.	1,627	16,270	
			$3,421,400
Haddock, dried.....Cwt.	99,788	299,364	
" fresh.....Lb.	11,520,134	345,604	
" smoked (finnan haddies) "	2,696,250	161,775	
			806,743
Hake, dried.....Cwt.	173,694	390,813	
" sounds.....Lb.	113,705	56,852	
			447,665
Pollock .....Cwt.	161,516		323,032
Tom cod or frost fish.....Lb.	2,542,200		80,301
Halibut..... "	10,618,062		616,735
Flounders ..... "	1,346,774		45,583
Salmon, preserved in cans..... "	56,016,511	6,623,600	
" fresh..... "	11,695,089	1,482,371	
" smoked..... "	465,230	48,446	
" pickled or dry salted..... "	16,653,200	835,525	
			8,989,942
Trout (all kinds)..... "	8,288,878		735,768
Ouananiche..... "	11,000		1,100
Whitefish..... "	14,548,310		1,051,161
Smelts ..... "	8,662,950		433,147
Oulachons..... "	989,500		49,950
Herring, salted.....Brls.	301,740	1,382,509	
" fresh.....Lb.	18,949,040	542,702	
" smoked..... "	16,335,080	341,394	
" kippered..... "	368,800	36,880	
			2,303,485
Sardines, preserved in.....Cans	3,672,000	183,600	
" fresh or salted.....Brls.	343,756	694,772	
			878,372
Shad, fresh or salted.....Lb.	1,253,150		63,197
Alewives .....Brls.	30,410		121,640
Pike .....Lb.	6,337,860		227,064
Maskinonge ..... "	7,270		727
Eels, salted.....Brls.	7,743	77,430	
" fresh or smoked.....Lb.	837,960	50,278	
			127,708
Perch ..... "	1,121,100		37,591
Pickerel ..... "	10,966,825		784,988
Bass (achigan) ..... "	46,200	4,620	
" (striped or sea) ..... "	190,330	19,033	
			23,653
Mackerel, salted.....Brls.	40,409	606,135	
" fresh.....Lb.	2,934,068	352,088	
			958,223
Sturgeon..... "	1,478,595	144,976	
" caviare..... "	58,800	53,802	
			198,778
Lobsters, canned..... "	10,497,624	2,624,406	
" fresh or alive.....Cwt.	154,014	1,282,592	
			3,906,998
Oysters.....Brls.	34,449		174,300
Clams, quahags and other shell fish "			269,851
Squid..... "	23,246		92,984
Coarse and mixed fish..... "	94,825	189.900	
" " " " ..... "	19,888,700	668,534	
			858,514
Dulse.....Lb.	119,500		7,170
Fur seals skins in B. C.....No.	13,798		331,152

Kind of Fish.	Quantity	Value	Total.
Hair seals skins..... .... "	16,427		16,791
Beluga or white whale skins..... "	201		804
Fish used as bait..... ....Brls.	303,948		455,921
" " fertilizer... ... . "	728,715		387,644
Fish oil..... ....Galls.	837,005		259,480
Total for 1905.....			$29,479,562
Total for 1904.....			23,516,439
Increase.....			$5,963,123

Don't dream while you work. Work and dreams don't go together.

Don't act as if you know everything and your customer knows nothing.

Don't be afraid of hard experiences; they make the best of teachers.

Don't send out unsightly packages.

Don't refuse to listen to common sense.

Don't be afraid to do little things willingly.

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amongst fishermen to enable them to better develop their industry.

During the season of 1905, no less than 82,870 fishermen were engaged in the Canadian fisheries, exclusive of the thousands employed in the lobster packing industry.

While 9,366 sailors manned the 1,384 fishing crafts, 73,500 fishermen used 41,463 boats for the same purpose.

The lobster plant alone is valued at $1,426,300, comprising the equipment of 723 canneries, dispersed on the coast of the Maritime Provinces. Of these establishments, Nova Scotia operated 237, New Brunswick 198, Prince Edward Island 196 and Quebec 92. Besides the packing industry, the shipping of these crustaceans alive or fresh to the New England markets has developed large proportions. For those suitably located, the latter branch of the lobster industry is the more remunerative. Over 14,000 persons found profitable employment in these different establishments,

The following statement shows the relative values of the principal kinds of the commercial fishes (above $100,000) for the year 1905 as compared with those of the previous year.

Kinds of Fish.	Value.	Increase.	Decrease.
Salmon	$8,989,942	$5,120,397	
Lobsters	3,906,998	215,847	
Cod.....	3,421,400		$222,254
Herring	2,303,485	146,996	
Whitefish	1,051,161		7,651
Mackerel	958,223	207,826	
Sardines	878,372	87,931	
Haddock	806,743	167,770	
Pickerel	748,988	146,421	
Trout	735,768		46,372
Halibut	616,735		167,829
Hake	447,665	84,531	
Smelts	433,147		14,432
Pollock	323,032	87,214	
Clams	269,851	54,513	
Pike	227,064		25,789
Sturgeon	198,778		42,932
Oysters	174,300		12,385
Eels	127,708		2,236
Alewives	120,640		33,976

The following table shows the total value of the fisheries of each province in their respective order of rank with their increases or decreases as compared with 1904:

Provinces.	Value of Fish	Increase	Decrease
British Columbia	$9,850,216	$4,631,109	$.....
Nova Scotia	8,259,085	971,986	.....
New Brunswick	4,847,090	176,006	.....
Quebec	2,003,716	252,319	.....
Ontario	1,708,963	.....	84,266
P. E. Island	998,922	.....	78,624
Manitoba			
Saskatchewan	1,811,570	94,593	.....
Alberta			
Totals	$29,479,562	$6,126,013	$162,890
Net increase	.....	$5,963,123	.....

The two large increases indicated above come from the extremes of the Dominion separated by three thousand miles, thus proving the immense area from which our piscine wealth is derived.

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which put on the market about 10 1-2 million pound of the preserved article, valued at $2,624,400. Including the fresh lobsters, the whole output aggregates a value of $3,907,000, the second of importance on the list of commercial value.

DON'TS FOR CLERKS.

Don't be afraid of a strict employer. You'll never learn from an easy one.

Don't overestimate your talents. Remember that competition is an accurate scale and may find them wanting.

Don't always have a grudge against your employer. He has his faults. So have you. No one is without them.

Don't feel yourself better than your position, especially if you have an education.

Don't believe that promotions are due to favoritism rather than merit.

Don't stand in the door when you have nothing to do. It is particularly offensive to women passing.

Don't remain unfamiliar with new goods.—Ex.

ENCOURAGING JAPAN TEA.

The tea manufacturers of Shidzuoka prefecture in Japan have decided to raise $10,000 per year for three years, and to present that amount to any company which shall export 3,000,000 pounds of tea per year and whose capital is over $250,000. As a result of this decision, all the manufacturers agreed to establish a company with a capital of $500,000, buying out the Toyo Kaisha, Fujiedo Refining Company, etc., and they intend to export the product to the extent of over 3,000,000 pounds per year.

A GROCERY STORE IN THE MAKING

A Practising Architect's Practical Advice.

By J. Hunt Stanford, Architect, Toronto.

The planning of a store suitable for a grocery business, while not presenting many serious difficulties to the architect, is, nevertheless, a matter needing his careful consideration. Much, of course, depends upon the situation of the proposed building, on the amount of money the client wishes to spend in its erection, and the amount of business he is likely to do when he has taken possession of it, but in all cases—in the smallest store equally as in the largest—there is an absolute need for careful planning and efficient construction.

Three Essential Considerations.

Generally, the three main problems which an architect has to solve in laying out a store building are, (1) to provide for a good cellar suitable for storage purposes; (2) to give as much light, shelving and floor space as is possible in the shop, and (3) to arrange the domestic apartments so that the woman whose province they constitute may have no cause to hurl anathemas at the head of the architect, on the score of inconvenience, difficulty in keeping clean, or the amount of running to and fro, which she finds it necessary to do.

The Cellar.

First, then, let us consider the cellar. This should be at least seven feet high in the clear; the walls built of stone, brick or concrete, (the latter for preference), of such thickness as may be called for by the local building by-laws, and the floor laid with concrete, with a heavy top coat of cement and sand, finished from the float—not from the trowel. I mention this latter idea particularly, because experience has taught me that a concrete floor used so much as is that in a store cellar wears much better when the top coat of cement and sand is carefully finished with a wooden float, than does a floor brought up to a smooth surface with a steel trowel.

As it is absolutely necessary that the cellar should be quite dry, the walls—if of brick or stone—should be rendered on the outside with a heavy coat of cement mortar, and—to make assurance doubly sure—weeping tile drains should be laid around the outside walls below the level of the footings, and connected with the drains from the rain water leaders. Plenty of light is needed, and to obtain this it is necessary to make the windows (which for the most part are below the ground level) as wide and deep as possible, with brick areas around them, at least two feet out from the main walls. Windows should also be fixed in the front of the building, above the level of the ground and below the show board of the shop windows. To make these more effective, it is advisable to put no joists to the shop floor, below the show board, and to taper the masonry below the window sill on the inside of the wall. The absence of the floor joists permits the light to enter unobstructed, and the tapering of the masonry allows barrels and boxes to easily slide through into the basement. In a store cellar it is a good thing to have a w.c. and a fairly large sink, for the use of those serving the shop.

Coal bins, a compartment for vegetables, etc., and a laundry room should be provided for, and the position of the furnace must also be taken into careful consideration, but these items need not be enlarged upon here.

The Store Proper.

Our attention must next be given to the shop. This should be at least ten and a half feet high from floor to ceiling; the floor covered with maple or birch, tongued and grooved, flooring in narrow widths, and the ceiling covered with metallic plates. It is probably best to cover the walls (after same have been rough plastered) with ¼-inch pine sheeting, as this makes the fixing of shelves, etc., an easy matter.

The entire front must be glass. If the shop is a deep one, and it is impossible to obtain light from the sides and rear, it is advisable to fix prismatic glass to the upper part of the shop front. If this is necessary, the appearance of the front is enhanced by the introduction of leaded glass above the transome. Metal mullions at the angles of the plate glass in the front are preferable to wood, the former being better from every standpoint. Comparatively inexpensive ventilation is obtained by hanging a fanlight above the shop door.

Plan for New Grocery Store—Designed by J. Hunt Stanford for Wrigley Bros., Toronto.

Time was when the grocer put almost half his stock in his shop windows, but this is not now the case, and all that is needed immediately behind the glass is a fairly wide show board slightly sloping toward the front, and shelf at the back about eighteen inches high. The best height for the show board is 28 inches above the floor level.

Light and Ventilation.

Where the store is on a street corner additional light for the rear of the shop

can, of course, be easily obtained, but as wall space in a grocery store is valuable, it is advisable to make side windows of a shape and size least likely to interfere with the shelving. Such windows, I find, are best about 3½ feet wide, 2 feet high, and 6 or 7 feet from the floor. They should be made to open, as they then assist materially in ventilation.

Shelving and Fixtures.

Shelving should not run higher than 6½ feet from the floor to the top shelf. There should, of course, be a wood cornice above the top shelf, on which the grocer can display such articles as packages of cereals and tinned goods.

The introduction of mirror glass on the wall—say two large mirrors on the side opposite the counter—adds considerably to the interior appearance of the shop, but if this desirable fitment is adopted, only the very best silvered plate glass should be used. The least "wave" in the glass throws the reflections out of touch, and makes the whole shop look awry.

General Lay-out.

The most attractive arrangement for a grocery store of average size is to have the counter on one side only—usually on the right—with tiers of shelving on that side from front to back, and with the bins for tea, etc., under the shelving. On the reverse side a large mirror near the window gives a surprisingly spacious effect, apparently widening out the store, and increasing the light, besides rewarding the grocer for the care he has exercised in the display of his shelf goods on the opposite side. Next to the mirror should be shelving similar to that behind the counter, and in the centre of same, if the shop is a large one, another mirror might advantageously be introduced. In front of this shelving is the place for a show case or two, and at the end of the shop is the refrigerator, which latter should stand well forward, with plenty of room all round it.

If it is at all possible, it is very desirable to have a small warehouse behind the shop, with a door into same immediately behind the refrigerator, and not visible from the shop.

Interior Wrigley Bros'. Store, Toronto.

Graining an Abomination.

For the shop fitments nothing is better than oak, stained with an alcohol stain (such as Sherwin-Williams "Handcraft" variety) and finished with a lacklustre or an egg-shell gloss. If oak is too expensive, then good, fairly clear

white pine, if stained and finished similarly to that suggested for oak, is the next best. When this stain is applied to pine, however, it should be rubbed on immediately after application, and a most pleasing effect will result. Graining is an abomination, it has no beauty that men should desire it; it is inartistic, and at best is but a servile imitation. Therefore, Mr. Grocer, please do not grain your shop interior.

Study Your Wife's Comfort.

Now let me pass to the domestic apartments, and right here I would say that the most important item to be considered is the kitchen. "Give a woman a good kitchen and plenty of cupboard room, and you will make her happy," is advice by which I have profitted, and I would add to this, "Give her as few stairs to climb as possible." For this reason, I think that the proper place for the kitchen in a store building is in the storey over the shop. Too many stores have been erected with the kitchen behind the shop, and with the other living apartments seventeen or eighteen steps higher up.

A Good Example.

The plans accompanying this article give what is to my mind a most satisfactory arrangement of the domestic apartments. The plumbing fixtures are all together, the kitchen well situated, there is a minimum of passages, and all the rooms are easily accessible. What is more, the flat roof over the one-storey warehouse, access to which is from the kitchen, gives a good airing and drying space.

In store buildings, where no side light is obtainable, the kitchen, bathroom and pantry can be placed in, and lighted from, the rear, while the dining and sitting rooms can be placed in the front. Then the upper storey will give, as a rule, four good bedrooms, and one very rarely requires more than this.

Much tramping up and down stairs can be avoided by running a small dumbwaiter from the kitchen to the basement, and a clothes chute from a suitable place on the first floor to the laundry in the cellar.

The finishing of the rooms need not here be considered. This is very much a matter of individual taste, and no set rules can be outlined. I have said nothing, it will be noted, about the exterior. This is a matter best left to the architect, but it can be confidently laid down as a sound principle that it is better to err on the side of severity than on the side of efflorescence.

PLANS FOR A NEW GROCERY

Store Recently Built in Toronto for W rigley Bros. by J. Hunt Stanford at a Cost of $7,500.

Herewith are shown the complete plans of a store erected this year for Wrigley Bros., at the corner of Bloor and Markham streets, Toronto. The architect was J. Hunt Stanford, whose article on store architecture precedes this one. On another page will be found a cut of the interior of the Wrigley store. For many years previous to the erection of this new building G. F. Wrigley was on the road, while his brother, John Wrigley, conducted a grocery on Simcoe street, Toronto. This latter business is soon to be given up and the brothers will unite their efforts in building up trade in their new quarters.

Some Measurements and Details.

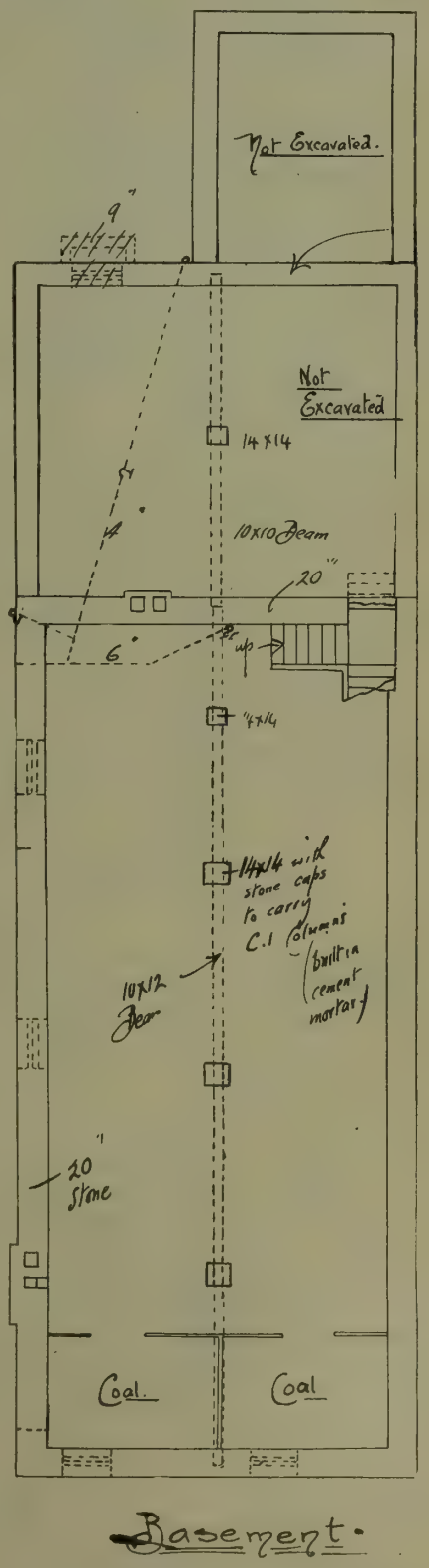
The erection of their store was commenced several months ago, the plans reproduced in Mr. Stanford's article being designed to give the maximum of economy and comfort within a somewhat limited space. The extreme width of the shop, from wall to wall, is 21 ft. 8 in., and while this is slightly narrower than the average it yet lends itself very readily to a certain class of interior treatment. For a space of 25 feet extending back from the front, the width of the shop is reduced by several feet to allow for an entrance and hallway to the upstairs dwelling.

The extreme length of the entire building is 87 feet, this being made up as follows: Length of store from window glass to end of side vestibule, 52 feet; length of store room, 20 feet; length of stable, 15 feet.

The walls throughout are of 14 inches thickness excepting the 20 foot space between the shop and the stable, the wall of which is nine inches thick.

The city being too slow to suit Mr. hind the shop provides an unusually liberal accommodation for the reception of all packing cases and boxed goods delivered from the Markham street entrance. Wide double doors permit delivery waggons to back up flush with the opening for the unloading of heavy goods, and these can be opened, sorted and apportioned through the store before the surplus is carried to the basement. The latter is reached by two sets of stairs, leading from the right-hand back corner of the shop, and the right-hand near corner of the storeroom respectively.

The sliding door marked on the plan at the far end of the shop gives access to the back stairway leading to the first floor. The hall and vestibule forming a rear entrance to shop and dwelling opens to storeroom and back stairway to dwelling. A door on the east side, opening into the body of the shop,

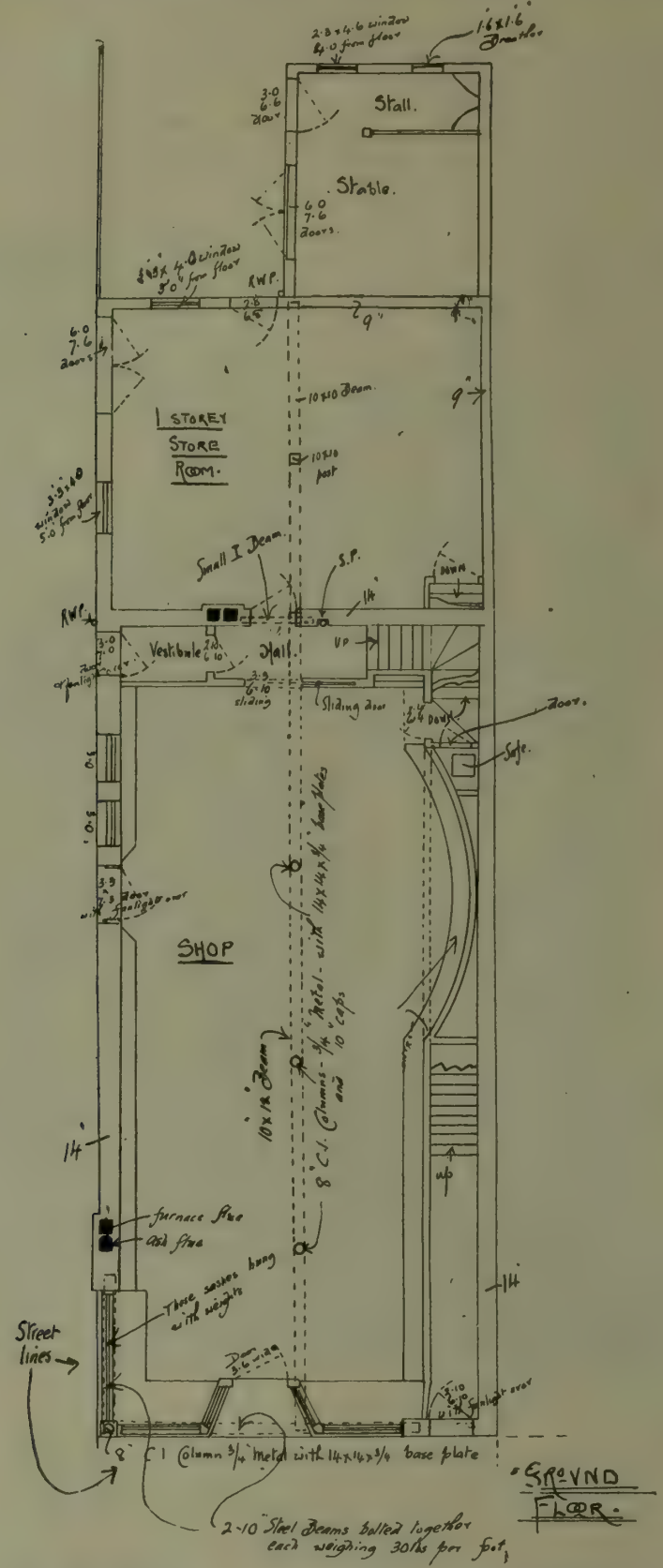


Basement.

is a convenience for customers living south of Bloor and east of Markham,

and another noticeable feature is the extension of the window on the latter street so as to give a fairly comprehensive view of the top half of the store to people approaching from the east.

room, kitchen, bathroom and accessories, with a spacious balcony at the back covered with felt and gravel roofing. Mr. Stanford in his article has some remarks to make on the position of the



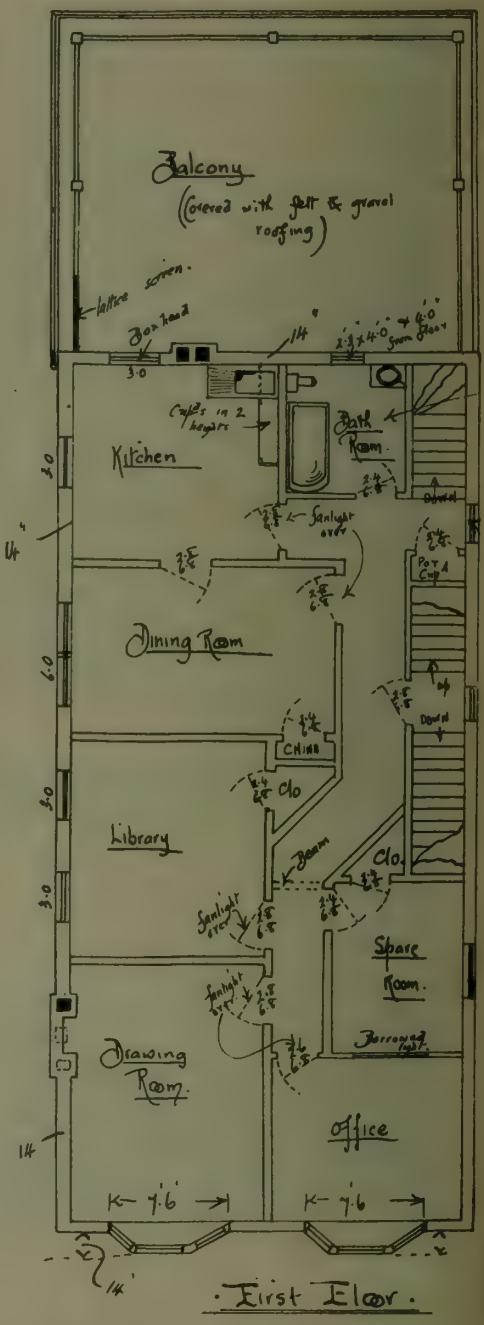
The First Storey.

On the first floor are the office, drawing-room, library, spare room, dining-kitchen, and by following his advice the domestic arrangements may be greatly facilitated.

The window in the spare room is 3 ft. x 4 ft., and those between the stairways each 2 ft. 3 in. by 4 ft. and four feet from the floor. It will be noticed that ample lighting and ventilation is provided in all rooms. In the event of the bathroom on this floor being turned into a pantry the linen room on the next floor would be made into a bathroom and a closet put in the cellar.

And the Second.

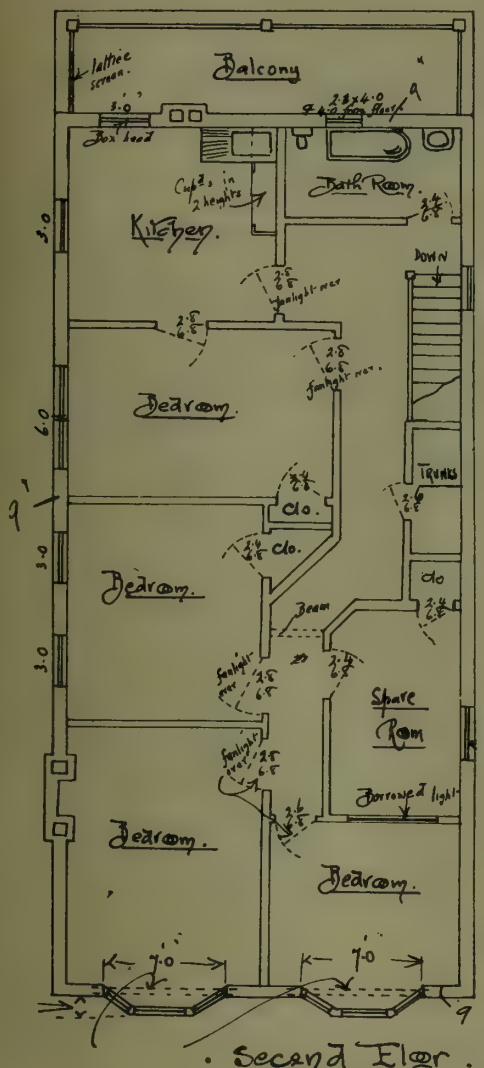
The second floor contains four bedrooms, a spare room, kitchen and bath-



room, being practically a replica of the first, with the exception that here we have a trunk room adjoining the spare room, and a slight difference in the arrangement of the staircase. The window in the spare room is of the same dimensions as that on the first floor. The

window opening onto the stairway is 2 ft. 3 in. x 4 ft., four feet from the floor. It will be noticed that the walls here are only nine inches thick as compared with 14 inches on the floor below.

As indicated in the plan, the basement extends only under the store proper, back of that not having been excavated. It is, however, 52 by 24 feet, and affords ample room. Two coal bins are provided at the front and it has all the requirements set forth by Mr. Stanford in his article.



Second Floor.

Experience Teaches.

Mr. Wrigley, ignoring the pessimists who gratuitously assured him that the district did not yet demand up-to-date fixtures and arrangements such as he proposed tp instal, has had the courage and foresight to equip his store according to his own ideas, and the initial expense incurred is rapidly being justified by the results. Mr. Wrigley has an excellent location in a district which is fast becoming populated by families who are moving out of the heart of the city and settling further west and his already large trade is rapidly increasing.

The city being too slow to suit Mr. Wrigley, he took the initiative himself, and has asphalt pavement laid down all round the building, with the natural result of greatly improving its appearance, in addition to preventing the mud foot-bath which his customers would otherwise be obliged to undergo in sloppy weather before they could reach the store.

A Profitable Asset.

Confectionery deserves an important place in every grocery store in Mr. Wrigley's estimation, and two handsome silent salesmen on the left side of the store bear out this view in a practical manner. The confectionery department, in fact, comes in for an unusually large share of attention and is patronized by the parents no less than by their children.

Front Elevation.

Electrically-ground Coffee.

Two handsome computing scales of the latest pattern and a small balance scale for the confectionery department,

East Elevation.

make an imposing array on the counters, and another feature which is somewhat exceptional to find among the smaller stores is an electric coffee mill. The popular interest which this attracts is so great that Mr. Wrigley is frequently obliged to give a demonstration of its internal workings for an admiring circle of customers. There is no doubt that in appearance, simplicity and general efficiency it has the old-time wheel grinder beaten six different ways.

Soap, Scents and Simplicity.

There is a neat little office at the far end of the store, and opposite it an extra counter for weighing and packing telephone orders. One of the largest patterns of Eureka refrigerators, with separate compartments for butter, cheese, lard and meats stands between the office and order counter, while at the top of the store, facing the confectionery department, a silent salesman with oval glass front displays the merits of several lines of soap and perfumery.

Simplicity is the key-note of all Mr. Wrigley's window dressing. His displays are conservative and you will never see his windows piled up with a heterogeneous mass composed of half-a-hundred varieties of goods. His windows are designed to give a good broad hint of what his store contains, and to induce passers-by to investigate further for themselves.

The Architect.

The plans for the building were designed by J. Hunt Stanford, of Toronto, and a great deal of admiration was expressed by those who saw the original drawings in this office at the care and attention to detail exercised in their preparation. Mr. Stanford's increasing clientele has necessitated his moving into larger offices at 61 College street and we are authorized to say that he will be pleased to answer either personally or by mail any questions in connection with store-architecture.

A Few Figures.

In conclusion, it will be of interest to quote Mr. Wrigley on the subject of cost:

The bare building, including heating	$7,500
Refrigerator, scales, coffee mill (electric)	350
Complete lighting fixtures with seven switches	46

The store contains 25 electric lights and three gas fixtures. Mr. Wrigley figures the annual cost of lighting at about $50. Some of the estimates given for lighting fixtures were as high as $60.

HOW I BROKE INTO THE MARKET

Green Country Lad's First Impressions of Toronto.

My dad, you know, runs the Cross Roads store at Fonsonby, six miles north of the hustling, bustling, sometimes dead, sometimes crazy, but always "get there" Guelph. He used to travel—he says traveling spoils a man—I guess that's why he now sells groceries. He sells everything and everybody now. He promised me if I stuck to shovelling sugar for four years till I learnt how, he would send me to the world's biggest and vainest city, Toronto, to buy goods, when I finished my training. Well, I loafed, hustled when I had to, and never really woke up till I struck Toronto. (Moral.—Send your clerks to Toronto occasionally.)

I sometimes went into Guelph, drove up with our team of one mule and an ox, and stopped at J. H. Simpson's Co.'s wholesale house for our weekly supply of goods. Say, that was great. Mr. Simpson used to take me into the office, smile, and ask me if I ever smoked? Of course, I used to say no. Mr. Simpson would ask how trade was. His son—the traveler—he used to be in the warehouse then—would chat away, too, and I would feel just a real, fine grocer. Well, at last the great day came, and in a ready-made suit, about three inches too short, and a coat built for father, I bought a ticket at Guelph's apology for a station and started.

I had a fine time going down ; smoked a traveler's cigar and got awfully sick; I arrived quite dazed, but happy ; a green country lad in the terribly wicked city of Toronto. On arriving, those green-suited smart alecks in the union station wanted to carry my grips, but I was not used to that and so preferred to carry my own. That seemed safer. I got out on Front street, and it looked as if the whole world was burnt. I took a car, and the conductor asked me where I wanted to get off. I said, "At The Canadian Grocer." He said, "Oh, you are a make-believe grocer. Are you to give an exhibition at the pure food show ?" I denied the soft impeachment and said I could shovel a barrel of Redpath's in just exactly twenty minutes, tieing and folding. He then asked me if I could tie this and threw me off the car, but I would not have minded if those Blue Ribbon tea girls hadn't laughed. I think those pretty Blue Ribbon girls are a deep-laid scheme. The merchant gets in the tea webb—the girls smile—he is then completely bewildered. The tea men say, "Let me send you a case," and the poor grocer just sighs, "Yes."

I went with fear and trembling into The Grocer office, and asked to see the advertising manager. I had once sent in a backwoods advertisement, I painted it on a beam and drew a picture of it, and—shades of uncle's ghost ! It was advertising tea at 23 cents. A man up north saw the ad. and thought it was a wholesale ad. for tea ; a forty-cent line for twenty-three cents. He sent in $23 for a 100-lb. chest. Papa gave me 5c. worth of all-week sucking balls for that sale.

Well, say, don't say a word—but I think that advertising editor is a bluff. I only saw an ordinary man. I could only think of him as sitting in a glass cage with all the typewriters around him, and he was lord of all.

Well, I saw all through Gowans, Kent Co.'s. Doesn't that fellow who writes the advertising rank away up among the world's big men ? He and J. W. Charles, of H. P. Eckardt & Co., are relgtives of Mr. Taft, secretary of the navy for Roosevelt. They are all men of parts, bright, brainy and with hearts like a barrel of sugar. Well, I saw them make cut glass, and it was a miracle. They just take a piece of glass and cut and polish it into a beautiful creation of crystal. But such dirty work !

What do you think, though? I bearded the lion in his den—H. P. Eckardt. I went right over—just across the street—because I had an order, and asked for the boss. Nothing else would do. My, but didn't I feel big. He hollered in a tremendous basso, "Come in." I trembled. I quaked. But in I went. He said, "Sit down." Of course I sat down, but would much rather have sat through the floor. He said, "What's your name, laddie ?" I answered, "Julius Christopher Reginald Percy Freshwater." He laughed at me and said I was all there anyway. Wonder what he meant ? He said, "Yes, I know your father. He's a fine man." He asked me what my ambition was, and I told him, "groceries." Then he said he would give me a job any time. My dad says he was only jollying, to please me, 'cause pa was a customer. Well, I'll make him eat "jolly pie" some day. I soon became quite at home, and then he didn't think quite so much of me. However, at twelve o'clock he ask-

ed me if I had a place to eat. I said, "Yes, I guess quick lunch for mine," but he said, "Come with me." He went over back streets and up a magnificent entrance into a toilet room, where "darkies" brushed and polished our shoes, and then showed us into the swellest grill-room you ever saw, I asked where we were, and he said, "The King Edward," Hurrah ! I did think I would have it on the fellows at Fonsonby.

The tenderest beefsteak you ever tasted was served, and Mr. Eckardt told me a grocery business was as good as any, and that a man who was a gentleman was a gentleman anywhere. That little talk has been an inspiration to me ever since. When it came to settling, I wanted to pay half, but he said he would not hear of it and would be insulted. But say, when I saw the amount of the bill I shut-up, and we went back to the warehouse.

Before ordering the goods pa told me to get, I had planned just how I should beat him down, to show the boss how smart I was ; but that fellow with glasses in Eckardt's just pulled it out of me like string and said, "Is that all ?" amd asked if he could put in two barrels of sugar to make up weight. I'm sure that man doesn't know just how he crushed my young spirit.

I went to other stores and said I was from Fonsonby—old Freshwater's son. They, of course, all shook hands. Finally growing tired of Warren Bros,., Salada Tea, Red Rose, Eby, Blain's and Kinnear's, I went to Davidson & Hay's. The travelers jollied me for fair—told me to go to the St. Clair theatre and see wonderful things abbreviated—another, I think the boss, said Shea's was good enough for me—funny, how bad these travelers are. Well, I went up to Shea's and bought a box seat, right next the stage. The band played, the people smiled, and out came the prettiest, daintiest little girl you ever saw. She danced and sang, and finally spotting me as rustic, started to sing a love song right at me. My susceptible, young heart jumped and quivered.

She continued to tease ; I could not stand it. I forgot the audience and forgot myself, forgot everything, but that the sweetest girl in all the world was making love to me. With one bound I was on the stage, in another my arm was around her waist. It didn't look quite so good at close quarters, like a painted doll, but still I felt her and I gave her one passionate embrace. She staggered back, crying "don't." I gasped—a blinding light in front, beyond a sea of faces, beside me a shrinking girl, and over all a thunder of applause and laughter. I then climbed back into the box.

The uproar continued and I got up and said if the lady demands an apology surely she will admit the attraction was irresistible. And if the audience demand it I will tell a tale of Fonsonby, near Guelph, to justify my conduct. Once upon a time a man in Fonsonby got sick. A doctor was called. He got worse. Another, and yet another, doctor was called, and, of course, he died. When he arrived at the gate, St. Peter said, "You come from Fonsonby, my lad ; well, I guess you'll have to go to hades. The gates clanged and Percy was in hell. He saw men playing tennis and other games ; iced sherry flips being passed around, and he said, "Surely this isn't hell." "Of course it is, you idiot," said one. He went on a little farther, through a beautiful grove, where birds were singing, flowers blooming and everything lovely. Then he saw a banquet that might have been spread in the King Edward, and men about smoking and drinking. Finally he asked a silver-haired old gentleman drinking whiskey, "Why this was mis-called hell ?" "This called hell, my boy ; you don't know what you are talking about. Don't you miss something you enjoyed in Fonsonby ?" "My goodness, you don't mean to say there are no ladies here ?" "That's just what I mean, my lad ; that's the hell of it." Well, say, the crowd laughed and clapped, and I felt pretty big for a time.

Next I sallied into Eaton's, but it seemed just like a circus without the fun, except that all the girls laughed at me. Say, they must sell at least fifty dollars' worth of stuff there in a day.

Once we had a demonstration in Fonsonby. Mr. Blackburn, the genial pusher for Mr. Patrick, sent a lady for Crossed Fish sardines. She was small, but she stirred up Fonsonby. Every unattached male resident was in love with her and she took many captives and sold much vidona and herrings. She is now in Detroit.

I was in Michie's. Now I know why Toronto business men are all fat and happy ; they are fed well.

I spent all my money, saw lots of things, and went home in a "Fit the Form" suit that made me as swell as Mr. Larkin, the tea king. I swept into Fonsonby, swept the floor, dusted the shelves, put white coats on the clerks, dressed up the window with peas, i for 25 cents, put a painted ad. on the cow shed, sent a man hustling for trade, smiled on the ladies, and in one week after, father took me into partnership. Hurrah for Toronto !

A MERCHANT WHO MAKES TWO PRICES AND GETS THEM.

S. Ballachey, of Paisley, is one of Ontario's most successful general storekeepers and one especially of his methods is interesting and instructive. But first to tell about a new move he made recently. A few months ago he purchased the block adjoining his business and has remodelled it into a very modern three-storey building with about fifty feet frontage. He has reorganized his business into five distinct departments and for each has secured an expert as manager. Each manager does his own buying and is responsible for his department.

Mr. Ballachey's office is a little distance back from the front door. Between the office and the door he has reserved a space 12 or 14 feet square furnished with chairs and benches and there anyone who has to wait can make themselves comfortable. A farmer's wife comes in with a basket of produce, hands her basket to a clerk and sits down while the eggs and butter are being counted and weighed. Mr. Ballachey is generally about to speak a pleasant word.

Now then the feature referred to at the start: Mr. Ballachey has two prices for all his goods, a cash price and a credit price. He makes the cash price worth while, too. For instance, take sugar just now, his cash price is $4.75 and his credit price is $5.25. He explains to his customers that he can't afford to carry them for six months or so for the cost prices of his goods. He sticks to his prices and gets them. Mr. Ballachey never bothers himself about what his opposition is doing and he never makes the mistake of following in the wake of any of his competitors by copying their methods. Mr. Ballachey is a merchant in his own right, with the independence to pursue his own course and the capacity to make it successful.

MOVING TO NEW QUARTERS.

Chase & Sanborn, the coffee importers, Montreal, are preparing to remove from their present quarters on St. Paul street, to new and larger quarters on St. Helen street. The new building is a fine, large brick structure, six storeys high. It is up-to-date in every respect and will be just what is needed by Chase & Sanborn, whose business is increasing rapidly. They will put in considerable new machinery, duplicating their present plant.

R. R. Drysdale has purchased the grocery business of R. L. Somerville, Lanark.

NEW HIGHWAYS OF DEVELOPMENT IN THE WEST

Many Hundreds of Miles Through New Country Under Contract—Brand New Towns at Regular Intervals.

The summer of 1907 promises to see the greatest activity in railway construction that Western Canada has ever known and the expenditure of the vast sums of money required to carry on the projected extensions will undoubtedly assure a prosperous year for the west and employment for all the labor that can be attracted to the country.

Work is being pushed ahead rapidly on the Grand Trunk Pacific lines, the Canadian Northern and Canadian Pacific have large extensions projected and under contract and the coming summer will see active work on Jas. J. Hill's line from Winnipeg to the coast. In all some 5,800 miles of road are under contract for the various companies, made up as follows: Canadian Northern, 1,500 miles; Canadian Pacific, 1,400 miels; Great Northern, 1,000 miles and Grand Trunk Pacific, 1,900 miles. In addition, taught by the sad experience of the past winter, the railways are spending large sums for additional equipment of the lines already in operation.

Many New Towns.

This means much for the immediate development and prosperity of the west. In the older countries and in the older settled parts of Canada railways are built in order to connect towns already in existence, but in the west the railways when built open up new territory and are responsibe for the existence of many new towns. It is true that the Great Northern lines in Canada will run throw the settled portions of the west; the Great Northern is not a pioneer road and it is receiving no Government assistance. But while this is true of the Great Northern it is not the case with the Grand Trunk Pacific or the projected extensions of the Canadian Pacific and Canadian Northern. These lines will open up new territory and any person familiar with the new main line of the Canadian Northern between Winnipeg and Edmonton knows what that means. On that line there are now many prosperous little towns that had no existence eighteen months ago. The road made accessible a rich agricultural country and settlers took up land along the line. The new towns were a necessary result. More than one hundred new towns will be founded during 1907 along the line of the Grand Trunk Pacific between Winnipeg and Edmonton. This announcement has been made by the officials of the new transcontinental. It has been the policy of the C.P.R. to keep the towns about twelve miles apart but the G.T.P. management propose establishing stations and townsites at more than 100 points on the 790 miles of track between Winnipeg and Edmonton. This means a new town every seven miles.

West's Great Need.

The great need of the Canadian West is adequate transportation facilities. Given a big extension of the railway systems and adequate equipment for every mile of track in operation nothing can stop the speedy development of the country and the exploiting of its varied resources. Immigrants are pouring in this spring at the rate of more than 1,000 per day and the big problem is to get them to their destinations quickly and safely. The western market will absorb vast quantities of merchandise but the problem this winter and spring has been to effect deliveries of goods ordered. For that reason the

HOW A TOWN GROWS IN THE WEST

These two pictures show the opposite sides of the interior or the Western Canada Trading Co's Store at Vermillion, Alta. The site of that town was virgin prairie little more than a year ago. The company have stores also at La Voy and Winsert.

great railway development promised for this year is welcomed by every business man interested in the west. The experience of the winter has taught him that the railways must improve their equipment if they are to provide satisfactory service and boards of trade are demanding that before the Governments advance any further assistance to the railways for the construction of new mileage, whether by way of subsidy or quarantee of bonds, they must insist upon the purchase of more motive power anw rolling stock for the mileage already in operation.

The railway magnates are among the shrewdest business men in Canada. The fact that they are making such large expenditures for the construction of additional mileage is conclusive evidence of their unbounded confidence in the future of the country.

TRADE WITH BRITISH GUIANA.

Demerara Man Discusses Possibilities of Greatly Increasing It.

A prominent business man of Demerara has written to the Department of Trade and Commerce regarding the possibilities of greatly increasing trade between British Guiana and Canada. He says in part:

"The recent visit of delegates from the Boards of Trade of Canada must eventually do immense good.

"There are enormous possibilities in British Guiana, a country about as large as Great Britain. I took special care to arrange an exhibit of New York and other goods for the inspection of delegates to show them where Canadian exports might be largely increased.

"When I was visiting Canada in 1901, Canadian millers had not then the plant to make the inferior kinds of cheap flour necessary for this part of the world. A heap of Canadian flour is blended in New York with inferior United States goods and is shipped down this way as the production of the latter country. Canadians imagine that it passes through New York and reaches the West Indies the same as it left them. If Canadian millers were able to cater fully for all the various qualities of flour required in the West Indies, the business would be well worth capturing from the United States."

MORE SCOTCH CURING.

A cable from London to-day states that Alex. Flett, a Scotch fish curer, after negotiations with the Government of Newfoundland, has decided to engage in herring curing there. He is sending a number of fishermen, coopers and fishergirls from Moray Firth.

OLIVE OIL: ITS SOURCE, MANUFACTURE AND MARKETS

AN INTERESTING DISCUSSION ON A LITTLE KNOWN ARTICLE.

Few people have any idea of the extent to which olive oil is used, of the extraordinary number of uses to which it is put, or of the vast industry of which it is the product. The olive is one of the leading fruits of the world, and is borne upon a tree which, for profitable longevity and general hardiness, must, in many instances at least, be conceded the arboreal palm.

Throughout the sub-tropical parts of the Old World the olive has been grown upon a commercial basis for many centuries, individual trees being known to be more than 1,000 years old. The trees begin to bear when eight years old, reaching their full period of productivity at about thirty.

The season for extracting the oil is very short, but during the ten weeks or so during which this work is in progress, employment is given to about 71,000 people in Italy alone. A remarkable stimulus has been given to the industry through the introduction of modern machinery, although in many districts the most primitive methods still obtain, the oil being extracted under conditions which, however old-fashioned and out of date they may appear to the modern manufacturer, nevertheless continue to show uniformly good results year by year. In 1903 there were 18,137 olive oil factories in operation in Italy, using in the aggregate 31,917 presses, and of this number only 2,412 employed power presses. The visitor to Italy who is fond of exploring out of the way corners may come across an old stone mill among the hills, tended by an old man and worked by an equally decrepit looking horse, both of them helping to contribute their small quota to swell the amount of one of the most valuable commodities of their country.

Modern Method of Extraction.

For the production of oil the ripe fruits are carefully gathered by hand, bruised as little as possible, and, preferably, crushed at once, otherwise they are partially dried in very thin layers through which air must circulate freely to avoid molding and fermenting, unsound fruit being prone to decay and impair the flavor and odor of the oil.

An old practice was to crush the fruit by means of heavy millstones in pits, but the oil thus extracted from the kernels has been found to injure both the flavor and the keeping quality of the oil obtained from the pulp. Modern crushers, therefore, do not break the stones. The crushed pulp is then pressed, very gradually, between linen sheets. A second pressing is made after the pulp has been mixed with cold water. Other pressings are sometimes given, each one resulting in a grade of oil inferior to the preceding. The two first grades are sometimes mixed.

Since the separation of the oil from the juice by gravity is hazardous on account of liability to ferment, the impurities are washed out quickly by special apparatus in which a current of cool water comes in contact with a small quantity of the juice, mixes with it, separates the larger particles of pulp, and allows the oil to rise through a tall column of water which further washes the oil globules as they rise to the surface.

After being allowed to stand for a time in a cool room this oil is racked off and sold as "new oil," or may be allowed to stand again for further clarification. The American market demands a clear oil, and for this reason much of the domestic oil has to be filtered, a process which, if often repeated, impairs the flavor and gives the oil a greasy appearance. It is essential that absolute cleanliness should be observed throughout the process, for olive oil is quick to absorb any taint that may be present, either in the utensils or in the air.

A Wide Sphere of Usefulness.

The finished oil is pale yellow, inodorous, and is used largely in cookery, pharmacy, for lubricating and illuminating purposes and for making Castile and other kinds of soap, the lower grades being used most frequently for the last purpose. Olive oil possesses, in addition, remarkable medicinal properties, forming, as it does, the basis of many liniments, and being used as an antidote in certain cases of poisoning.

The Centres of Production.

Italy, Greece and Spain are the three countries in which the greatest quantity of olive oil is produced. It forms, besides, the staple export of Corfu, in the Mediterranean, the crop of 1905 falling just short of creating a new record for that island. It is difficult to arrive at anything like a correct estimate of what this unusually large yield actually amounted to, since a moderately large

proportion, say one-quarter or one-third, still remains in the hands of the growers for sale and final export, but a general idea of its proportions may be obtained from the statement that the value of the quantity shipped, approximately 14,000 tons, would total $1,450,000 first cost, or f.o.b., including the value of the casks and export duty of 22 per cent., $550,000 additional.

Italy Leads.

In Italy the production of olive oil steadily diminished from 1879 to 1901, but the large increase which commenced with that date and has since been sustained may be gathered from the following table, which shows the average quantities in tons :

Years.	Production.	Imports.	Exports.
1879-1883	305,100	5,670	75,220
1886-1890	228,300	4,280	54,870
1891-1895	222,900	3,760	52,410
1896-1900	160,200	11,110	47,080
1901-1904	241,400	12,900	44,960

Although it is a rising industry its development in Italy is slow, owing to the fact that the soil and climate in that country are not conducive to the production of the raw material. The principal centres of production are in the provinces of Guylie, Sicily, Campania, Calabria, Tuscany, Rome, Marche Umbria and Liguria. There is no doubt that a certain proportion of seed oil is used to adulterate the pure article and cases where olive oil has been adulterated with cotton-seed in the United States and then shipped back to Italy, are not unknown.

The Situation in Spain.

Owing to the failure of the olive crop of 1906, the value of the oil exported from Spain amounted to only $4,135,748, as compared with $8,650,002 during 1905, the respective quantities being 18,893 and 34,228 tons. The increased prices, both in olives and olive oil, atoned in part, for the 30 or 40 per cent. shortage in the crop.

In 1905 the sale of olive oil to the United States from Spain amounted to 7,598 barrels. In 1906, 75 barrels represented the total exports to American houses. Consul D. R. Birch, of Malaga, in the course of a review of the olive oil trade for that district, says : "Extremely dry weather during 1905 and most of last year brought the crop of 1905 to such small proportions that most of the oil pressed was put to home consumption, while the yield of 1906 was the smallest for twenty years. The month of January is usually the busiest for the olive oil exporter, but in the opening month of 1907 the trade was at an absolute standstill. High expectations are, however, entertained for next season's crop."

The Outlook in Greece.

The olive oil yield of the entire Peloponnesus for 1906 was 50 per cent. lower than for the preceding year, but in making this comparison due allowance must be made for the fact that the crop of 1905 was an exceptional one, and that the year 1906 was unfortunate in two respects : First, because the month of May, the period when the olive tree is usually in full blossom, was cold, blustering, and altogether unseasonable, and, secondly, because nature seems to have provided a method of her own to preserve the trees from exhaustion by almost invariably following a very prolific season with a much reduced crop of olives for the succeeding year.

In 1905 the wholesale price of olive oil was about 50 cents per gallon, in 1906 it was over 75 cents. The large quantity of stock left over from the preceding year, prevented the further rise in the cost which would undoubtedly have taken place had there been no such surplus.

Notwithstanding the prohibitive prices considerable quantities were shipped to foreign markets, principally to the United States, during the year 1906.

OLD MARE'S LAMENT.

Not Necessarily a Grocer's Delivery, But it May Be.

This article appeared in a Kingston paper and the pleasant humor of it is not unfamiliar to Canadian Grocer readers. It is worth while :

"I am only an old broken-down mare, full of aches and pains ; don't get enough to eat and drink, and have to work hard all day and sleep on a hard, dirty floor with enough straw or sawdust to make it uncomfortable. My driver has a heart as big as a cranberry. He uses a leather whip on me as the other kind break too easily. He whips me to make me go and the same instant swears at me and pulls me up. Of course he makes an ass of himself and is ignorant, and I have to suffer. A lot of this inhuman treatment to us poor dumb animals could be stopped if the boys in blue did their duty, but they walk in a groove and can't see over it. Their chief is too good-natured to make them do their duty and the city by-laws are dead letters. Our Magistrate Farrell is the right man in the right place, but the chief and his regiment don't give him enough to do. When I was a colt I was praised, petted, combed, groomed and well fed, and so it is with nearly every good horse, as they get old, they have to rough it. I feel thankful I have my tail left, so I can whisk the flies off. It is a cruel practice cutting off a horse's tail for style, and I hope Parliament will pass an act to put an end to it. I am told a new practice is in vogue in this enlightened age, viz., docking horses' heads and getting them stuffed for mantel ornaments, thus going from one extreme to another. Of course this is practised in high circles and must be overlooked.

"Another source of evil is pressed hay whereby the farmer is enabled to scrape up all the dirt on his farm and work it off. Who suffers ? The poor horse who has to get outside of it all. Another is bad, rough harness and wagons not greased properly. I heard the humane society was going to make an effort to organize and fight for us dumb animals, and as I was quietly nibbling my timothy last night, I thought if we had more St. Pauls in the pulpit, we would not be overlooked, and would get our rights. I wish we could form a union and get shorter hours and more hay and a holiday once in a while. Hundreds of my younger brethren are having a good time, but their turn will come. I was a high stepper, and was given apples and good things to eat, and had my nose rubbed and good things said to me, polished harness, and rubber-tired rig. Oh, yes.

"Well, I hope the society will get stronger and bring good results this year, and in every case of cruelty, I would suggest that a good, big, strong policeman use the lash or leather whip vigorously on the back of the offender. Hoping for good times to come, I will now go and try to get a drink at the fountain.—Yours truly, BAY [illegible]

EVERY GROCER CAN WRITE.

A popular fallacy, and one which we have had advanced to us often as an excuse why grocers do not send copy, is "I can't write." There never was a more mistaken idea. A man can write just as well as he can talk, and usually a good deal better. The chief difficulty in our opinion, which stands in the way of our receiving original matter, is "lack of nerve." A grocer gets it into his head that he's only a business man, that his English isn't grammatical anyway, that he's a grocer first and an author second, with a few other thoughts of a cimilar character, until he finally works himself up into being positively ashamed to let us have a look at any efforts he may have made. Just write to us as if it were a letter home. We'll do the rest.

PRIZE WINDOW DRESSING

Awards in the Canadian Grocer's April Competition—Four Cracking Good Windows.

A. Hagmeier, Hespeler, 1st.
Robt. M. Hood & Co., Nelson, B.C., 2nd.
Wallbridger & Clark, Belleville, 3rd.

These are the winners in The Canadian Grocer's April window dressing competition. For several reasons this arrangement of the awards is open to discussion. These windows are all so good and yet so diversified in plane, prepare and treatment that the judges had to go to a good deal of trouble to arrive at a decision. Not satisfied then they submitted the photos to three experts in one of the largest retail grocery stores in Canada, who were in no way personally interested, and the judgment of two of them confirmed the award.

Mr. Hagmeier's window was not awarded the palm because of its superior artistic value, but because it was an original conception, worked out in a way to give the best results. The artistic plan must appeal to everyone, but it is apparent that Mr. Hagmeier makes his window talk. It is an Easter window. Mr. Hagmeier makes his window say, "We sell flowers." He does, too. He has a general grocery store, but he makes a specialty of cut flowers, and therein he sets an example of profit-taking that might be followed by many grocers throughout the country to their great advantage. Flowers are easily obtainable by express from wholesale florists and growers at considerable distances. In many country places and small towns, such an undertaking would be considered a great boon by many residents.

Other Ideas.

But, to resume, Mr. Hagmeier makes a specialty also of confectionery, and along the front of the window and over an arch are displayed Easter confectionery novelties, which say plainly, "We sell confectionery."

In the centre of the window-floor is an unobtrusive, but sufficient display of commercial eggs, which says, "This is a grocery."

The window was dressed by L. G. Hagmeier, and another example of his work will be found in the confectionery department in this number. The framework for his displays he designs and makes himself.

Among the Rockies.

Robt. M. Hood's window, also for Easter, was dressed by D. C. Wilson, whose picture appears on another page. The critic's first exclamation when he looked at the photograph was, "He's got a whole grocery store in his window." Every one who saw the photo, however, was agreed that to show so much and preserve neatness and artistic value required very superior window dressing ability.

Mr. Wilson's detailed description of the window follows :—

"The window is divided in two by a glass partition. The left half during spring and summer months provided for a green grocery and fruit display ; the right half for a general grocery display.

"The idea of the Easter trim was carried out so that one division would not detract from the other; in fact, to make separate displays and serve a utility purpose as regards left half and at the same time harmonize the whole.

"Consequently the background is not in balance, but what it lacks in that particular was made up in utility.

"The left half showed a nice selection of olives, pickles, jams, preserves, marmalade and honey, the circle of preserves in centre topped with a silver fruit dish filled with oranges, apples, table raisins and bananas. In front of the shelf a row of wire baskets lined with green or white crepe, showing an assortment of fruit : apples, oranges and lemons.

The shelf had a palm in centr, also platters of lettuce spinach, rhubarb, celery and asparagus. This shelf served a utility purpose, as it could be reached from back, green stuff taken off, fresh goods taking its place. Some of our greens arrive during the day.

The Grocery Half.

"The right half of front showed the latest breakfast food (or fad) appetizers flanked with McLaren's jelly powders and extracts, and a few fancy boxes of chocolates. Behind a display of canned fish, lobsters, sardines, etc., semi-circular pyramid in centre broken to display silver fern dish with sword fern.

"In line with the fruit display, a row of Humpty-Dumpty egg crates, top row filled and pyramided ; background of Aylmer tomatoes, topped with olives in graduating sizes ; centre, Acacis palm ; side wall a large Bovril picture (en situ) to partly break view pyramids of Golden Gate coffee, topped with palm.

"Interspersed in both divisions were cut glass vases filled with choice hyacinths, narcissi, single and double daffodills.

"The arches were wound with green crepe and trails of Easter lilies. The top of the partition had fancy green crepe covering, on top trail of Easter lilies to front, down each side and along the front of window.

"Base of window was covered with white crepe. The decorative idea

WINDOW COMPETITION—G. Hagmeier, Hespeler, First.

carried out was entirely for color effect, green and white predominating and the orange color brightening up and was actually successful enough to elicit the remark from the local papers, "A fine, artistic display.'

"The utility idea carried out was for a seasonable display and a selling window,"

Contrary to Theories.

Modern window dressing theories are opposed to too great intermingling of goods. If each division of this large window were sub-divided into two or perhaps three sections by mirrors, small lattice screens or otherwise, and a display of some particular line made in each the effectiveness of the window would be immensely increased. So said the experts.

A Fine Third.

One of the judges would have awarded the palm to the Wallbridge & Clarke window, and all were agreed that it was an excellent display, conveying a distinct idea of fruits and showed very effective treatment of the narrow space allotted to it. However, we are inclined to think a majority of our readers, could a vote be taken, would agree with the judges, Here is one criticism made. The pyramid of fig boxes should have been topped with glassed figs or some fig preparation and not by a different fruit, such as a pineapple.

The Canadian Grocer correspondent in Belleville says :—

"This is the same firm that won the fourth prize in the recent contest for honors held by the Bovril company. The firm's windows are dressed under the supervision of Arthur Wallbridge. This one is meant to impress upon the public 'spring needs,' and the work was productive of good results. It was certainly very tempting, and many sincere expressions to that effect were heard. The window consists of bananas, oranges, pineapples, dates, figs, lemons, white clover honey, preserved ginger, olives, marmalade, jams and jellies, preserved fruits, Maraschino cherries, Bar-le-Duc jelly, calves' foot jelly. These are all of the finest grades of goods and is it any wonder the window could not be passed without a word of admiration?"

Something Striking in Canned Goods.

The canned vegetable window of Dillon Bros., Halifax, dressed by C. B. Marsden, was not judged for a place within the money, since there were only three prizes, but everyone to whom the picture was shown was immediately impressed with it as an exceptionally effective display of canned goods. It certainly deserves special mention.

WINDOWS THAT CATCH BUYERS.

Picnic camp scenes are always in order as window exhibits during picnic weather. The great point to be borne in mind in making such exhibits is that the appeal is made not only to picnickers but the general public, the camp scene merely affording an opportunity for the exhibition of certain food products in a way to create an appetite for the goods and a desire to buy. We always prefer the exhibit that holds the buying stimulus. The window display that amazes, startles or charms the spectator, without making him say, "That looks tempting ! I'd like to have some right now !" is a display that we have little use for. It has its uses, no doubt, but we know of better exhibits. As every week in the year ought to tbe made an "eating week" for the grocer, so also should every exhibit in the window be a make-you-buy exhibit.—The Merchant and General Storekeeper.

SIX RULES FOR THE CLERK.

1. The first requisite is to look cheerful ; always greet customers with a pleasing smile.

2.. Don't ask, "Ate you waited on ?" Remark politely, "Something you wish, madam ?" or "Can I assist you, madam ?" Never address customers as follows : "Something you want, lady (or gentleman) ?" Always address a customer "madam" or "sir."

3. Don't ask a customer who has purchased one item, "Is that all ?" Such remarks have a tendency to make a purchaser feel cheap and to think that we are unappreciative. Address such customers : "Is there anything else you wish ?"

4. Don't allow any person to attract your attention (excepting when we are very busy) until the customer you are serving receives her package and change. Always give the customer a gracious smile, and "Thank you ; please call again." These attentions are expected by customers and are appreciated.

5. Explain to the best of your ability the merits of the goods, and at all times show your willingness to help the customer to decide on the article that will prove the most satisfactory. When a customer points to an article and asks, "What is that ?" don't reply in an abrupt manner, "Breakfast food," or "Biscuits." Be more explicit and say that it is Consumers' Biscuit, at the same time stating the price and other information pertaining to the item referred to.

6. Persistent application to your duties, cheerfulness, with a pleasing smile and willingness to cater to the wishes of all patrons, are the most essential elements to bring success to the salespeople and to insure an increasing clientele for the store.—Retail Grocers' Advocate.

WINDOW COMPETITION—Robt. M. Hood & Co., Nelson, Second.

BEST INVESTED HOURS ARE IN THE WINDOW

VIEWS ON THE VALUE OF DISPLAY.

By an Experienced Traveller.

(No other man is so advantageously situated as the observant and thoughtful commercial traveler for arriving at an informed opinion of the relative value of retailing methods. A representative of The Canadian Grocer, speaking with B. E. Miller, of the Red Rose Tea Ontario staff, the latter expressed some views on window-dressing. He was asked to put them in the form of an article for publication. He has done so after a good deal of urging, and the article, though short, is well worth while.—Editor.)

Goods well shown are half sold.

To the casual observer this statement appears rather meaningless and far-fetched, but if we stop and look around us we will see that it carries more weight than we would at first expect.

The largest and most successful retailers in both Canada and the United States devote a good deal of their time and thought as to ways and means of properly displaying their goods. Not only is this so, but they go still further and set aside a substantial cost appropriation to be used exclusively for fixtures, salaries, etc., in connection with the carrying out of their plans.

Possibly you will say, "This is all very well for the large city stores, but doesn't apply in my case." Let us see.

How many times have you purchased a hat, necktie, a pair of shoes, etc., from having seen them attractively displayed in some window as you were passing along the street?

Dillon Bros., Halifax—A Capital Canned Goods Display.

How many times have you bought goods that you would not otherwise have purchased because the salesman displayed them to good advantage as regards quality and price?

Could you imagine a traveler successfully introducing a new line of goods without having a proper line of samples to show the prospective buyer?

From these examples I think you will agree that what I have said applies not only to the large retailers, but to retailers in general.

The question at once arises as to what are the best means of displaying the goods?

There is a diversity of opinion as regards this, but it is pretty generally acknowledged that the "window display" is the best.

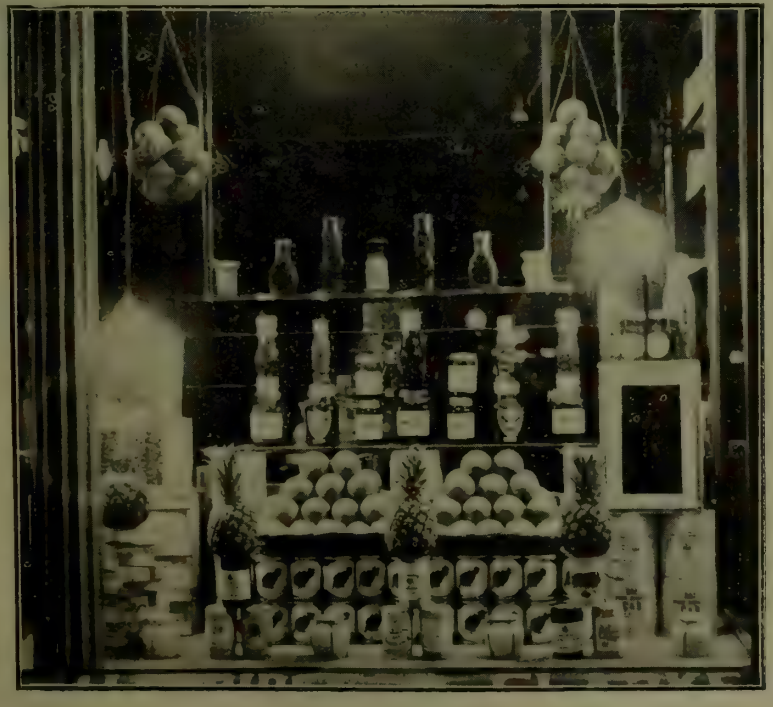
In fact the art of window-dressing has become a well-paid profession.

By showing your goods in the windows you not only reach your regular customers but the public in general, and will thus both increase your business with old customers and probably make many new ones.

The mistake is too often made of putting too much in the window. Better put a few articles in and arrange them tastefully. If it is possible, make your goods appeal to the appetite as well as the eye. This can be done by either card suggestions or association with other goods.

Windows should be dressed at least once a week (twice is better) or if you have two windows, dress alternately, say, one on Wednesday and one on Friday, as it always gives the store front a fresh and clean appearance.

If you have a clerk with a taste for window-dressing help him cultivate it and you will soon find that instead of his time being wasted, the hours spent in the window are the best invested hours of the week.



WINDOW COMPETITION—Wallbridge & Clarke, Belleville, Third.

BRACE OF BUSINESS-BRINGERS

A window display that attracted more than ordinary attention in Toronto lately is one installed by Wm. J. McFarland, on Queen St. East. Its chief claim to special recognition lay in the peculiar aptness of its appearance. We regret that we are unable to show a cut of the display, but the somewhat flat arrangement did not lend itself as readily to photography as it does to description.

The window was put in with the direct intention of stimulating the demand for certain brands of condensed milk, the idea being exceptionally well fitted to pull results because of the severity of the milk famine due to a difference between producers and city dealers which was then at its height. The background of the window was draped with black cloth, against which the white tins showed up to the best advantage. In the centre of the window was a "stake and rider" fence, enclosing a space of a few feet covered with green paper to represent a grass field. Within the fence browsed two very good imitation toy cows, and all round the outside were arranged little pyramids of condensed milk and cream, of two or three different brands.

The words, "Ready for the Milk Famine" were prominently displayed on a card set immediately behind and above the field, and Mr. McFarland told The Grocer that his sale of condensed milk was increased from five to six hundred per cent. solely through the attention which the display attracted. He sold milk to scores of people who stopped to pass some comment or to inquire the price, and who had never been in his store before. He sold so much that he had to draw upon the stock displayed in the window in order to supply the demand and when The Grocer last passed that way it looked as if there was going to be a condensed milk famine before the day was out.

About a month ago Mr. McFarland put in a pork and beans window which was declared by many travelers and otner competent judges to surpass anything they had seen in the city for months. The entire floor-space was thickly covered with white beans, except for a space enclosed by a wooden fence (identical with that which later did duty for the cows), within which several white china pigs disported themselves to the very tangible profit of their owner and the delight of every child in the neighborhood. A card with the statement "Well fed are those who eat Clark's pork and beans" was included in the display, and out of curiosity Mr. McFarland counted the number of people who in five minutes stopped to smile at the window or make some remark upon it. The tally was more than 50 in five minutes. Effective groupings of the cans was of course a prominent part of the display.

At the time this window was put in there was little or no demand for pork and beans, the season being practically over. The time consumed in its arrangement was not over two hours, and for many days after it was removed the demand which it created for the brand shown was well sustained in spite of the fact that the season for its consumption was virtually at an end.

The preparation of these two window displays was no easy matter. The greatest difficulty was experienced in finding toy cows and pigs suitable for the purpose. Mr. McFarland bicycled all over Toronto before he found anything that satisfied him. The trouble was more than justified by the results, but the latter were by no means exceptional and are at the command of anyone who will study what is undoubtedly one of the most important departments of the retail store.

ATTRACTIVE PROVISION WINDOW

For the past eleven years, Mr. Chas. Barber has been head clerk for J. & A. McHardy, wholesale and retail pork packers. During that time he made many warm and true friends, and learned the packing business and retail selling of pork from A to Z.

About ten months ago, Jos. O'Mara, of Palmerston, started a branch store on Quebec street, Guelph, wishing to have a share of the very profitable pork business done in that city. At first there was a tremendous rush, but soon it cooled off, and in the course of three months he had no less than three different managers. At last he secured the services of Charles Barber, who has since that time conducted the business. Mr. Barber did not start off with a big splash, but has quietly and continually worked his way into the favor iof the public. They have at present as clean and neat a pork store as you would find anywhere, not excepting Toronto, and supply the O.A.C. college, Macdonald Hall, and other large institutions.

The illustration is a photo of their window. It may give grocers who desire to run a provision counter an idea as to how to dress an attractive cooked-meat window. Hams are displayed on platters, decked with parsley, and ever-

An Attractive Provision Window—O'Mara's, Guelph.

greens. Mr. Barber uses a fine large Eureka refrigerator, marble counters, computing butchers' scales, and the trolley system of hanging hams and bacon. The walls are done in white tiling. In fact, everything looks clean and appetizing. Mr. Barber married shortly before taking over the store's management, and in his eleven years of apprenticeship saved and invested his money to good advantage.

A MAPLE PRODUCTS' SHOW.

Albert H. Nigers, clerk for H. T. Barker, Stratford, has sent to The Canadian Grocer, a pen-and-ink sketch of a maple product's window, and it is here reproduced. He says : "This window has been the means of booming the sale of maple syrup and maple sugar for us." His description of the details is as follows :

Maple Products Show—H. T. Barker's Window, Stratford

"Trees of maple branches, with cross-pieces nailed and then fastened to floor with two nails.

"Taps were made with cardboard centres, that are used in large spools of twine.

"Ground, white sheet batting, to represent snow, troughs of wooden boats used for lard. Fire underneath cauldron was of small twigs thrown carelessly over red crepe paper. Background curtain of Turkish red."

When in doubt change the window trim. You can't miss it by doing that.

THREE GOOD WINDOW DRESSERS AND THEIR WORK

The Successful Competitors in the Grocers' Xmas Window-Dressing Contest.

Good resolutions, like good pie-crusts, are easier to break than to make, and when many months ago we formed an inward resolve to publish, at an early date, the photographs of the winners of our Christmas window-dressing competition, together was as much of their past lives as seemed fit for publication, we honestly intended to live up to it. The delay but adds to the attractiveness of this special number of The Grocer.

To those who are more or less initiated into the mysteries of its composition, mysteries which are far less impenetrable than many would have us believe, there is something irresistibly attractive about a well-dressed window. Old-fashioned grocers, men who have been merchants for so long that they are little better than machines, and rusty ones at that, are still occasionally met with. These are the men who, having failed to move with the spirit of the times, consistently refuse to adopt modern methods in their window-dressing or any other department of their store, viewing it almost in the light of a crime to swerve a handsbreadth from the rut in which they live. "What was good enough for our fathers is good enough for us," is their suicidal motto, and so they potter along, self-satisfied, their own worst enemy and a useful warning to the younger generation.

Opportunity for the Ambitious.

Window-dressing, to be successful, must be studied. It is not necessarily a gift, though it is undeniable that some men seem to possess a special aptitude for it. Anyone, however, can make himself proficent in it who is willing to learn and will make opportunities for himself. Nowadays the wise merchant keeps his weather eye open for any sign of window-dressing ability among his clerks, and a man who is ambitious may be reasonably sure of a square deal from his employers. "Herein ought to be the pleasure of the work," writes Mr. Wilson, winner of the 3rd prize, "doing your best for your employer and gaining experience for yourself."

H. O. KIRKHAM, VICTORIA, B.C.

The First in a Large Field.

H. O. Kirkham, the 1st prize winner, is very modest about his achievements in window-display, and the success he has scored along these lines. By dint of ceaseless effort and enquiry, however, we have managed to dig out a fairly comprehensive life history, and we must rely upon the photograph, which we are told, is a speaking-likeness, to furnish our readers with any particulars which we may inadvertently omit.

Mr. Kirkham, then, was born in the Old Country, in Shropshire, 29 years ago, and at the tender age of ten came with his parents to Canada, and liked it well enough as he grew older to make

it his permanent home. For ten years he pursued a farm life in Saltcoats, Assiniboia (now Saskatchewan), moving thence at the end of that time to Yorkton, in the same province. A year later saw him fairly launched in business life in the general store conducted at Yorkton by Jas. L. Magrath. Here he spent two years, and in 1900 moved to Victoria, B.C., where he has followed the grocery business ever since. For the last four years he has worked for Dixi H. Ross & Co., and has held the position of chief clerk with that firm since 1905.

Mr. Kirkham has the best wishes of The Grocer and everyone connected with it for his continued success, and if the window with which he carried off the first prize in the Christmas competition represents a fair sample of all his efforts in this line, there is no doubt that he is doing his share in raising the

GEO. ROGERS AND MRS. ROGERS
830 College St., Toronto.

science of window-dressing to the level of a fine art.

A Close Second.

George Rogers, whose window captured the second prize, and who is incidentally the proprietor of one of the best-equipped stores of its size in Toronto, told us that it was more by good fortune than by design that he entered his window for the competition at all. The arrangement, he said, did not appeal to him as anything out of the ordinary, though it attracted considerable attention from passers-by. The keen perception of a friend, however, saw in the display more than ordinary merit, and Mr. Rogers was induced to have it photographed and entered in The Grocer competition. The result more than justified the good judgment of his friend, and in addition introduced us to a window-dresser of quality whom we are proud to number among our prize-winners.

Mr. Rogers, who has been a resident of Toronto for more than 20 years, was born at Lambton Mills, not so long ago that he has forgotten the date, but long enough to make him somewhat diffident about authorizing the exact figures for publication. The mere fact that he was born, however, is sufficiently specific for the purposes of this sketch.

Before he started in business for himself Mr. Rogers was connected with one store for 14 years, through five successive changes of management, "From everyone of whom," he declares, "I learnt something new." J. R. Hill was the proprietor when George Rogers started, and he was succeeded by Good Bros., and they in turn by three or four others, "So many," says Mr. Rogers, "that I have lost track of the exact number."

For five years after he had severed his connection with the last incumbents (if one may so term them) Mr. Rogers rented a store at 810 College St., where he conducted a flourishing grocery business "On a strictly cash basis," he says, "for as much cash as I could get." The modification is a subtle one, but Mr. Rogers evidently made it pay.

Last year he built his present fine store at 830 College St. His counters, fixtures, desk and shelving are all of solid oak. He has installed every modern convenience that has been invented since the flood and stands to-day an excellent example of what energy, combined with intelligence and stick-to-it-iveness can accomplish for a man who, from the outset, has made up his mind to succeed. Mr. Rogers' turnover for the first year in his new home amounted to $29,000, "And this," he tells us with characteristic opinion, "is just a hint of what I am going to make it by the end of 1907."

The Third Man Home.

D. C. Wilson, the winner of the third prize, while lacking the experience of his more successful competitors, displays a thorough knowledge of the principles of window-dressing and the different methods of their successful application. Mr. Wilson has only been seven years in Canada, having spent all his early life in Scotland, where he was born. By profession a school teacher, his connection with the grocery business extends only over the last four years, which he has spent with Robt. M. Hood & Co., at Nelson, B.C.

In the course of a very interesting letter, he says:

"No one who puts any thought into window dressing should find it any special difficulty. Rather should it be a work of pleasure. There are two rules to which I always adhere and attention to which I think makes window dressing easy and saves considerable time.

"First, always do the work after the store is closed. Day window dressing is a waste of time and the result generally a poor display.

"Second, have an idea and design thought out as suitable as possible to those goods you are going to display.

"One special line of goods makes the best display. As much as possible make your display appropriate to the season of the year. Display particularly those goods that people buy most at certain times. Never overcrowd; if you don't allow the goods in your windows to be seen it is waste of time and material to put them there at all.

"Always put in fresh goods, bright packages with clean labels, and never let your window get stale. Vary style of dressing as much as possible. Remember the window is a reflex of the store, and the first impression of the interior is often obtained from the win-

D. W. WILSON, NELSON, B.C.

dow display. I do not believe in a closed-in window. Let people see right into the store, they are sure to see something inside to interest them; the window is not the only oyster in the soup.

"I am a firm believer in trimming the back or ledge behind the background of the window display so that customers can also inspect from the inside and at close range the same goods shown in the window proper.

"Always put your best effort into the work and try to make each display better than the last.

"Keep in view the fact that a window is in for several days, and make it a selling one and not merely a filler of space.

"The more effort one makes the more experience one acquires, and by thus applying one's self to window dressing the more one learns of interior decoration, or vice versa.

"Herein ought to be the pleasure of

the work, doing your best for your employer and gaining experience for yourself.

"In conclusion, allow me to say that your articles on window dressing and store decorations, etc., ought to be read and appreciated by every clerk, and must have a very beneficial effect in that line all over Canada."

A WINDOW SAYING.

There is a sign in the window of a grocery in Fifty-third street, New York, not far west of Broadway, that is attracting attention. The sign reads this way:

"If you cannot enjoy your breakfast, why not try some of our invalid eggs from the farm?"

SOME SIMPLE RULES FOR GOOD WINDOW DRESSING

The Window is the Store Headlight.

The grocer who has a pronounced natural talent for window dressing will find the ways and means to make a pretty presentable window display, but the ordinary grocer, if he is to succeed in this branch of his work, must go out of his way to dig up information. First, however, he must be convinced that it is worth while. That the majority of grocers set a mere passing value upon their windows as an aid to retailing, the windows themselves proclaim. Just here, however, it is assumed that the importance of window dressing in a grocery store is admitted.

N. C. R. Window Display Suggestions is the name of a brochure recently issued by the National Cash Register Co. The last page contains seven suggestions for effective displays, with this fore-

Tea Room, Hudson's Bay Co's Store, Calgary.

This room was recently opened, by the company as a tea and rest room for the convenience of their customers, and has since been very well patronized.

It is situated on the second floor in front of the china section, and the windows afford a fine view of the principal business street. It is nicely furnished, and each table can be separated from the others by a dainty Japanese screen. In one corner of the room is a writing table and writing materials. There is also a telephone in connection.

Tetley's tea and Christie's biscuits are served free in this room every afternoon from three to six. The tea is served in dainty china cups, and the large number that have enjoyed a cup of tea, and the many complimentary remarks that have been heard in regards to the dainty manner in which it has been served, have demonstrated that the company's efforts in this direction have been appreciated.

word : "In order to make your window display accomplish the results you expect of it, it will pay you to consider carefully the following suggestions :"

1.

"PLAN IT. It is impossible to make a good window display unless you give careful thought and attention to the matter and plan the entire display before you start to arrange it. You would not think of placing an "ad." in a paper without giving it careful thought You should not think of allowing your store front to show less care in preparation."

The present writer had cause not long ago to observe carefully the window dressing of a grocery clerk, who had had no special training, but was greatly interested in this part of his work. His interest bespoke considerable natural ability and it was his practice to dress his windows without any planning beforehand. He was able to draw some prizes, too. This is not an argument against planning windows on the start, for the writer suggested to the clerk that he should plan his work ahead, and he adopted the hint with good results; but it suggests that there are not many rules about window dressing that can be laid down absolutely.

2.

"STUDY EFFECT. You can teach yourself how to make profitable displays in your store windows and store fronts by taking careful note of the effect each change makes and the amount of interest each arouses. Watch your crowd and see what it likes."

But supposing your changes make no effect, how are you going to learn to make profitable displays ? It cannot but be an excellent plan to observe closely the effect of your window dressing and if you are making a real effort to dress your windows, there will be some effect evident ; but window dressing cannot be studied to the best advantage exclusively at home. The grocer should go after that kind of education. The most convenient teachers are trade papers and other men's windows, but there are specialists in this line and it is worth any ambitious grocer's while to get into touch with a source of exact and specific information. This applies especially to young men and clerks.

3.

"CHANGE DISPLAY OFTEN. Variety in window display is necessary, if your window is to continue to attract attention. The same display used too long ceases to interest."

This is one rule to which there is no exception. Every grocery window should be trimmed once a week at least. It may be you want to continue to display the same line of goods. For instance, Michie & Co., Toronto, have been displaying maple syrup and sugar for two or three weeks, but one week is the longest any trim is allowed to remain.

4.

"USE SOMETHING UNUSUAL. It is the unusual and extraordinary that always draws attention. If you can succeed in working up something that is out of the ordinary line you will succeed in attracting the persons whom you wish to interest in your goods,"

That does not necessarily follow. Something sufficiently out of the ordinary would attract every man, woman and child on the street, and perhaps add little to your trade. Far be it from the writer to disparage uniqueness in display ; but it is a sound principle in grocery window display that it must make its appeal as a foodstuff ; that is, when it is groceries, and not sundries, that are being displayed. The effectiveness of a grocery window will depend upon its appeal to the observers as a foodstuff, and not as a novelty. There are general principles underlying the art of display as a whole, but when it comes to getting results, every class of goods becomes a specialty from the window dressing point of view, and the purposes of the goods must be considered. The grocery window dresser should never get away from the fact that he is displaying foodstuffs, except when he isn't displaying foodstuffs.

5.

"MAKE IT SIMPLE. Something plain, not complicated, is sure to be more effective than a great mass of stuff without a definite plan. It requires study to attain simplicity, and you can afford to spend a lot of time trying to make your display as simple as possible."

Simplicity is easily enough obtained, but simplicity with effectiveness is the mark of distinction worth going after. The rule of simplicity in window dressing is not without its exceptions. "A great mass of stuff" may be very effective and artistic, but "without a definite plan," never. In answer to the criticism by the writer that there was too much stuff in a window, the dresser replied that the window was so deep he had to build up a background. On general principles, though, simplicity is a fine aim to work to.

6.

"SHOW YOUR PERSONALITY. Your window display can be made to reflect your own personality even more strongly than an advertisement in a paper or any other kind of advertising. Window displays show the sincerity or insincerity, the honesty or dishonesty of the goods for sale."

This paragraph or a similar one is good reading for a window dresser every little while.

7.

"KEEP IT CLEAN. One of the most important points in effective window display is cleanliness. Nothing about a store repels trade more than a carelessly arranged or soiled window display. You cannot afford to have anything except clean goods and clean windows in the front of your store."

This is the golden rule of window dressing. It is the one rule to which there cannot be, upon any pretext, any sort of exception. It applies not only to the window, but to the store, the store-room, and the clerks. Grocers sometimes seem to forget they are handling foodstuffs. Would it not be a good line for a grocer to have printed some mottoes :

"YOU ARE HANDLING THINGS TO EAT."

and tack them up on the inside of the counter and other places where he himself and the clerks would often see them and the public would not ?

THE JAP'S COLLECTION LETTER.

Shugio, an ambitious young Japanese salesman employed by an importer of Oriental goods in New York, has asked so often for a chance to do clerical work in the office that last week he was told he might write letters to three persons on the firm's books to ask them if they would make some payment on their accounts.

"Go easy with them," cautioned the importer. "They're all good customers, but just a bit slow."

Two days later the importer was surprised to receive checks in full for all three accounts. One check from a well-known woman was accompanied by a sharp note, and the head of the firm hastened to find the copy of Shugio's dunning letter. It read :

"Dear Mrs. ——— : If you do not do us the extreme honor of paying all the dollars and all the cents of this accounting, which so long you have owed to our business of importing, we shall, to our regret, begin to do something that will cause you the utmost astonishment."—New York Sun.

THE REAL THING.

Uncle Josh, fresh from Upcreek, had been inspecting the family icebox.

"Henry," he said, "you told me you was gettin' artificial ice. The feller that sells it to you is foolin' you. I've looked at it, and teched it, and if it ain't real ice, by gum, I never saw any."

MAPLE PRODUCTS A NATIONAL INDUSTRY

Their Preparation, Scientific and Otherwise, with a Sermon on Purity.

Of the world's output of maple syrup and sugar, Canada supplies over three-sevenths, and but for the fact that the resources at her command are in excess of her present possibilities of realizing on them, she would be able to increase the production of that commodity five or six times.

The supply of maple sugar and syrup is confined strictly to North America, and the greater part to more or less limited areas in New England, the middle and central-western States, and Canada. In the latter country the manufacture of maple sugar and syrup has assumed a relatively high importance compared with the production in the United States, the average annual output approximating 17,804,825 pounds. The money value of that in 1901 was placed at $1,780,482. Quebec, Ontario, New Brunswick and Nova Scotia contribute the bulk of this total, in the following proportions:—Quebec, 13,564,819 pounds; Ontario, 3,912,640; New Brunswick, 207,450; Nova Scotia, 112,496, and other provinces, 7,520. The average value works out at nearly 10 cents a pound.

Primitive and Destructive.

The first methods employed in the manufacture of maple sugar and syrup were somewhat primitive compared to the modern and upto-date methods which have since been introduced, and the article was dark in color and unattractive. Moreover, tapping the trees with an axe, which was the usual method adopted at that time for obtaining the sap, proved somewhat detrimental to the preservation of the forests, and the whole modus operandi, as a fact, was wasteful in the extreme.

The sap was caught in troughs, hewn out of the solid log, thence carried in pails to the boiling-place, and reduced to syrup in potash kettles, which were any specimens still in existence, would be a curiosity at the present more enlightened time. Compared with the cleanly, sysmatic and time-saving methods which the modern manufactures now employed, these rough-and-ready ways of our ancestors seem extraordinarily primitive and unprofitable. But it is not altogether outside the bounds of possibility that a few years hence our children will be laughing at what we now consider modern, even as we ridicule the efforts of our fathers.

The cost of equipping a sugar bush with a modern outfit is to-day a matter of considerable trouble and expense. A sugar-house must be built and supplied with sap-holders, evaporators, skimmers, syrup cans and other appliances, while the necessary materials for gathering the sap comprise buckets, spouts, pails and gathering tank, to say nothing of a pair of horses or yoke of oxen harnessed to a wooden-shod sled, to draw the gatherink tank around when collecting the sap.

The trees are tapped in February or March, the sap collected in buckets attached to the tree through a spout inserted just within the sap wood and then

MAPLE PRODUCTS—Gathering Sap.

poured into the gathering tank through a double strainer fastened to the cover. The sap is strained three or four times during the course of handling to eliminate all impurities and foreign matter.. The boiling in the sugar-house is done as soon as sufficient sap has been gathered to keep the evaporator in operation. The sap as it comes from the tree contains but a small percentage of sugar. As the process of boiling goes on and the water evaporates, that percentage gradually increases, first, to the point where the sap becomes standard syrup; second, to the point where it reduces the sap to the consistency required for soft or tub sugar, and finally to the point where it reaches the consistency of hard or cake sugar.

The exact points at which the sap becomes syrup, tub sugar or hard sugar are dtermined by an instrument called the saccharometa, and by the thermometer. The former is used exclusively for syrup. The latter for syrup, tub sugar and hard sugar.

Canning Maple Syrup.

Opinions as to whether maple syrup should be canned hot or cold to obtain the best results and the most economical methods to adopt in each case, differ widely among the best sugar makers in Canada. The chief advantage of canning the syrup cold lies in the fact that a greater net weight is obtained by doing so. A gallon can filled with hot syrup, boiled at a temperature of 219 degrees, will not weigh over 12 1-2 pounds, whereas the same can filled with cold syrup will weigh 13 pounds 2 ounces net. If the syrup is canned hot at high temperature, it will shrink as it cools and allow a vacuum to form between the top of the syrup and the top of the can. This is to be avoided, for two reasons:—First, the quality of the syrup is liable to be impaired through fermentation, a crystallization setting in, and the purchaser will feel that he has been defrauded in not getting a full gallon of syrup.

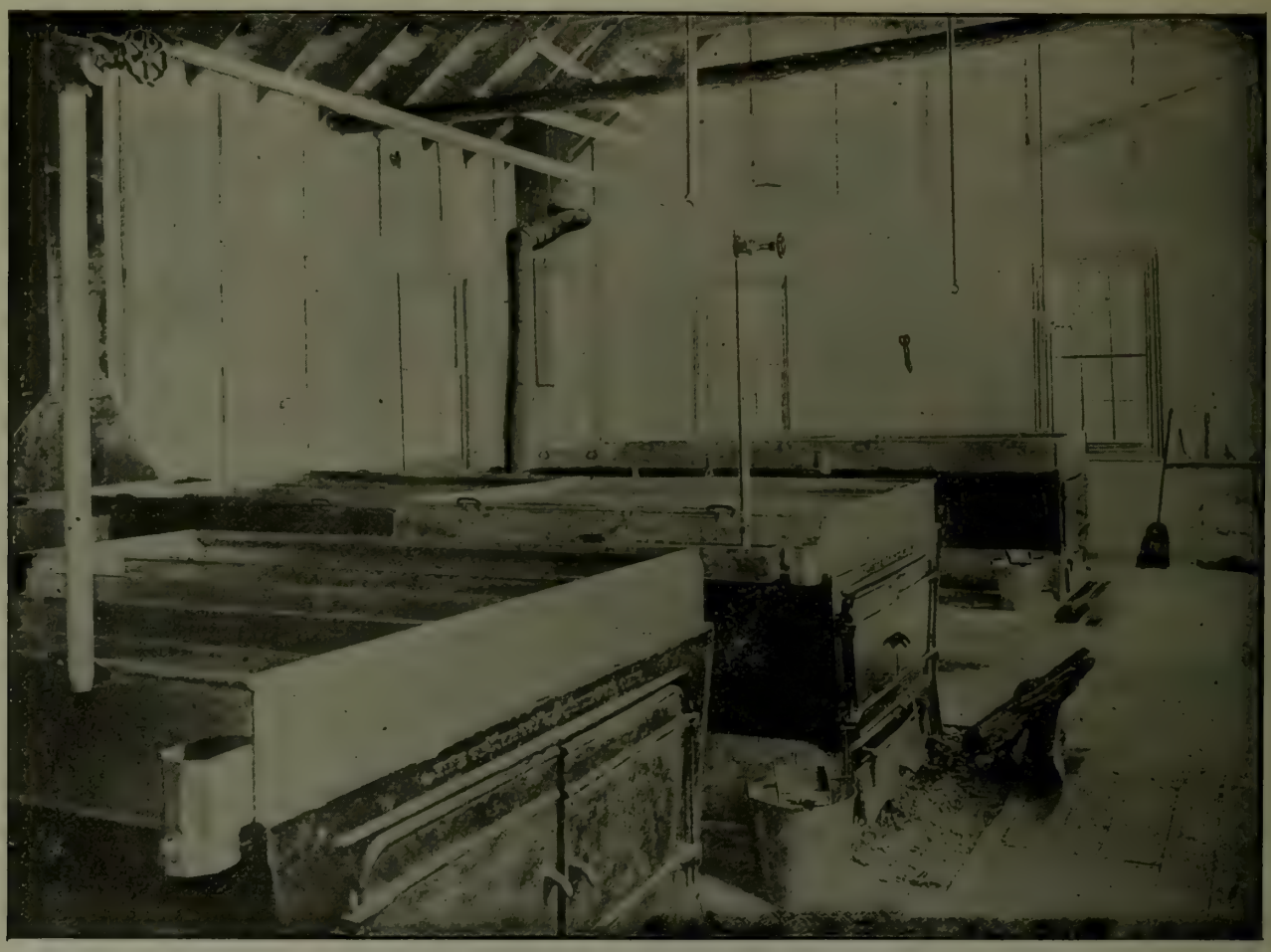
A taint of rosin or acid is occasionally noticed in maple syrup, but this does not necessarily cast any reflection upon its purity It arises from the insufficient cleansing of the syrup cans before they are filled. They should be thoroughly rinsed with boiling water to get rid of all unpleasant flavors of the materials used in soldering.

A combination of malic acid and lime, called nitre, or "sugar sand," is found in all maple sap. The quantity varies, but generally increases as the season advances. The nitre accumulates at the bottom of the settling can, but is not drawn off with the clear syrup, or allowed to go into any syrup cans intended for market by the manufacturer who wishes to make a reputation for the purity of his products.

Purity—First, Last and All the Time.

The demand, being many times in excess of the natural production, has led to the "manufacture" of an article of commerce in which the pure maple product pays a very inconsequental part. Some authorities assert that sugar refiners make much more sugar and syrup, labelling it "maple," than the entire natural production; that the refuse sugar of the real maple enters into the artificial combination of glucose, cane or beet sugar, and chemicals—to a very large degree creating a ready market for black American and Canadian sugars, and the "late runs" of the maple sugar-producing sections of both countries.

The very best maple sugar syrup must be produced to satisfy the consumer. It must be of a delicate, clean maple flavor, perfect in texture and of a high grade. The increased demand during



MAPLE PRODUCTS—Interior of a Model Sugar House.

the last few years for such an article gives every assurance that the public is ready to pay a higher price to obtain it, provided they can do so under a guarantee of its absolute purity.

There is no doubt as to the superiority of the pure maple goods over mixtures of maple syrup and sugar with other sugars and ingredients, but the latter are sometimes so attractively put up, and the difference apparently so slight, both in the labelling and in the contents, that the ordinary consumer who purchases it, unless quite accustomed to the nice delicate maple flavor of the pure maple goods, cannot detect the presence of any "artificial flavor" The sale of these adulterated goods, if their character is not clearly indicated on the cans or packages, hinders the trade in pure goods, discourages the producer of the latter, and at the same time defrauds the consumer by tempting him to purchase a misrepresented article For the protection of the merchant and jobber against handling maple goods fraudulently marked, the Adulteration of Foods Act provides a "Form of Warranty," to be signed and forwarded with each shipment of syrup or sugar by the producer or manufacturer who actually cans and labels the goods, so that in case an officer of the Inland Revenue Department purchases a can of syrup or cake of sugar for analysis, and finds the same to be adulterated, the merchant or jobber can hand to this officer the "Form of Warranty" signed by the manufacturer, and he, the merchant, is immediately released from all responsibility In case the merchant does not hold this "Form of Warranty," he is liable to the fine imposed should his goods be found to be adulterated.

Output Can Be Doubled.

In an address delivered before the Pomological Society of the Fruit-growers Association of Quebec in December, 1906, Mr. Goddard, a prominent member, said:

"In the year 1900 there were manufactured 17,000,000 pounds of syrup and sugar with not more than 10 per cent. of the maples worked. To-day I estimate there is about 15 per cent. tapped with a much larger output and if stringent laws are enacted and rigidly enforced to prevent the adulteration of the same, I predict that in ten years, the output will be nearly doubled. It seems a pity that more so called maple syrup and sugar is manufactured in the cities of Toronto and Montreal, than is made by all the farmers of Canada combined, but what steps are to be taken to prevent this state of affairs? It is only within the last two years that the presence of granulated sugar could be detected, when mixed with maple, and the credit of this discovery is due to our neighbors to the south of us who are our leaders in this industry and who have placed very strict laws on their statute books regarding the adulteration of maple sugar and syrup

Should we not form an association of the sugar makers of Canada and ask our government to pass a law as strict as that in force in Ohio, on this industry, thereby securing it for the farmers of Canada and giving to the lovers of maple goods a guarantee, that whenever the word maple is found on a package of sweets, it is genuine."

For permission to use the cuts reproduced in this article and for much of the information contained therein, we are indebted to the department of agriculture at Ottawa.—Editor.

MAPLE PRODUCTS—An Outfit Having a Boiling Capacity of 420 Gallons of Sap Per Hour.

THE PECAN NUT.

Increasing in Favor—It Grows Where Cotton Will—Related to the Walnut.

It is astonishing how few people there are who know what a pecan nut is, and still more surprising to realize that there are very few who recognize differences in quality or varieties, and who really know that there is nearly as much difference in the flavor of pecans as there is in the flavor of different varieties of apples. The wild seedlings may be thick shelled, bitter and astringent, whereas the cultivated forms are thin shelled, rich and delicate in flavor and texture. For many years the markets of the east have received and have consumed considerable quantities of the seedling nuts of Florida, Louisiana, Mississippi, Texas and other regions where the pecan is indigenous. These nuts range from good to very indifferent and poor. They all present

the same polished brown exterior in the grocer's window, but vary greatly in the quality of their meaty contents.

The United States is a good deal of a nut eating country. Something over $5,000,000 worth of nuts are imported annually On the other hand they only export about $30,000 worth. This export quantity is largely made up of English walnuts grown on the Pacific coast, and perhaps a few pecans from the south. It is interesting to note that as the pecan has become known in the east its consumption has increased, and with increasing consumption have come also higher prices. Less than ten years ago ordinary nuts could be bought for five or six cents a pound. These nuts, which were then used by nurserymen for growing seedling stock now bring from eight to twelve cents a pound. There is a still greater advance in the price of the really edible varieties. Where formerly they were sold for ten cents, they now bring twenty and thirty cents, while the propagated varieties sell up to fifty and sixty cents, when a private and personal trade is established. There is no question at all that the pecan is one af the coming nuts, and is bound to be a leader among fruits of the future.

As a fruit it possesses the important quality of being non-perishable within reasonable limits. Cold storage is not a factor, and transportation facilities are of relatively small importance.

This tree, which belongs to the walnut family, and is known technically by the name of Caryaolivaeformis, or, more lately, Nicoria pecan, has quite a wide distribution in the United States. Naturally, it is distributed more abundantly on the rich, alluvial bottoms of streams than on the higher lands. The pecan runs as far north as Southern Iowa, and as far west as the Colorado River, in Texas, extending southerly to Central Georgia. Roughly speaking, we may say that it occupies practically the same area as the cotton plant, although it can be grown farther north.

A MISUNDERSTANDING.

Tarantula Tom—Why did Bill plug the tenderfoot ?

Lava Bed Pete—It all come o' Bill's distressin' ignorance o' legal terms.

T. T.—How 'uz that ?

L. B. P.—Well, Bill owed the shorthorn some money, an' was sorter slow about payin'. So the stranger writ him a letter sayin', "I will draw on you at sight." An' Bill thought that meant a gun-play ; so, when he meets up with the stranger he draws first. It was a misunderstandin'.

THE GROCER AND HIS HOUR OF DISCONTENT

An eulogy pronounced by C. W. Coumbe of the Tea and Coffee Trade Journal.

Perhaps the greatest source of discontent with the retail grocer is the monotony and humdrum that in some stores accompanies the daily routine. But discontent once entering the retailer's heart is a cancerous enemy whose growth is not only steady, but usually proves fatal.

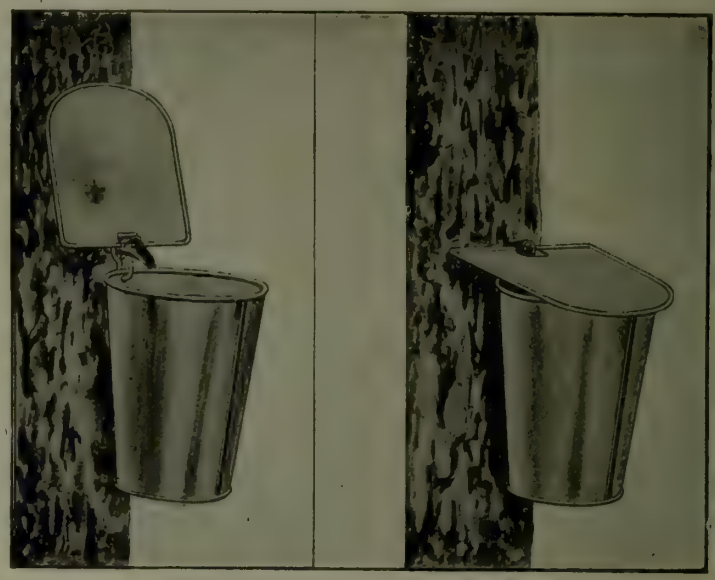
"Love for one's business" is the maxim preached as the mainspring of success by the successful. Failing in ambition, the merchant must shake off the lassitude that accompanies the first symptoms of despondency. The cure for the malady is at hand and lies not only within the retailer's reach, but is really within the realm of his solemn duties.

Let him open his ears to the comments on successful rivals. Let him put on his hat and coat and visit the lively stores of those who are achieving that success he is longingly but impotently dreaming of. Nothing is so stimulating, so contagious, as success. A visit to the busy stores of successful grocers will revive the sinking soul of any despondent member of the trade with its tonic.

He will first note the contrast, he will next compare methods, he will then absorb new ideas. And he will leave his competitor's threshold with resolves and plans that will twist his despondent vision into channels so full of enterprise and hope that his store will soon blossom forth the brightest and liveliest of his section.

Stimulus, an incentive, also is required to pin his life's work to his trade. "Only a grocer" entering the mind, soon brings "but a waste of time" to lag his steps. An ideal is needful to bring a man's activities up to top-notch. The Philistine says : "We can't eat a meal without interviewing our grocer. You can omit the preacher, waive the lawyer, but you'll have to send for the doctor, unless you deal with the right grocer."

What greater mission on earth than that of the honest grocer ? The minister from his pulpit propounds, the writer sets forth in printed words, but the self-respecting grocer practises those humanitarian rules that raise the health and vigor of his neighbors, so that their lives are pure and their work enjoyed. Truly, a position so honorable would be hard to find in the professional ranks. Deeds, not words, are his part in life—the dealing out of that which produces and sustains human health. Physicians and teachers are praters, the druggist a useless member in our community when the grocer—the broad-minded, ambitious grocer—knows, carries out and respects the maxims that are inherent in the life of the purveyor of our daily food and drink.



MAPLE PRODUCTS—Tin Bucket and Cover.

SOME SUGGESTIONS FOR STORE INTERIORS

More and more every year the grocers throughout Canada are giving attention to the improvement of the appearance and arrangement of their store interiors. This development comes naturally with the growth and increasing wealth of the country. There are now firms making a specialty of this work. One of these, the Walker Bin Co., was asked for an illustration of what they would submit as a suggested model for an average grocery. They courteously responded, and the accompanying cut is the result. The object aimed at is the maximum of utility and convenience in a minimum of space, without the appearance of overcrowding.

The wall cases throughout are 54 inches high, and are surmounted by shelving 42 inches high, making the height of case over all, 8 feet, being a convenient height to be reached without the aid of a ladder. The counters are of standard height, 37 inches, with top 28 inches wide.

The main wall case immediately behind the counters is fitted with barrel capacity bins for cereals, etc., tea and coffee bins, with capacity of half a chest of tea, and in the centre a nest of twenty spice bins, with bevel plate mirror fronts. Following the main wall case and running back to the refrigerator is a section of open wall case and shelving to correspond with the main wall case. On the opposite side of the store is a section of wall case with three rows of medium-sized full glass display bins for all lines of smaller bulk goods and for fancy biscuits. Following this is a section of wall case and shelving enclosed with sliding panel doors in the base and sliding glass doors above. The main counters are equipped with two rows of full glass display bins in front and in the rear shelf space for goods that sell on the "brand" and do not require to be displayed. The small cross counter toward the rear of the store in front of the refrigerator is for the handling of butter, cooked meats, etc.

It will be noted that while the shelving is low in order to secure convenience in the handling of stock, ample provision is made for shelf goods in the open wall case and shelving, and in the rear of the counters, in addition to the regular shelving above the wall cases.

The specifications of sections shown in the cut may be modified in the height and bin equipment of wall cases, of which there are three standard heights, viz., 37, 42 and 54 inches, with shelving of required height above; and bins of different sizes may be grouped to provide the greatest convenience for the particular business to be served. With the exception of spice bins, which have bevel mirror fronts, all of the bins are fitted with glass display fronts, thus providing for clean and attractive display.

Another quite different proposition are the illustrations over the page, showing the interior of R. H. Stewart's store, 599 Sherbourne street, Toronto. This is undoubtedly one of the handsomest grocery fixtures in Canada, and while not submitted as appropriate for the average grocery, it shows what the grocer in Canada is doing. These fittings were installed by Jones Bros., Toronto.

Suggested Interior Fitting for Average Grocery.

"A real salesman is one part talk and nine parts judgment, and he uses the nine parts judgment to tell when to use the one part talk."

WHY MERCHANTS FAIL

Many things to do and Some to Avoid in the Retail Grocery Business.

By Albert Armstrong in "Modern Methods"

Under the caption, "Why Merchants Fail," George Brett recently gave in the Chicago Tribune a list of reasons why merchants fail. The reasons were obtained from one of the largest wholesale dealers in Chicago. They are:

Insufficient knowledge of the real value of merchandise.

No inborn trading instinct.

Extravagance, i. e., no natural gift of economy.

Reckless price cutting.

Poor advertising.

Lack of neatness, order, and attractive display.

Inattentive, incompetent help.

Failure to include all fixed charges in figuring the costs, such as freight, dray expenses, etc.

To the reasons mentioned above must be added the failure of many retailers to turn over their stock quickly.

Nearly all of the big wholesalers in Chicago admitted that modern conditions demand a quicker turnover of stock. One sales manager stated his views as follows:

"It stands to common sense that if a woman goes into a country store and sees some goods that have just arrived neat, fresh, fashionable, and tempting, she will be unable to resist buying them if she has the necessary money to make a purchase. It pays a storekeeper to buy frequently new goods in small quantities—the oftener the better.

New Goods Tempt Customers.

"The clerks get tired of looking at shop-worn goods, which have been in the establishment many months, not to mention the feelings of the customer. It doesn't pay to buy a stock of goods which cannot be sold readily. It's far better to make a small profit three times in six months than one large profit in that time. But of course if a man ties up all his money in a big purchase of goods which goes slowly at a large profit he is not in a position to do this."

The small retailer can take a leaf out of the ad of the big State St. stores to advantage. Everlastingly the big stores tempt the appetite of the people with goods of the latest style. When goods get a little shop-worn or a trifle out of date there is nothing surer than that the knife is unsparingly used to cut prices to a point which will force the undesirable stock out of the store. People who doubt the genuineness of the big sales don't realize the fact that there are reasons for making bargain prices—not fictitious trumpery reasons, but honest, logical reasons.

Fixing the Margin of Profit.

Wholesalers are of opinion that the majority of small storekeepers do not know how to "merchandise." By "merchandising," of course, is meant the fixing of prices at a level which will cover all expenses and charges and leave a fair margin of profit for the merchant.

The sales manager for a big jobbing house stated that forty out of a hundred retailers forget to figure in the selling price of an article a percentage which will cover the loss they made when they sell the portion of the goods which becomes out of date or shop-worn.

HOME RUNS ON ADVERTISING.

Hit hard.

Love taps for babies.

Don't muse—enthuse.

Tell the truth—and tell it hard.

Don't be mysterious—you're not ashamed of your goods.

Plan your campaign—choose your mediums—grit your teeth, and get into the game.

The advertising of most retailers, it is admitted, is at least 100 per cent. better than it was a few years ago. The main fault with the country advertiser is that his publicity is apt to be unsystematic.

One of the best known wholesale clothing firms in the country, who maintain a special advertising service for the retailer, expressed their views as follows:

Advertising Must Be Systematic.

"From the standpoint of publicity the reason why so many retail clothiers do not do more business is because they have no prearranged plans for putting out their advertising. It is too often a hand too mouth game.

"It stands to common sense, that if a retailer outlines a campaign his efforts will be much more likely to bear fruit, because they have been matured by careful study and close thought as to the best course of action. It is foolish to rush into print on a decision based on the impulse of a moment.

"When business is good in season, a great many retailers figure they do not need to advertise. When trade is dull they say, 'Nobody will buy, anyway, so what's the use of advertising?' A great many of them have one or two big, flaring announcements during the season and then forget all about publicity.

"Want of steady, judicious advertising often causes retailers to have a much larger stock of goods on hands than is necessary. Frequently they make a large loss through selling 'late season' stock at a forced sale."

From one-half to 5 per cent. is the usual percentage of money expended by country retail stores for publicity. Generally, however, it ranges from 2 to 3 per cent. with the majority.

Methods of State Street Store.

The amount of science and system infused into the publicity of a large State St. store in Chicago may be gauged from the following statement made by the head of their advertising department:

"We aim to reduce advertising to an exact science. Every morning I have laid on my desk a report of the sales of each department for the preceding day. This indicates just what results have accrued from the advertising put out. The report in question also gives the sales for three years back of corresponding days for the same month.

"I know exactly what amount of money it costs to sell certain lines. A man is employed to do nothing else but figure up the space it costs to advertise distinctive lines. And when goods are costing more than a certain percentage to sell there's a row about it. It's evident there's something wrong. We never reckon to spend more than 4 per cent. to sell any staple goods through publicity.

"I am advised when goods have been purchased, when they arrive, and their cost. I get exact reports on the amount spent in salaries, in 'dead help,' rent, etc. I know the stocks of different goods on hand, whether or not they are getting out of date; also reports on what c.o.d.s are returned are furnished me. All this is done that I may work with the clearest light possible."

Ad is Motive Power to Business.

It will be seen from the foregoing that advertising is reckoned as a kind of motive power essential to drive the machine of business, but an unnecessary amount of steam is not turned on. No large up-to-date Chicago retailer dreams of doing without advertising, but uses it in a systematic way. He harnesses

it to practical problems. He does not expect it to do any "Aladdin-like" feats, which is not true of many small retailers.

In the final analysis as to why most retailers fail, the universal opinion of the big wholesalers of Chicago is that the retailer does not know how to buy.

This opinion was confirmed by a man who had had twenty years of experience in studying the causes of failure among retailers. Request was made that the name of his firm be withheld. If it were given it would be recognized as a concern known in the uttermost parts of the earth as an authority on firm's ratings and causes of failures. The statement made was:

"In twenty years of experience with my firm I have had occasion to study the different routes of failure which the unfortunate retailer often travels. Frequently hard pressed by competition in his own district his perplexities are not lessened by the seductive wiles practiced by the astute mail order merchant to get business.

Lack Skill in Buying.

"I know there are many books on selling. I have wondered why there are not more on buying. In my experience I have noticed that among retailers more failures have been caused through want of skill in buying than through any other reason.

"Generally the dealer overstocks himself. Again, he frequently pays good prices for goods of inferior quality. This is due to the lack of moral courage on the part of the retailer to withstand the onslaught of the traveling man and be able to say "No" more often.

"When a retailer engages in conversation with the salesman he wants to have all his wits about him. The retailer should remember that often his own interests do not correspond with those of the salesman, and he should be chary about being rushed into placing an order without due consideration as to how long it will take him to dispose of the goods, whether they are well worth the money, and what profit he will get out of the transaction.

Grocers Buy Large Bills.

"In the grocery line especially I have known for a fact that many failures have been due to the retailer buying a lot of canned goods which were slow sellers—though bought at a low figure. At a forced sale these goods realized next to nothing.

"The retailer should fight the mail order man by stealing his thunder and also offer leaders. He should use clever advertising, even if it does cost a little to buy the use of good advertising brains. There is one vital truth the storekeeper always should remember—a store is made attractive to the general public by the number of bargains to be found in it. Especially is this true of the feminine element. No up-to-date merchant expects to make a good profit on everything he sells. Occasionally selling below cost is the price he pays for getting new trade and making firm friends."

The following point will bear emphasis:

"You can't sell goods unless you get people into your store. How is the retailer going to get a crowd into his store unless he makes offers which will be interesting?"

NEW MERCANTILE AGENCY.

A new mercantile and collecting agency has commenced business in Montreal under the name of the Beardwood Agency, with headquarters at 314 New York Life Building. The company is under the management of Kenneth J. Beardwood, a gentleman of some years' experience in the collection department of one of the leargest mercantile agencies in the world. The firm have secured representation throughout the Dominion and United States of reputable attorneys who make a specialty of collections, and their system is designed to ensure satisfaction, whilst the rates are most reasonable, consistent with good service. They invite enquiries from merchants who are anxious to have their troublesome accounts attended to in a prompt and efficient manner.

POINTED PARAGRAPHS.

Now—not to-morrow.

Your success is up to you.

Work twelve hours into ten.

Let the other fellow have the leavings.

The grocer that was too busy to sell sugar would be making money.

WESTERN COFFEE KING'S VISIT

James Watson, of the Blue Ribbon, Ltd., Winnipeg, was in Toronto last week looking up old friends and incidentally talking coffee. What Jim Watson doesn't know about coffee isn't worth worrying about. A lifetime spent in the coffee business with his father in Toronto and as a prominent coffee and spice man, known from Newfoundland to Victoria, B.C., his experience has been of great value to the Blue Ribbon, Ltd. Since leaving for the west seven years ago he has devoted his time to the coffee and spice end of his company and, from all reports, with good success. During his Toronto visit Mr. Watson paid a visit to The Grocer offices.

St. Clair Balfour, of Balfour, Smye & Co., Ltd., Hamilton, writing from Brandon a few days ago, reports good trade, despite the fact that two-thirds of the wheat is still in farmers' hands. April 29th he went through a belated snowstorm.

HALF CENTURY IN GROCERIES.

W. C. Anderson's, the oldest retail grocery house in the trade in Halifax, is now settled in the new premises, No. 37 George Street, and the store is thoroughly up-to-date in every respect. Anderson has been a household name in Halifax for a half a century and stands for what is good in the grocery line.

The new premises are commodious, the fittings are bright and serviceable, and the arrangements include all the latest in their lines. The bulk goods are all kept in patent pivot drawers, practically air-tight, and keeping the goods free from dust, flies, etc. These pivot drawers are all of polished oak as are all the shelving and fittings. There is a cabinet of polished oak with brass fittings and plate glass fronts for spices, and new counters, also of oak, and in the front of the counters are glass fronted bins for biscuits, etc.

In the rear of the store stands a handsome oak refrigerator, with plate glass front, in which eggs, butter, etc., are kept, and the refrigerator is stocked every morning with fresh goods. On the counter is one of the latest and most improved computing scales, which weighs to the fraction of an ounce and computes the cost of the article weighed. The shelves are laden with the finest lines of English, American and Canadian bottled pickles, sauces, dressings, etc. A new and improved coffee mill has been fitted up in the store. No ground coffee is kept in stock, but orders are filled by daily grinding, only the best beans being used.

The firm makes a feature of special blends of tea in lead packets. The fruit and vegetable department is stocked daily and complete lines of fresh goods are always obtainable. With an entirely fresh stock and in their new electric lighted, steam heated premises, this old reliable firm is prepared to do business on up-to-date principles.

SUCCESSFUL ADVERTISING.

The manufacturer of Wilson's Fly Pads has secured such splendid results from his advertisements during the last three years that he intends increasing his expenditure over 70 per cent. this season, and will use about six hundred and eighty Canadian newspapers.

STORES WITHOUT COUNTERS

Two Grocers, One Canadian One American Who Have Tried the Experiment With Success — What They Say.

It is well within the memory of man that science has introduced the horseless carriage, the wireless telegraph, odorless cheese and tasteless food. None of these were considered possible until someone invented them, but having now become part and parcel of our daily life they are not looked upon as in any way remarkable. We are gradually becoming educated to the fact that it is not good form to stare at innovations any more than it is good manners to stare at people, and perhaps this is in a great measure accountable for the apparently languid interest exhibited by the grocery world over the introduction of counterless stores.

COUNTERLESS STORES—Establishment of A. A. Thornton, Sherbrooke.

So far as we know to the contrary, the idea of abolishing counters is to the credit of A. A. Thornton, of Sherbrooke, Que., who about three years ago found that his growing business would shortly oblige him to employ more clerks. Mr. Thornton, being of an economical turn of mind, cast about for some way out of the difficulty by which he might cater satisfactorily to his increased clientele without incurring any extra expense.

We give the story of how he accomplished this in his own words:

He says: "About three years ago I found that the work in the store was getting the upper hand of the help that I had, and I did not feel like taking on more. One day while showing a lady customer some biscuits from the boxes which were piled on the end of the counter, the idea came to me that I might devise a scheme whereby the biscuits would sell themselves. That is to say, I drew a plan whereby the counters would be done away with and that I would be in a better position to show my goods, and make the cases and drawers the salesmen.

"I had a number of closed drawers made with a glass front in each. Behind this glass I had a piece of board inserted so the different biscuits contained in the drawers would be shown up against the glass. In this way my customers can select for themselves without having to be waited on, and without the bother and loss of time under the old system of pulling down the pile of biscuit boxes, and probably only strike the kind that was wanted at the bottom of the pile. Above this row of biscuit drawers I had shelves put up for canned goods, and all the lines that are carried can be seen at a glance. The customers can see the name and style of the goods at close range. This does away with the handling of the cans and littering the counter with tins when customers call for canned goods and are not sure just what brand they want. On the other side of the store I have a row of drawers similar to the buscuit ones, but they are used for sugar, etc. Above these drawers, as on the other side, are shown all the lighter cased goods. The shelves are so arranged with these goods that when one article is withdrawn another takes its place from behind. The doing away with the counters, therefore, not only gives me much more room, but twice as much work can be accomplished, in that a clerk can go round the store with an order book in his hand and take down whatever the customer wants without handling the goods. By this system a fairly good clerk can do the work of two.

"Another great feature about this system is that there is no accumulation of papers or other rubbish that gathers in the course of the work in a store, for there is no counter to throw them under. The store is always tidy. My experience is that the scheme of having the goods so exposed that all can look at them at close quarters makes the biscuit drawers and shelves take the part of salesmen, and in fact the whole store is a silent salesman."

Couldn't Show Him Anything Better.

G. W. Daniel, of Vandalia, Missouri, is another progressive grocer whose views on the subject of store arrange-

ment coincide very nearly with those of Mr. Thornton. The Canadian Grocer wrote to Mr. Daniel for some particulars of his methods. Mr. Daniel forwarded a photograph of his store interior and wrote:

"The stairstep shelving is the only kind, in my estimation, for a first-class grocery. Everything is in sight; handy and easily kept clean; one man can do the work of two in the old way; no counters to run around; surplus stock is kept on the canopy top and can be taken down from the floor without the use of stairs or ladder, although I have a little stairway leading up to the canopy top from the rear end.

"While this is only a small town of 1,800 people, she boasts of having the best grocery store in the state, and we have challenged any other state to beat it. We also claim that Vandalia is one of the best business towns in the state. Should any of your people want to stock up with fixtures of this kind, by writing G. W. McNaught & Sons, Glidden, Iowa, they will be able to get them at reasonable prices."

The photographs of these two interiors show very plainly the points emphasized in the letters. The extra room, the increased cleanliness and the economical handling of stock cannot fail to appeal to the progressive retailer. Considerable credit is due Mr. Thornton and Mr. Daniel for having had the courage to strike out a new line for themselves, and we should be glad to publish the experiences of any grocers who have already adopted, or may be induced to adopt, the methods or arrangement, or rather elimination, outlined above.

COUNTERLESS STORES—Interior of Geo. N. Daniel's Store, Vandalia.

TEA AND TEA TASTING.

The tea of India differs somewhat in color from Ceylon, it being a deep black and the latter a dark brown. India teas are stronger than Ceylon and other congous—due, it is said, to soil fertilization and the fact that the juice that is expressed from them in the fermentation process is put back. They have a rich flavor and are highly valued here for blending purposes. The best are the Darjeelings and Assams, both mountain teas. Opinions differ as to which is the better of the two, though the first brings the higher price.

The Ceylon is grown on unfertilized soil, the volcanic origin of which is held to account for its peculiar lemony flavor. Its heavy bodied liquor is thick, rich looking and dark, and has a fragrant boquet. This tea cannot always be judged by the appearance of the leaves, for a flowery—"tippy" in the technique of the trade—tea may be inferior to one in which there are little or no tips, say the experts.

It may interest the reader to know how the said experts test teas. Imagine a table, with a round top, which rotates. For a space of three or four inches from its extreme periphery this top is depressed a fraction from its general plane, and on this outer margin the thin white cups are ranged, each backed by the little can containing the sample of tea to be tested. In the centre of the table stands a tiny apothecary's scale, in one scoop of which reposes a silver "five-cent piece" or an equivalent weight. Over a gas stove near by, is a tea kettle singing its old fireside song. But for the businesslike stools around the table, and the more businesslike men seated on them, grave-

ly alternating the hasty conveying of spoonfuls of the steaming, aromatic beverage to their mouths, with even hastier ejections of them, into the huge brazen receptacles provided for the purpose, after a moment of apparent meditation, one might easily mistake the average tea-room for one of the cosy "tea parlors." Leaning over the cup until his face is almost buried in the hot, spicy vapor arising from it, the "taster" first lifts the infused leaves on his spoon, and, after allowing the liquor to run off, submits them to the test of his trained olfactory nerves; then he sips (?) the liquor—as hereinbefore described.

In London, the largest tea market in the world, the preparation for and manner of testing are a trifle more elaborate, though, in essentials, the same. The tea is brewed in a small, covered cup, made especially for the purpose, and, after being allowed to draw for the required length of time, is strained off into another cup, the leaves being poured into the cover of the first, which is then placed on the table beside that containing the infusion. This would seem to result in a more reliable test, since overdrawing is avoided, and all the teas under examination would be viewed for the same interval of time; the American mode is quicker, and the saving of time is always a first consideration with the American business man. While on the subject of tea "tasting" it may not be out of place to remark that the experience of the trade is a refutation of the charge that "'the persistent use of tea wrecks the system"; for both in London and in New York there are many strong, energetic and active, yet elderly, men that have spent the better part of their lives in tasting tea, and who declare that they have experienced no ill-effects therefrom. Indeed, the average "tea taster" can show as steady a hand as ever fingered a trigger.

COFFEE TRADE IN CANADA

Plea for a good article—Consumption in the Dominion Increasing rapidly.

By the Manager of a Large Coffee House

The retail grocer of to-day has come face to face with a problem, and a serious one, of which his predecessor twenty or even ten years ago had happily no knowledge. It consists of the fact that he is forced to handle a great many lines, which used to show good profits, but which now are sold on very narrow margins. This change has been brought about by extensive and persistent advertising on the part of the manufacturers of many staple lines, such as tea, cocoa, baking powder, etc. Their efforts have created a demand for certain specified brands at certain fixed retail prices. These the grocer is obliged to stock whether he thinks them the best of their kind, or even desirable, since his customers ask for them by name and are apt to go elsewhere if he cannot supply them. This "creating the demand" was at first a great boon to the retailers, as it increased his sales and made a market for new lines. From this condition the grocer benefited directly and immediately.

As time goes on, however, new conditions arise, and now all the advantages gained by the above methods are being threatened by a new factor, which is peculiar to this decade, and is becoming more serious every day. The entrance of the department store into the grocery field has been a severe blow. Their bargains in staple and well-known package goods have reduced the selling price of a great many articles from ten to twenty per cent. This they are able to do by using their advantage of large buying for cash, which will in many cases procure for them special terms. Thus they are able to undersell their smaller competitor, who must meet the new price or lose his business.

This is serious enough, but there is added to it another tendency of almost equal import. Many manufacturers, having created a demand for their brands, become independent of the good will of the grocer. The next step is to charge the latter a price that leaves him little or no net profit. He is obliged to stock and sell the lines that have the call from the public and thus he is at the manufacturer's mercy.

The retailer is thus placed in a position that is anything but satisfactory, both from the point of view of profits and prestige. By selling package goods he has sacrificed all claims to individuality, since his competitors are able to procure and sell exactly the same goods as himself. To save himself, he must turn to some lines which do not lend themselves to packages and advertising. These he must study, push at every opportunity, and thus build up a special and personal trade. It is only by this means that he can combat the department store and mail order evil.

Coffee is an article for which the good grocer can build up a permanent and profitable connection. No single line shows such handsome and consistent profits, and no line responds so readily to intelligent and careful handling. From its very nature it does not admit of being packed in small tins under a proprietory label. True, there is a considerable trade done in coffee packed in this manner, but for results it cannot compare with the fresh roasted and newly ground bean, either in strength or flavor.

There is a saying in the United States that a grocer is known by the coffee he keeps. A reputation for good coffee is the most valuable asset a grocery house can possess. It will bring trade from the most remote and unexpected quarters, not only for coffee, but for other goods, as well. Vice versa, a name for poor coffee will drive even natural trade away. How many people—and the best people from the grocer's standpoint—buy their daily needs from the nearest corner grocery, but send down town to some well-known place for their coffee.

Windows of A. A. Thornton's Store, Sherbrooke.

There is a store in Toronto that has for a great many years paid very special attention to coffee. They bought fine lines, paid high prices, and charged accordingly. In addition, they spent a lot of time and brains on getting to know the business. They speedily gained an enviable reputation for quality and to-day they have on their books several thousand names, which they describe as coffee accounts. These are customers who buy coffee and fancy groceries from them, but who use the "family" grocer for their daily needs. In other words, they have the cream of the trade from the point of view of profit. Their less up-to-date competitor is left to do the business that shows all the hard work and very little return.

There is no doubt that the coffee trade in Canada is growing very fast. In 1901 the imports amounted to 3,750,000 lbs.; last year they had risen to 7,500,000 lbs., or nearly double in five years. Of course, this is a very small showing—only about a pound and a quarter per person—but it is really only a beginning. Ten years ago the amount imported did not average more than half a pound per capita. In the U.S., the amount is 12 lbs. per capita, and is constantly increasing. When it is stated that the imports into the U.S. this year will amount to over 900,000,000 lbs. some idea of the possibilities of the business may be gathered.

The great hindrance to a rapid advance of the use of coffee in Canada is the old complaint that over here you cannot get a decent cup of coffee. This is really a case of "giving a dog a bad name" when one applies it to present-day conditions. Twenty years ago the charge had a solid foundation, because coffee was little used and nearly always badly made. But of late years there has been a very decided improvement, and conditions here are now every bit as good as on the other side of the line. Our roasting plants are every bit as well equipped, and the coffee statistics show that the very finest grades are being imported by Canadian houses, and last, but not least, our housekeepers are learning the correct methods of preparing this most stimulating, healthful and grateful beverage. As a result, good coffee is now becoming the rule, instead of the exception and the old reproach on our culinary skill is rapidly losing all foundation.

For the future everything points to a rapid and steady increase in consumption. The American invasion of our west is a potent factor. The increase in the wealth of the average family is another. Many people to whom coffee used to be a treat for Sundays and holidays, can now afford to regard it as a daily necessity. The establishment of direct transportation with the countries where it is grown is putting our dealers in better touch with the primary markets. From now on the coffee trade should make rapid strides and another ten years should see us firmly established as a coffee-drinking country second to none.

GRADING OF COFFEE.

New York Method Generally Adopted—Nine Grades—Equivalents.

U. S. Consul-General George E. Anderson, of Rio de Janeiro, reports that the associations of coffee men in Brazil have formally adopted the New York Coffee Exchange classifications of the berry for all their purposes, the Associacao Commercial of Santos recently adding its final indorsement. Mr. Anderson says :

While there are some very serious objections to the New York method of classification, there seem to be more serious objections to other methods. The Santos coffee men gave considerable time and attention to investigating the matter and finally came to the conclusion, according to the report of the committee having the matter in charge, that while they would like to adopt some other method, they were unable to do so. Then, too, a controlling factor is in that the New York method is actually in vogue in the largest consuming market in the world. The committee of the Santos association took occasion in its report to formally outline the rules of classification thus adopted and prepared a table showing the equivalents of the several grades and their more common defects.

While this table involves more or less technical trade knowledge, of importance and interest only to coffee jobbers, it is possible that it may be of value to coffee retailers in connection with their checking up of coffee purchases. There are nine grades of coffee recognized by these coffee authorities, as follows :

Nearest Equivalents of Imperfect Beans

3 shells (conchas) equal to 1 black bean.

5 green beans equal to 1 black bean.

5 broken beans equal to 1 black bean.

2 scorched beans equal to I black bean.

5 soft or badly threshed beans equal to 1 black bean.

1 large stone equal to 2 to 3 black beans.

1 medium-sized stone equal to 1 black bean.

2 to 3 small stones equal to 1 black bean.

1 large twig equal to 2 to 3 black beans.

1 medium-sized twig equal to 1 black bean.

2 to 3 small twigs equal to 1 black bean.

1 large husk equal to 1 black bean.

2 to 3 small husks equal to 1 black bean.

1 pod (coco) equal to 1 black bean.

2 sailors (Marinheiros) equal to 2 black beans.

With respect to the lower grades of coffee indicated as depending considerably upon appearance for value it may be well to note that the new pure food Act in the United States is likely to have a notable effect in preventing the "painting" of coffee for sale as the green bean. The vast mass of the poor grades will probably continue to go to the roasters as heretofore without treatment, but the cheaper grades of the green bean may be somewhat different in appearance in the future. The New York classification of coffee has been in use in some of the more important European markets almost exclusively and is, of course, well understood and recognized by practically all markets at the present time.

Entries for the coffee crop season up to March 8 for all Brazil amounted to 15,389,486 bags, as compared with 8,777,003 the year before. On this basis the entire crop is estimated at 18,711,094 bags.

Type.	Quantity of imperfect beans per ½-pound tins.	Extra margin allowed.
1	0	No imperfect beans (green, broken, etc.).
2	6	About 6 imperfect beans (green, broken, etc.).
3	13	About 25 imperfect beans (green, broken, etc.).
4	29-30	About 40 imperfect beans (green, broken, etc.).
5	57-58	About 50 imperfect beans (green, broken, etc.).
6	115-118	About 70 imperfect beans (green, broken, etc.).
7	200	
8	450	In these low qualities classification is influenced by appearance.
9	850	

GROWING RICH IN A CORNER GROCERY

But the Man Behind the Counter is a Dynamo and Store a Model —W. H. Fielding, Guelph.

By R. J. E. McCrea

Doing a big business at big expense down town is a very nice and profitable thing, but doing a big business in a corner store at small expense is what makes a man ready to retire in twelve years.

W. H. Fielding, of the Park grocery, Elora road, Guelph, is the proprietor of the dinkiest, busiest little corner in Guelph.

Once Mr. Fielding had a store opposite his own, which he desired to rent. He advertised it as the best business corner in Guelph, apply, etc., to W. H. Fielding. Well, I guess half of Guelph was after it.

Wes. Fielding learned the grocery business and learnt it as few men have the vim and ability to learn it, with the old firm of Fielding & McLaren. The firm changed to Scott & Millman, and for seven years he shoveled sugar, swept floors, hustled and learned all he could.

At that time W. H. Bowers was running a grocery at the corner of Elora road and London road, but it wasn't running very fast, in fact, Mr. Bowers was very glad to let it stop altogether, when Mr. Fielding took it over and set the wheels in motion again. Mr. Fielding jumped right into the game and sent out a hustler for trade. He didn't advertise. He believed in selling his goods for fair prices, and giving specials on Saturday, as chocolates and oranges, and in his case it certainly has seemed to pay. He started right in to handle everything from a toothpick to a spool of cotton, but everything had to have a C. & B. quality.

He at one time ran a branch store, and although doing a good business, found, as others have found, that it is almost impossible to get a good man to run it. He sold out the branch, but transferred over half of his trade back to the old stand.

Shortly after that he got the refitting idea, and gave Jones Bros., of Toronto, a mighty profitable little order, which transformed his place of business into one of the most up-to-date in Guelph.

The fronts of his counters are all fitted up with glass-fronted bins, displaying many things which could not otherwise be shown. His shelves are all dust-proof—glass covered. Women like clean things. He uses the Toledo computing scale. One of the latest fixtures is a large oyster cabinet or safe, with compartments for standard and select oysters kept on, not in, ice. The Bowser oil tanks are installed, and as Mr. Fielding only handles American oil, selling a shade cheaper, he is saved the expense of two tanks.

The building across the street is used for storage, thus enabling big purchases. Just a word to the wise—some of you travelers didn't know what a little gold mine you were missing. I used to see Fred. Syme, smile in hand, trotting up

W. H. Fielding's Store, Guelph—An Interior View.

every Monday and returning with an order a yard long—added to his smile. I hope Fred. won't be mad at my giving it away—but then, think, he has the ground floor—and say, doesn't Mr. Zwiker, of McCormack fame, hustle up there.

Mr. Fielding uses a Scotch device in his window for displaying well a big quantity of candied, called the elevated tray system. The window floor is raised six inches by a confectionery sign, and a row of elevated trays show up the entire stock. A swinging tray adds to the effectiveness.

The Grocer wishes Mr. Fielding much prosperity in the coming year, and this little article wouldn't be complete without a reference to Mrs. Fielding. Two years ago Mr. Fielding was carried off to the hospital, dangerously ill. Mrs. Fielding came out, took hold, and with the able assistance of O. Hastings, ran things to the king's taste. Mr. Fielding has to admit that when his wife does help she beats him.

One thing I, as a brother grocer and competitor, would like to add, Mr. Fielding always fights fair. No back-biting. If he agrees on a price, he sticks to it. When I was running a competitive grocery only one block away, the two of us together brought about early closing. From 9 to 6.30 is a leap in the right direction, and am glad it has never changed.

PROGRESSIVENESS IN QUEBEC.

Elzear Turcotte, Des Fosses and Grant Sts., Quebec, is in the front rank of progressive grocers in Canada. He lately purchased several buildings adjoining his property, and having adapted them to his purposes, has the largest grocery and liquor store in Quebec and one of the largest in Canada. The recent enlargements have increased the size of the store three times and the available floor space now amounts to 14,000 square feet.

But enlarging his store is only the beginning of his latest enterprise. The store proper is being entirely refitted with solid oak fixtures, by the Walker Bin Co., shelving, bins, counters, wall cases and silent salesmen. When completed, about the first of June, it will be one of the handsomest grocery interiors on the continent. Before completing his arrangements with the Walker Bin Co., Mr. Turcotte spent a couple of days in New York just looking around.

Mr. Turcotte is one of the most progressive advertisers in the retail grocery trade. Ordinarily he employs 20 clerks, but in busy seasons that number increases to 25 or 30.

SHOULD TRAVELLING SALESMEN KEEP AN EXPENSE ACCOUNT?

By Fred Bradford Ellsworth, in Iron Age.

There are some firms whose knowledge of handling a salesman is so vague and lacking in good, sound business judgment that it is beyond my comprehension how they can possibly be successful at all. The only plausible excuse to offer is that these people have unfortunately never had experience selling goods on the road and do not understand the life of a salesman.

For the benefit of such who are unable to bring within the range of their vision the necessary expenses of a salesman I shall attempt to enumerate them and also make suggestions that will be of benefit.

The first item of expense is railroad fare. The majority of firms allow their salesmen full fare. If the salesman invests in mileage books, and many have half a dozen or more, necessitating an outlay of several hundred dollars of their own money, they reap the benefit of rebates. On the other hand, many firms emphasize the fact that mileage books are to be purchased and used whenever possible from an economical standpoint and all rebates returned to the company. In the course of a year these rebates amount to considerable money.

Where a salesman covers the entire country, or starts from the east and travels through to the Pacific Coast, it is impossible to use mileage books economically. Round trip tickets can be procured, good for several months, for much less money.

Hotel Bills.

Hotels throughout the country differ but slightly in rates, for almost every city of importance has within the last few years built new hotels, and one is about as good as another.

Good, comfortable rooms in any modern up-to-date hotel cost from $2 per day up, and with bath from 50 cents to $1 extra. With few exceptions, hotels are run on the European plan, and meals will average $1 apiece. Breakfast and luncheon may not always cost $1 each, but no dinner at night can be had for that price, and $3 per day for a man with a normal appetite is indeed economical living. Occasionally accommodations can be procured for less money than here cited. At the same time there are some cities where these figures are inadequate.

Treatment of Customers.

The treatment of customers is a question I have often heard discussed by employers and salesmen. The average salesman who is well known in his territory when he starts out in the morning generally fills his pockets with good cigars. Most everybody smokes nowadays and talking business while the fragrant aroma of a choice Havana permeates the atmosphere at times, causes a feeling of good fellowship and often from a business standpoint has a beneficial effect.

The unredeeming part of it is shown more often than not by the new and inexperienced salesman, who gives away cigars indiscriminately, with the impression that it will help to ingratiate him into the good graces of those with whom he comes in contact. Frequently it has a detrimental effect, and does not give a good impression at all.

It is customary for a salesman to invite a buyer to lunch with him occasionally, provided he knows him well enough, or to dine with him at night and spend the evening at the theatre, or in amusement that is congenial to the guest. A salesman should never do this because he anticipates an order, but because when he enjoys the patronage of a house he is as a rule, on friendly terms with the buyer. This is a pleasant and courteous manner of showing his appreciation of their pleasant business relations.

Bus and baggage, laundry, pressing clothes, telegrams, postage, typewriting and car fare are other incidental expenses. They are apparently of minor importance; still they amount to considerable money in a short time and are all necessities to a salesman.

Tipping.

The next item of expense, and an increasing one, is that of tipping. This practice originated in Europe, became the vogue in this country, and then practically an unwritten law. It is now carried to such an extent that it is a disgrace to those who allow it. Railroads,

NOTE BOOK HEADINGS.

Men who are always on the make never make much of themselves.

Experience is a good teacher—but her rates are high.

Watching another man's patch won't prevent the weeds from growing in your own.

It often happens that openings come to men and oysters when least expected.

How is it that some men have their wish-bone where their backbone ought to be.

hotels and cafes expect patrons to pay their employes' wages. For a salesman above all others to ignore this practice would result in his being subjected to such annoyance, discomfort, insult and humiliation that he simply could not endure it.

Compelling a salesman to keep an itemized expense account is a question that has been discussed hundreds of times by employers and salesmen. Its advisability or inadvisibility is, I think, a matter of opinion. There are many firms who do not believe in asking their men to render an itemized account. They are furnished so much money when they start on a trip and the difference between that and what they return, is their expense. Any man who pretends to know anything about business should know pretty nearly what it costs to travel on the road. The majority have had that experience. If they have not and employ salesmen, it would be an economy in the end to hire an experienced manager.

Too Much Red Tape.

I know of a firm recently who lost one of the best salesmen in the country, all on account of an expense book and red tape. The man was a high-priced salesman whose services they had solicited. He agreed to cover a certain territory, and if to his liking, was to sign a three-year contract. When he was ready to start the cashier handed him an expense book, with every conceivable item of expense enumerated, with instructions that at the end of each week upon receipt of his book a check for the next week's expenses would be forthcoming.

Then they handed him a form sheet upon which he was to give the name of each person called on daily, and if he did not sell, why not, and a lot of other unnecessary red tape.

The salesman was nonplussed, and at the same time insulted, and, going to the heads of the house, said: "Gentlemen, you hired me to sell goods. That is my profession, and I have been doing it successfully for ten years. I am not a book-keeper or an accountant, or I should have applied for that position. If you have no confidence in my integrity, why did you seek my services? I shall be pleased ta look after your interests to the best of my ability, communicating such information as is of importance, but as for rendering an itimized expense account and a report such as your cashier insists upon, I shall never do it." The firm was obdurate, and the next day the man signed a contract with another concern at $5,000 a year, with the privilege of extending the contract to five years with an increase in salary.

Favor Keeping Account.

Personally speaking, I am in favor of a salesman keeping an expense account and I think from a business standpoint it is for the best interests of a firm. I do not say this to cast any reflection on the honesty of a salesman. Most of them are honest and reliable. There may be some who are honest perhaps through caution and perhaps because well paid. Occasionally there are salesmen whose eyesight is so poor that they are unable to discriminate between their own money and that of the firm. This class is invariably poorly paid and have to make both ends meet some way or other.

An expense book is a good reference for a firm to have. It shows just what the cost is of covering different territories. It is also handy in making out a route list and shows pretty nearly the time taken to cover it. It also shows the money spent on the trade, which at times, according to conditions, it may be expedient to increase or economize, all depending on the nature of the business.

VEST POCKET REMARKS.

Shove.
Buck the line.
Don't theorize—hustle.
Set a hot pace—and sustain it.
Make every season your busy season.

NEW COMMERCIAL TRAVELERS' ASSOCIATION.

A new Commercial Travelers' Association, composed of city travelers only, has been formed in Montreal. The association, as it stands at present, comprises commercial travelers of every business, and has been formed for mutual protection. It is quite independent of the Dominion Commercial Travelers' Association.

At the inaugural meeting B. Charbonneau was elected president; Alphonse Moisan, first vice-president; H. Pinet, second vice-president; I. Jacob, secretary; Will G. Wise, assistant secretary, and J. A. Cartier, treasurer. Apart from these gentlemen, the board of directors consists of: A. Dessane, H. H. Hardy, J. L. Filteau, Alex. Michaud, Eugene Hamel, Eugene Chevrier, J. A. Dery and J. E. Hurtubise. The auditors are: E. Falardeau and P. V. Guay.

The membership at the beginning of May had reached 250, and at a general meeting to be held May 14th, it is expected to greatly increase.

The rooms at present are at 149 Berri St.

TRAVELLERS AND THEIR WAYS

Observations of a Clerk.

I am not a boss yet, and I do not do any buying, but from my place behind the counter I am greatly interested in watching the travelers as they come and go. A very successful traveler once said: "Always shake hands with the delivery boy, he may some day own the store." That is true enough, and most of the travelers seem to act on that rule. Of course, some travelers totally ignore the man behind the counter, thinking it wise, but they make a serious mistake, as the men behind the counter have more influence on the boss than the traveler ever imagines. I know our boss often asks our opinion on goods he intends buying. Then, there is the chap who is too fresh. He makes so much talk and laughter that the boss feels annoyed and cuts him. One traveler I know wasted so much of the bookkeeper's time talking to her that the boss told him he didn't like his firm, didn't like him, and didn't want him in the store at all. It may go all right in the city, but I know our boss doesn't like to be talked to at the other end of a smoking cigar. Some fellows come in, make a sale, and then talk so long after that the boss wishes he hadn't given him the order. It seems to me that the man who comes in quietly, shakes hands smoothly with the boss, just as smoothly gets the boss's order, and just as smoothly smiles himself away, is the man who deserves the orders.

It always pays the boss to be friendly with the travelers. As a class they are a very influential body and can do a man many good and many ill turns. When I see some of the big jolly fellows come into the store, betimes when I am feeling blue on a Monday morning, it just makes me brighten up and feel as if the grocery business is not so bad after all. They appear to affect the boss in the same way, as the smiling jolly men of the grip are the men who seem to take the orders.

H. Gilbert Nobbs, Canadian manager for Holbrook's, Ltd., is at present out west on a three months' tour in the interests of his firm. Holbrook's sauce and pickles have an established reputation throughout Canada, and Mr. Nobbs' trip will go a long way towards heightening this reputation and strengthening it.

PORCELAIN ITS ORIGIN AND KINDS

Chinese the Discoverers and Greatest Artists—Soft and Hard Porcelain.

The Chinese, in the heyday of their productivity attained ceramic results not yet surpassed. The origin of porcelain as distinguished from earthenware is a product of Chinese genius, but its beginnings are wrapped in the forgetfulness of ages. Myott, Son & Co., Toronto, in a very daintily published sketch of the history of French porcelain, say: "It is generally agreed that porcelain was first made in China about 200 B.C. It attained its highest perfection in the fifteenth century, then began to decline, but again came brilliantly to the front in the seventeenth century, ending, however, in complete decadence during the last half of the eighteenth century."

Another writer says no proof has been established of the existence of porcelain in China to the Tang dynasty, 618-987 A.D., "a period fitly called the Augustin Age of Chinese Art."

Flesh and Bone of Porcelain.

In composition, true porcelain consists of two natural felspathic substances—a non-fusible clay (called by the Chinese, kaolin) combined with a fusible stone (called petuntse), the latter melting in the kiln to a glassy material, which holds the former in suspension and gives the porcelain its translucent and vitreous character. The one is the bones, the other the flesh of the porcelain body. Over this body is a skin of glaze formed of pure petuntse, sometimes softened with a little lime. This is the nature of true porcelain wherever made, in China or Dresden, in France or Japan.

It is admitted by the best European and American potters that the highest compliment that can be paid to their productions is to compare them favorably with the porcelain of the finest Chinese period, which may be said to extend from about 1660 to 1800 A.D., and to which may be referred almost all the choicest specimens in European collections.

A Few Master Potters.

The unrivalled excellence of this period was due not only to the skill and genius of a few master potters and the skill of their workmen, but very largely to the extraordinary care expended on the preparation of the materials. Time and labor were of no account; the clays were perfectly levigated, or ground to a fine, impalpable powder, and refined—and only the best materials were used. The result is that the experienced hand can recognize the porcelain of this time by the paste alone. Pass the finger over the raw foot-rim of a K'ang-hsi blue and white bowl where the paste is free from glaze; the surface is perfectly smooth and almost unctuous, and no gritty particle arrests the touch. The potting, too, is perfection; the shape is true to a hair's breadth, and the milky

Art Room, J. A. McCrea & Son, Guelph. McCrea & Son are Leading Grocers and They Specialize also in China and Glassware.

white surface betrays no flaw or blemish. The pure limpid glaze is hardly noticed; one might say the piece had been lifted "dripping from a bath of clear water."

The period above referred to, in which the fabrication of Chinese porcelain attained its greatest brilliancy, practically covered the reigns of three emperors —K'ang-hsi, Yung-cheng and Ch'ien-lung—whose combined reigns amounted to 133 years (1662-1795 A.D.). The celebrated Lang-yao glazes belong to the early part of this period. Constant attempts have been made to reproduce them, but though their brilliant hues have been almost equalled, there

Another Portion of the China and Glassware Department of J. A. McCrea & Son, Guelph.

are peculiarities in the original Lang-yao that defy imitation.

Elements of French Porcelain.

In the brochure above referred to, Myott, Son & Co. thus describe the making of porcelain:

It is a common belief that all pottery is made of clay, but the truth is that table ware fashioned from clay alone is never beautiful nor durable—never harmonizes with the fine character of modern house and table furnishings. Porcelain is composed in part of clay, but also of other elements which impart to it the distinguishing characteristics of density, translucence, and the clear ringing quality by which it may always be identified. Porcelain has a beautiful, white, homogeneous body, is quite impervious to water and is not affected by frost.

Soft and Hard.

We may say in general that porcelain is divided into two groups, one called Pate-Tendre, the soft or artificial porcelain, and the other Pate-Dure—hard or Kaolinic porcelain.

The soft porcelain is again divided into two classes: The one—A-Fritte or Pate-Tendre Francaise is composed of sand and lime, which fuse and melt at a moderately high temperature, forming a body resembling glass, the vitrifica- china which was made at Sevres during tion of which is incomplete This is the the reign of Louis XV. It was of a rich, milky appearance, and from this delicate body were made many beautiful pieces in rich color effects, now of inestimable value.

English soft porcelain is composed of clay, sand, and phosphate of lime. The latter ingredient being prepared from calcined bones, has given the name "Bone China" to this particular porcelain. It is produced in England, Germany, and in the United States.

The soft porcelains are often extremely beautiful and have perhaps but one objectionable feature. The glaze, containing lead for its basis, is soft and yielding, so that all of the so-called soft porcelains become defaced in ordinary use by scratching and cutting with the knife.

Hard Porcelain.

Hard porcelain is produced by a much more difficult and scientific mixture of elements. The principle of these is Kaolin, a white, plastic, infusible clay. The other component parts are feldspar, a white mineral fusible only at high temperature, and quartz or flint which by itself is neither plastic nor fusible. When perfectly compounded, the hard porcelain is covered with a brilliant vitrified glaze of quartz and feldspar, so hard that a diamond will scarcely cut it; and it can never be marred or cut in ordinary use.

The famous Sevres China, formerly a soft porcelain, is now made by this process. Chinese porcelain, examples of which have been purchased at fabulous prices by collectors and museums, also belong to this group.

NEW IN GLASS AND CHINA

Of late every wholesale dealer in china with whom the representative of The Canadian Grocer has talked, when asked for the features of the trade in Canada has mentioned first the increased demand for fine china. "There is scarcely a home in the country," said one, "where there is not to be found one or more pieces of French china." This bespeaks the increasing wealth and the general prosperity of the country. It suggests also that every china store can get some of this finer and more profitable trade.

Ceramics, like every other art, is constantly aiming at something new. One of these is the so-called Norse pottery, reproductions of the bronze utensils recovered from the graves and haunts of the ancient Norsemen. The cleaned, smooth bronze surfaces are represented by a dull metallic glaze, while the sunken lines of the etched decorations, all the corners and crevices are green, to imitate the verdigris. Many of the pieces bear etched old Norse inscriptions. Much of this ware is very attractive in outline, and the color combination is unique. Besides jardinieres and vases, there are a great many useful articles in the ware, candlesticks, ash trays, flower bowls, tobacco sets, biscuit jars, etc.

Flat toys, made of board, is a recent fad in toydom, and the idea has been applied to earthenware and flat china figures for mantel or wall decoration, are to be had in great variety.

A much more expensive method of ornamentation is by pictures on tiles. These are made in Holland and are of any size from an inch and a half square up. Large pictures are made of tiles six inches or more square. Most of them are reproductions of masterpieces and framed, they are very effective decorations. They are sold at so much per tile, but the price varies greatly according to the subject of the painting and the size of tile. About a cent a square inch would be about the limit on the low side. These tiles are used also for working into wall panels and for decorating mantles.

Another novelty in this market is hand-made Venetian glass, such as tourists pay big prices for in the old land. These come in vases of very unique design and one wonders however they could be moulded by hand while the glass was molten. An article that would bring $2.50 in New York, sells, wholesale, in Canada at 50c.

There is a line of decorative ware called marble china. Its features are the classic simplicity and beauty of its outlines and its odd coloring, faint and soft. It is made in Austria.

Royal Copenhagen is a very expensive product of the potters' art. The delicate colorings are underneath the glaze, and in the sudsidized national institution where it is produced, two pieces are never made alike. Small vases will sell at $35 to $40, and figure pieces are equally expensive. Other manufacturers in Denmark are now making imitations of the Royal Copenhagen. It is made of

China Department, Revillion Bros., Edmonton.

the same material by the same methods and some of it is distinguishable from the genuine only by the price.

Gold glass, glass decorated with gold, is very popular this year, and there are new designs. For instance, a cake or bonbon dish, with the tall stem or handle above, instead of under the dish.

Pewter, at prices that rival silverware, is growing in popularity.

MANAGING THE CROCKERY DEPARTMENT.

By a Manager.

Women, when they deal with a grocery, feel duty bound to buy most of their food stuffs there. It is not so about china. A woman feels free to buy china wherever fancy pleases and price attracts her, and the grocer who carries china as a side line frequently adds many sales of groceries that he otherwise would not have made. As soon as a woman shows an inclination to buy it is well to clinch the bargain by wrapping the article up.

Girls or women are better at handling china; that is in the adjusting and arranging of it, as their deft fingers have greater precision and nicety. To make a big sale, however, an experienced man is always best.

To make the crockery department boom it is necessary at least once a week to hold a special sale in order to push off, at greatly reduced prices, articles that are hanging fire. Women come to these sales and often buy more than they intended to, tempted by the beauty and display.

Good buying is important in running a crockery department, but more important still is a good big profit—and an attractive display. China, as everyone knows, will stand a large margin of profit, and if the goods are ticketed, no matter how large the profit, women seem to fancy they are bargains.

Black baize makes a very attractive background for fine china, and where mirrors can be afforded they materially help the display. I do not believe in two prices in anything, and when people find that one price is the price and you stick to it, it very much simplifies business.

In selling china grocers can handle it to considerable advantage on a separate counter or table, or on a row of shelves on one side of the store, but to make money out of it, it is better to have it a separate department and to place the management in competent hands. Any grocer, without previous experience, by dealing with a reliable wholesale house, can easily add this very profitable line to his business. The wholesaler, if the merchant proves an apt pupil, will quickly teach him the business.

SOME HINTS ON THE RETAILING OF BULK TEAS

By Cyril L. Marshall.

Candidly, if I were buying tea for my own use and buying it from a retail grocer who was unknown to me, I should buy a package of one of the extensively advertised brands of Ceylon tea. And why? Simply because in doing so I should be fairly certain of what I was getting, and fairly certain, too, that the tea would be fresh.

Twenty years ago tea packed in lead packages was almost, if not quite, unknown on the Canadian market, and was regarded by the grocer as the most profitable line he handled. Perhaps because the grocer put his personal profit before value, the package man was able to insert the thin end of the wedge, a wedge he has been driving farther and further home year after year, until today many small grocers make no attempt to sell other than package teas.

Canadians are distinctly a tea-drinking people; not only this, but are critical and discriminating in the choice of the tea they drink, and it is only natural that those who take the beverage three times a day should demand good value and even value. Even value; bear this in mind, and you will realize why package tea has taken such a hold on the market, you will understand, too, why your customers consistently refuse to buy bulk teas.

> God gave leisure to use with care,
> Can you afford to bum?
> Work, then play, it's the easy way,
> Hump, and your trade will hum.

Lack of Knowledge.

I do not think I shall be contradicted when I say that at least fifty per cent. of the retail grocers know little or nothing about teas, their treatment or value, and that those who have some technical knowledge of blending find it a very dangerous acquirement, Of course, I do not mean to say that there are not many grocers, who even to-day, do a large and profitable business in bulk teas blended by themselves, but these are men who have a large turnover, and generally speaking, ample capital. It is here that the big retailer has the advantage over the smaller one. A well-balanced blend of black tea, to suit the taste of most Canadian tea drinkers, is usually a mixture of at least four or five different teas blended in definite proportions. To make such a blend, therefore, necessitates buying four or five half-chests or chests of different grades or descriptions of tea—that is, if original packages as imported from the gardens are purchased—which means a considerable outlay of money.

Now, whilst no fixed rule can be laid down as to when a Ceylon or Indian tea begins to deteriorate in quality, it depending largely on the make and firing of the leaf, no tea should be a year old before going into consumption—that is, a year from the time of manufacture until the time of drinking, although it is true some exceptional teas show no depreciation in flavor, or otherwise, within the year, others lose flavor much sooner, and for this reason any merchant who has not a turnover of 250 pounds of one grade within six months should on no account lay in a stock for blending purposes in excess of this amount.

Buying for Style.

I think we all would like to know more about tea than we do know, and unquestionably many retailers have no technical knowledge of blending, and consequently, fall back on the very dangerous practice of buying teas for style. Dangerous, I say, because unless a man has had years of training in the business, style is a pitfall and a delusion. It is, unfortunately, too true that the wholesale tea salesman has encouraged this practice of buying for style, simply because it is often the means of his making larger profits, and saves time and trouble. Hence, we have the absurdity of the retailer buying a tea of the best style obtainable at say 17 or 18 cents per pound, or whatever his limit is, to sell at 25 cents, utterly regardless of its drawing or drinking quality. On this basis he one month buys a low grown Ceylon, the next month an Indian, and then wonders that his customers insist upon getting package tea, which, as a rule, is blended with precision and varies in drinking quality and flavor little, if any, year in and year out. Or to go from bad to worse, he may be offered a snap (?)—a cut in the price of half a cent a pound, provided he buys a quantity, and thus overloads with stock, the result being that in time he finds that he has a lot of old tea on hand, unpalatable and almost unsalable. It is then that many a grocer falls into another trap. The persuasive salesman induces him to buy fresh tea to blend with the old stuff. If you have any trade for bulk tea and want to hold it, far better to throw the old and almost worthless stock in the garbage heap. Old tea will make fresh tea poor—fresh tea will improve old tea hardly one iota.

Bulk Teas Blended.

That there is a remedy for this state of affairs I am convinced. In my own experience I know of many wholesale houses who sell bulk teas blended, of excellent value, and which keep the same even drinking quality year after year. My advice, therefore, to anyone, whether he has a knowledge of blending or not, who wishes to cultivate a trade for bulk teas, to compete with the less profitable package, would be to buy blends from some reliable wholesale house, unless, of course, he is in possession of ample capital to buy the necessary quantities when doing a large turnover and having a wide experience of blending. When buying a bulk blend, the all-important point is to select a tea which will suit your customers' taste. If there is a large demand in your trade for any one brand or package tea, take this as a standard and endeavor to get a blend of a similar character, but of superior quality. By adopting this plan tea can be purchased in small quantities, thus insuring your always having fresh stock. Whenever a purchase is made, compare it with the last lot in stock, and decline to accept anything which is not a close match for it in the cup.

FOUR DON'TS.

Don't Rush—Just Organize.
Don't Can Your Ideas—Use Them fresh.
Don't be Mussy—Cleanliness is next to Success.
Don't Discourage your employes.
Every clerk has a right to the chance to be a grocer.

In writing the above I have no axes to grind. I am not in the tea business, package or bulk. I am, however, interested in the grocery business and the welfare of the retail grocer, and believe that the smaller grocer can work out the tea problem as I have tried to outline it.

There are many large retailers who sell little or no package teas and have a large and profitable business in bulk tea, generally speaking, of their own blending. If similar blends, which at the retail price are as good or better value than package teas and show a better profit, can be purchased in small quantities (a half-chest at a time) then there is no reason why any grocer cannot develop a trade for them. It must be remembered, however, that all bulk teas must be carefully handled, be kept in an air-tight canister, and away from anything likely to contaminate them, otherwise the sealed lead package will appeal more strongly than ever to your customers.

HOW TO CONDUCT A SPECIAL SALE.

PLAN OUTLINED BY A FIRM WHO HAVE MADE A SUCCESS OF IT.

It is a common practice among leading merchants to hold annual or semi-annual special sales. The average merchant, like the average man everywhere, shrinks from undertaking the unusual, and so there has grown up a class of sales companies who make a business of conducting sales for merchants who lack the initiative or enterprise to conduct their own. A commercial traveler in conversation with the editor of The Canadian Grocer the other day roundly condemned the methods of these sales companies.

He took exception first to the auction atmosphere they give a business, which is always suggestive of final dissolution and decay. For instance, same sale companies placard the whole front of the store with flaring posters or temporary signs and every little while a "barker" with a megaphone goes forth to announce the slaughter of prices.

Another objection was that the sales company brought in a selling force who, with their employers, were birds of passage and no way interested in the cultivation of those arts and graces of salesmanship which win and hold customers.

His most serious objection was to the practice of reducing prices unnecessarily and, with a view merely of swelling the total of sales, running off the staple lines, often new fresh stock that should not have appeared at all in the list of reductions. That is done because the usual terms are a commission on the aggregate sales.

Objects of a Sale.

There are three main objects to be aimed at in an annual sale and none of them should be lost sight of. They are, to stimulate business at a dull season, to freshen up the stock by getting rid of shop-worn, unseasonable and slow moving lines, and to get new customers. The hired sales-maker will stimulate trade for the time being, but he will probably leave the stock, as a whole, in worse shape than he found it by running off new and staple lines with the rest, and he certainly will not secure new or permanent customers.

The Canadian Grocer representative made enquiry for a firm that conducted their own sales with marked success. Among the firms most highly spoken of were R. Scott & Co., of Mount Forest. Courteously replying to a letter requesting a short article descriptive of their methods, R. Scott & Co. wrote:

"It is a rather difficult undertaking to draft a method for conducting an annual sale that will be applicable to all cases because, of necessity, every store must formulate its plans to suit its circumstances."

Know the Stock.

The first consideration, however, for anyone about to arrange a special sale is the actual condition of the stock. That is not to be guessed at. The entire stock should be carefully gone over to find out what lines most need attention. If a sale is held immediately after stock-taking, during the lull that follows the Christmas trading, this preliminary work is confined to a careful survey of the stock sheets for sale purposes.

SERMONS IN SENTENCES.

Energy begets trade.
A dirty apron is a poor "ad."
There's more profit in quality than quantity.
You are handling things to eat—clean up.
Ideas, like eggs, spoil when kept too long—use them, or get fresh ones.

A sale of only goods that were shop-worn or out of date would be after the manner of a pill without the sugar coating, and it is necessary to sweeten a sale with some staple lines at attractive reductions. Here very careful planning is necessary. Having found out what goods he desires to clear, he must exercise his best judgment in determining what staples are to be sacrificed. To overdo here will be to strip himself to a very considerable extent of the advantages hoped for, if not to quite turn the sale to a loss. This, then, is most important, and is a part of any sale plan that should be very carefully thought out and adhered to.

Now, then, as to the reduction in prices. It does not follow that because a merchant is conducting a sale he should lose money on any line put on the bargain counter. On every line he should get over and above the invoice price a profit sufficient to cover the cost

of doing business, that is, in fact, the actual cost. Unless a merchant knows what his cost of doing business is, determining the actual cost as distinguished from the wholesale price must be mere guess-work, which is always a very unsound basis of trading. It must be remembered that a sale does not, at least should not, mean giving away goods. Some profit must be sacrificed, but it should be only net profit.

Line of Advertising.

No sale, however carefully planned or prepared for, could succeed without advertising and unless it be done carefully and thoroughly the results of the sale will fall far short of possibility. One plan has been to prepare a neat circular containing a complete list of the special values offered. All that can be told about these goods should be told and the former price and the sale price should be stated in bold figures.

The method of distributing these circulars is about as important as any other detail of the sale plan. Of course they could be mailed, or a boy could be sent out, but it is far more advantageous for the merchant to deliver them personally, taking them into the home of every customer and every resident of the neighborhood he would like to have for a customer. The personal visit is appreciated; it enforces the idea that something must be doing, something worth while, and it gives an opportunity for saying a word or two about some of the special values of the sale. This may look like going to a great deal of trouble and expense but it is not doing too much if success is worth while. A couple of days driving will do it. The circulars should be delivered at least a week before the sale opens.

The success of a sale need not be a matter of chance. It can be assured by a little well directed effort.

SAGE LEAVES.

All men are born equal but they very soon outgrow it.

It's fairly easy to get into public life—the difficulty is to stop there.

Anticipating to-morrow and regretting yesterday is the way some people like to spend their time.

A poor man isn't necessarily a poor sort of man.

Duncan McIntosh, representing Balfour, Smye & Co., Ltd., Hamilton, on the North Shore, Manitoulin Island and New Ontario districts, reports business extremely good. He is well known to the trade in Manitoulin and district.

TORONTO GROCERS AT VERMONT CONVENTION

Meeting for Organization of State Association of the National Association of Retail Grocers—Resolutions Passed—An Enjoyable Banquet to Visitors.

F. C. Higgins, a leader among Toronto grocers, M. Moyer and E. M. Trowern, all prominent in the Retail Merchants' Association, attended the convention of Vermont grocers, held in Burlington recently for the organization of a state association in affiliation with the National Retail Grocers' Association. Mr. Higgins has kindly furnished us with a brief account of their trip as follows:

"A very pressing and kind invitation having been received by our association to be represented at the recent retail merchants' convention, held in Burlington, Vermont, it was decided by the grocers' section of our association to accept the invitation and show our appreciation by sending three delegates; Mr. Moyer, Mr. Trowern and myself being selected for this honor.

"As the dates of the convention were Tuesday and Wednesday, the 23rd and 24th of April, we decided (as our route lay by way of Montreal) to leave in time to see the food show in that city and fraternize with our fellow merchants there.

"After spending the night in a room on the seventh floor of one of Montreal's hostelries, which, after the recent fires, did not add to peaceful slumbers, we took the train in the morning for Burlington, arriving there about noon. We were met at the station by the mayor, Gov. Proctor, Congressman D. T. Foster, Senator W. T. Paton, Organizer Winters and other official dignitaries, and escorted to the hotel. After satisfying the wants of the inner man, we wended our way to the convention hall, which was tastily decorated with flags and bunting, right in the centre over the platform being a large Union Jack. Needless to say we appreciated the compliment, and with such an atmosphere of good-will and friendliness pervading the whole convention we felt at home at once.

"The meeting was opened by the mayor, who, in a few well chosen remarks, welcomed the delegates to Burlington. Organizer Winters then read the official call for the convention and the meeting got down to business and elected a chairman. Short addresses were made by quite a number of the delegates on the need of organization, these being backed up by National Secretary John Green, of Cleveland, in one of the ablest addresses it has ever been my pleasure to hear. This was followed by a talk on the Pure Food Law by Dr. H. D. Holton, secretary of the Vermont State Board of Health, from which I gathered that Canada has quite a distance to travel yet in the direction of better pure food laws. The appointment of committees was then taken up, after which it was decided to adjourn in order that the visiting delegates might attend the banquet given in their honor by the merchants of Burlington.

"The banquet was a most successful and pleasant affair—good speakers, good music and good food, and, of course, good hours.

What the Convention Accomplished.

"Next day the convention was called to order at 10 o'clock. Perhaps the best summing up of the work is shown by the resolutions passed:

"1. That this association be known as the Retail Merchants' Association of Vermont.

"2. Advocating the need and the equal rights of manufacturer, wholesaler and retailer.

"3. The amendment of the National Bankruptcy Law, or its repeal.

"4. In favor of regulated credit and fair competition.

"5. Opposition to all premium schemes, trading stamps and similar attempts to get something for nothing.

"6. Opposition to all attempts at parcel post legislation in favor of catalogue houses.

"7. Favoring the Dixon bill, giving the retail merchant the right to attach the wages of civil service employes for the necessaries of life.

"8. Favoring the closer union of the farmer and merchant in the interest of Vermont and of keeping trade at home.

"The result to us as visitors has been: 1st, an awakened and quickened interest in the work at home; 2nd, a deepened conviction that the unity of all retailers in one association, working on lines similar to our own, is the plan that has been proved by wide experience to hold out the greatest hope of success for the attainment of the aims and objects we have at heart; 3rd, a desire to see our coming convention at Hamilton, on the 2nd, 3rd and 4th of July, the greatest and best ever held in the interests of retailers."

"WHITE GOODS" IN GROCERIES.

A grocer on the upper East Side, New York, has adopted the plan practised by the large dry goods houses. He has his windows decorated in white and a sign in the centre reads: "Our Great Annual White Sale: Sugar, 16 cents for 3½ lbs., Flour 15 cents a bag, Starch 10 cents a pkg.," followed by a long list of "white" goods marked down for this event.

FROM GROCER CORRESPONDENTS

BELLEVILLE.

The grocers of this city, both retail and wholesale, are highly elated at the way spring trade is progressing, and most of the leading grocers predict a very busy and profitable season. They stated that last Saturday was the best day they have had in some months and some had to refuse delivery orders at six o'clock. The demand for the better class of goods is becoming more prevalent and this is always welcomed as a sign of prosperity.

A carload of Jumbo bananas arrived in the city Tuesday of this week from the firm of White & Co., Toronto, and was in charge of John S. McVean. He had no trouble in disposing of the whole carload in a short time.

Jack Grey, the popular traveler for the Surprise Soap Co., was in the city last week and presented all the grocers and their clerks with Surprise aprons, for which they were truly grateful. This firm deserves credit for their up-to-date advertising methods.

John Hodge, the veteran traveler for coffees and spices, Toronto, was a welcome caller on the trade, and so was John Everett, of Christie, Brown & Co.

That this city is on the verge of a business boom never exceeded in its history is amply indicated on all sides by the many extensive building operations under way and the increased value and turning over of real estate, combined with a marked confidence by the people in the city's future.

At the meeting of the cheese board on Saturday last over 1,000 boxes sold at 12½ cents, a remarkably high price for this time of year, and as a result the farmers are all happy.

Mr. Thomas Good, for nearly forty years clerk in Wesley Bullen's grocery store and then in his liquor store, has removed to Toronto with his family and will reside with his son, Charles Good, who is connected with a large grocery store there.

Visitors to a city, and especially commercial travelers, as a rule seem to judge of its progress by the amount of building they see going on. This is generally a safe criterion. As is well known, Belleville, last summer, had quite a "building boom" in the way of the erection of private residences. It was a question whether the boom would continue this summer, but the concensus of opinion among the various architects, contractors and builders is that, whilst there may not be as many private residences as last year, there will be building operations of much magnitude going on. There is no denying the fact that houses are in great demand, and an evidence of this is apparent in the fact that there are in the city no vacant houses of any dimensions, and houses provided with modern improvements cannot be secured.

During the past few months rents have advanced materially, in some cases 75 per cent., owing to the demand for properly equipped premises. The reason for this is that the population of the city has been considerably increased owing to the fact that the rolling mills and other industries have imported many skilled men for their staffs and many retired farmers have recently come to the city to take up their residence.

Work has already commenced on the reconstruction of the Hotel Quinte, and this will mean a summer's job for all classes of mechanics. This hotel will be the finest between Toronto and Montreal, and its destruction by fire was a serious blow to the traveling public.

At least two of the city banking institutions will virtually have new premises, the Merchants Bank and the Standard Bank.

When the Merchants Bank has taken possession of their new premises the work of remodeling the old building for the public library will be commenced, tenders for which were let some time ago.

BROCKVILLE.

The traveling public in general will, no doubt, be pleased to learn of the reopening of the old St. Lawrence Hall, at Brockville, on the 15th of this month by Mr. Lawrence Muldoon, late manager of the Hotel Strathcona, and an all-round good fellow, who will look after the wants of all who give him a call. Larry, as he is known, intends to bring the reputation of this house to its old standpoint by giving careful attention to the cuisine and by furnishing the best that can be bought in wines and liquors. We predict for him a successful business and trust the old patrons of the hotel will give him their support. Messrs. Ed. Dwyer and Ben. McGregor, former wine clerks at Strathcona, will also be with Mr. Muldoon when he opens up.

Another meeting was held last evening by the retail merchants in the town hall to further the Dominion Day celebration. A good strong canvassing committee had been appointed at a previous meeting, and reported last night that they were meeting with great success in getting subscriptions, a large sum already being subscribed. They will report again on Wednesday, the 15th inst.

CHATHAM.

There is strong probability that, as foreshadowed in last week's correspondence, the city council will shortly take steps to make a test of the local transient traders' by-law by appealing from one of the magistrate's decisions.

With a view to protecting the city in the matter of taxes and safeguarding the merchants, all heavy taxpayers, from unfair competition, any non-resident coming to the city to set up business and who is not the purchaser of an existing stock in trade, is liable to a license fee of $100. If he remains a full year, the amount is refunded or applied on taxes. The by-law is aimed largely at parties bringing in bankrupt stocks and disposing of them at cut prices. A recent information against John McLeod, a young man setting up in the gents' furnishing line, was dismissed by the magistrate. The crown attorney thought the decision was not good law, and advised the council to appeal.

At a special meeting held on the 10th, the crown attorney's letter came up, and the magistrate came in for some bouquets from members of the council. There was a considerable undercurrent of sympathy for McLeod, many considering the case against him as rather a technical one, but it was pointed out that the magistrate had shown a marked disinclination to enforce the by-laws in cases of this nature. His course in connection with the by-law against peddlers was described as similar, and Mayor Stone and Ald. Potter both instanced cases in which, according to their contention, the magistrate had declined to enforce the by-law.

"The merchants are pretty well worked up over the matter," said Ald. Potter. "They have come to the conclusion that the by-laws are no protection, and that the magistrate will give them no protection."

The matter was referred to the civic finance committee, to consult with the city solicitor and appeal the case if deemed advisable. While the McLeod case may not be appealed, the feeling among local merchants is strongly in favor of bringing the matter to an issue. The question has been a burning one for some time past, all branches of business being more or less affected. In connection with tea agents, Mayor Stone stated that some of these had given him as a reference to the firms with whom they were employed; and

had afterward sworn in the police court that they were owners of the goods they handled and were selling on their own behalf.

Confectioners Organize.

Following on the organization of the grocers' section of the Retail Merchants' Association, the confectioners and bakers have organized their section. The work of organization was carried out at a meeting held on Thursday, the 9th, in the Board of Trade chambers. There was practically a full attendance and any amount of interest was displayed. Ex-Ald. E. A. Mounteer, who acted as chairman of the meeting, was elected president of the section, and Edwin E. Wing was chosen secretary. A number of topics of interest were informally discussed during the course of the evening. It was decided to meet monthly, the meeting night being fixed for the first Tuesday in each month.

E. J. Buzzard, of Blenheim, will conduct the general store at Erieau during the coming summer.

W. B. Lounsbury, of Wheatley, has recently opened a grocery in connection with his meat business.

W. S. Eberle is the proprietor of a new grocery recently started at Highgate.

The Dresden Creamery commenced operations May 6th.

Harry A. Andrew's fine new delivery rig made its first appearance here last week.

The Ridgetown Canning Co. have purchased a site from Zenas Watson, of that town. The site contains three acres, the price being $600, of which the town contributes $375. Building operations will be commenced at once.

J. A. Ruddick, chief of the Dairy and Cold Storage Commission; G. H. Barr, of the Dairy Commissioner's staff, and A. McNeill, chief of the fruit division of the Dominion Department of Agriculture, are holding a series of meetings throughout the county, with a view to interest the public in general, and the farmers in particular, in fruit cultivation, dairying and cold storage.

GUELPH.

Nineteen mills on the dollar is the rate of Guelph's taxation this year. Such was the final result of the planning of Mayor Newstead, Ald. McCrea and the members of the finance committee, and the consideration of their report by the other members of the council. It was another midnight session and practically the whole time was devoted to the consideration of the finance committee's report, striking the rate of taxation.

The report, as finally drafted by the committee, fixed the rate at 18½ mills; yesterday morning they had it up to 20 mills, but subsequently they discovered sources of assets that had not been taken into account, and by the time the report was ready for the council, the rate had been cut to 18½ mills, through the close calculation and careful pruning of Mayor Newstead, and Finance Chairman McCrea, who were animated by a desire to establish a heretofore unattainable record.

Ald. Thorpe upset these calculations, however; he wanted $1,000 to go on with the city hall improvements, and after a hard struggle he got it.

The main items, which authorized the assumption that an 18½ mill rate would be sufficient, were an increase of about $3,000 in the estimates of the receipts from the waterworks commission, and an increase of about $4,000 from the Guelph Junction railway board. These assumptions may or may not be backed up by results. In all probability they will. But if they do not, the extra half mill above the original report should meet all deficiencies. A garbage by-law and a pedlars' license by-law were also considered.

FRANK D. COCKBURN
Of Comfort Soap whom Jim the Grocer at Kingston remembers pleasantly for his able co-operation at the Grocers' Summer Outing

A Forward Step.

Our city council has taken a step forward in municipal affairs by ordering all projecting signs off Wyndham street. Many merchants objected, but all are now unanimous in voting it a striking improvement on Wyndham street. Geo. Williams was unfortunate enough to break one of his plate glass windows in removing his sign.

The clerks' executive are petitioning the merchants for a half-holiday during July and August, and nearly everyone, both employer and employe, seems to appreciate these pleasant changes.

The farmers are complaining of a very backward season. Fall wheat looks anything but well. However, we hope these pleasant days and a little warm rain will improve matters.

Some gentleman belonging to a diamond ring is marking up the plate glass windows. $25 is offered for his capture and conviction..

Our Retail Association is adopting the Dominion association's system of debt collecting and finding it very satisfactory.

Automobiles are appearing more plentifully every day. First thing we know a grocer will have one.

The council is considering paving the principal streets. Then it will be time for the grocers to start the automobile delivery.

INGERSOLL.

One of Ingersoll's leading merchants has publicly expressed the opinion that it would be very beneficial to the town if the tributary territory could be materially increased as a market centre.

The Ingersoll market is known the length and breadth of the land. It is usually well attended, with a plentiful supply of seasonable products, but any move that would increase the volume of trade in the town would be in keeping with twentieth century progress and should be worthy of consideration. If greater accommodation in the way of a new market building was afforded the market patronage would undoubtedly be increased. The same merchant has thrown out a hint to the Board of Trade and the council in this connection, and from the retailers at least, any movement which would attract trade from a larger radius than at the present time would have enthusiastic endorsation. By reason of its admirable location, situated as it is in the heart of one of the best agricultural districts in Canada, and being the home of the cheese industry, few, id any other, towns of similar size, can show such a steady and substantial volume of business year in and year out. With no unrest in labor circles, with all the industries running to their full capacity, and some of them overtime, Ingersoll is in a happy and prosperous condition, and it has long since become the established policy of her progressive citizens to achieve greater advancement whenever an opportunity presents itself.

Ingersoll now has a dual telephone service. The Ingersoll Telephone Co. recently opened their office on King street west, with between three and four hundred subscribers. They have a large number of subscribers in the rural districts and their phones will be a great convenience to the residents of both town and country.

Bruce Phillips has accepted a position with H. W. Healy, as manager of his grocery store. Mr. Phillips is an enterprising young man, who has had wide experience in the grocery business, and under his guiding hand Mr. Healy's interests will be well looked after.

Present indications point to Ingersoll securing a grant of $10,000 from Andrew Carnegie for the establishment of a public library. The matter was first taken up by the Board of Trade, and was subsequently brought to the notice of the council in the form of a resolution strongly favoring the movement. The council appointed a special committee to deal with the project, which reported at the meeting on Monday last to the effect that the mayor be authorized to make application to Mr. Carnegie for the grant. After some discussion, the report was referred back to the committee for further information. The general feeling seems to be that the matter will receive favorable consideration at the next meeting of the council.

Despite the unseasonable weather and the fact that the farmers are taking advantage of every fine day to rush their spring work to completion, there was a large representation from the countryside at Saturday's market. The market building presented a scene of unusual activity, while the offerings were plentiful, with the prices in many instances showing an increase. The price of eggs showed a decided upward tendency, 18 cents per dozen being the ruling figure. A few pairs of chickens were offered, which met with ready sale at from 50 to 65 cents each. Twelve loads of potatoes were also offered, the major portion of the sales being made at $1 per bag.

Probably on account of the cold weather, the weekly half-holiday during the "hot" months appears to have been overlooked. With heavy wearing apparel still in evidence, no one has given much thought to outdoor recreation. Heretofore the weekly half-holiday has been very popular and the movement will likely be taken up again in due time A baseball team has been organized to represent Ingersoll in the Western Ontario Amateur Baseball League, and this season will likely be another instance of history repeating itself. Nearly everyone in Ingersoll admires a good game of baseball, and it would not be surprising if a move is made to have a half-holiday during the major portion of the ball season. This was the rule for a couple of seasons, but it remains for someone to take the initiative again.

As the result of a transfer which took place a few days ago Ingersoll has only one liquor shop at the present time. John Christopher, who has been in business here for a long period, sold out to A. F. Sage, who immediately transferred the stock to his shop.

It is expected that a monster Orange celebration will be held here on the 12th of July. The matter has been under consideration and at their last meeting the committee reported that they would go on with the movement, provided the business men and citizens generally gave them sufficient encouragement.

A Morello, fruit dealer, has shown commendable enterprise by leasing the store formerly occupied by John Christopher. He will conduct two stores in future.

M. E. Scott, who formerly conducted a flour and feed store on King street west, has returned from a four months' sojourn in Louisiana and Texas. He was very much impressed with the climate of these two states, as well as the business opportunities and he may return to one of them to reside.

More than ordinary interest has been aroused as to the form of Reeve Buchanan's proposed by-law to regulate the handling of bread. At the last meeting of the council Mr. Buchanan stated that since he had given notice of his by-law, he had learned that there were some features which would make it very difficult to live up to. He said he wished to withdraw from the position he had taken in regard to having the bread wrapped or placed in paper bags. It was, however, his intention to endeavor to amend the by-law so as to bring about some very important and desirable changes in the mothods of handling the bread consumed in Ingersoll. The by-law fathered by Mr. Buchanan regulating the delivery of coal was given its final reading.

Tuesday of last week was the thirty-fifth anniversary of the big fire which destroyed the business district of Ingersoll, an event which is still fresh in the memory of many.

KINGSTON.

Spring is here, I have "caws", to know,
Was the loud, shrill cry of many a crow,
And the robin sang the same old song,
"Tweedle-dum, tweedle-dee" the whole day long.
But Jack Frost said, "Just wait a wee,
And we shall see what we shall see."
Then he froze up the valleys, the plains, and the hills,
And all vegetation in sight,
The lakes, pools, and puddles, the murmuring rills,
He congealed them all in the night.
So Jack is disliked down in Kingston this spring,
He's sent up the prices in wheat;
And we're all feeling blue on account of the "do,"
For it's hard on the fellows that eat.

Jim the Grocer spent all last week in Montreal taking in the sights. The weather was cold and the wind was high and papers of all kind disappeared in the sky. The dust would blind you, and many a man to oaths gave vent in English and French, wherever you went. Yes, even the horse show was affected by the weather. There was a big horse sale at Foster's, and all kinds were trotted up and down the enclosure where the buyers looked over a fence and sought for spavins, ring-bones, etc., and noted the gait. There were trotters and pacers and heavy-draught horses, blacks, greys, chestnuts and bays, and they sold from $45 to $150. Some got snaps and some got bit; some were pleased and some were sulky, but such is life.

Well, Jim went over to the fruit commission house and bought some Valencias, Mexicans and navels, new tomatoes and cabbage. Gillis, Caldwell's popular traveler, said to Jim, "Would you like to drive down to the fruit sheds and see the big liners?" Jim jumped on the big wagon and went, and say, Brother Grocers! if you have never been more than a mile from your store, don't act the fool any more, but take a trip, and you will find the store when you get back, and your clerks will look after it better than if you are hanging around. Just try it and see. Well, the fruit shed was 700 feet long and about 100 feet wide, and the iron roof on it was put on in a day and a half. That's the way things are done there. The shed contained over 30,000 boxes of Sorrento oranges, and Jim was introduced to Gaetano Gatto Messina, president of the famous brand of lemons, Statue of the Republic, and one of the largest shippers in Spain. He is pleased with Canada and likes the people better than those he came in contact with in New York, and intends in future to give preference to Canada.

We next visited the steamship Bellona, with its cargo of 29,108 cases Sorrentos, and 4,440 cases Valencias. The Fremona is due in a day or so with a cargo of 45,360 cases lemons and 6,000 cases oranges.

Next Jim went up the elevator in the handsome Coristine building to have a talk with Kenneth Munro about Jacobs biscuits, but Ken was away on a trip. The genial young man looking after his affairs in his absence opened up his room and spent a few minutes showing how nice and complete Jacobs' mahogany biscuit stands were. Marble top and holding twelve tins. They cost about $24, and are made in Ireland.

Next Jim made his way to William street and talked butter, eggs and cheese. Prices were easier on butter, but eggs and cheese were firm. Jim took the Bleury street car and got up into

the upper section. He called on Mr. Foster, retail grocer. Jim said, "You have a nice store and fresh-looking stock and you seem to be busy and your customers seem to be of the better class." "Yes," he said, "and I owe it to the fact that I give no coupons, no Christmas boxes and no discounts. I give people a good service and the best value I can get for them. I can't understand why grocers educate their customers to look for presents. They certainly know that in doing so they have to resort to low-grade goods or light weight. Yes, it's a mistake."

Jim's time was limited, but he called on Mr. Brown, of the Thos. Good Coffee Co., of Boston, who reported business good.

Jim ran across Mr. Gould, grocer, of Port Hope, who was on a trip just for a change and to look around.

Next Jim called on Mr. Robt. Shaw, manager of the Charleston 5, 10 and 15 Cent Store Co., St. Catharines and St. Lawrence Main. Mr. Shaw at one time conducted a large cash grocery with his brother in Cornwall, and for many years was clerk in Bryson & Graham's, at Ottawa. He reports increasing business every year.

On the return trip westward, Jim ran across Mr. Balfour, of the Imperial Extract Co., of Toronto, He is having a satisfactory trip and increasing orders for Shirriff's jelly powders and extracts. He got off at Prescott. Harold Martin was alone on the train. He ran a grocery in Kingston at one time, and is a son of A. R. Martin, also of Kingston, grocer of years ago, but now holding a lucrative position in the west. Harold is traveler now for the Robertson Bros., dealers in high-class china and glassware.

Will Crothers, traveler for the Crothers Biscuit & Confectionery Co., here, got tired living alone. He took one of Kingston's fairest daughters into partnership for life. He moves into the fine residence, corner Union and Wellington streets. He certainly is wise who marries, and we all hope Will's future will be as sweet as the samples he carries. His better half, of course, will be guided by her own sweet Will.

James Crawford secured the contract to supply the soldiers' camp here. He will be kept busy putting up rations for the hungry boys who drill. James Redden & Co. got the contract for the Petawawa camp, and they know how to fill the bill. The boys in red and blue will get good things to eat and drink.

The Misses O'Brien, formerly of Renfrew, have leased the store, corner Division and Earl, in the handsome Graham block, recently put up. Alderman Graham was for many years a grocer. He is now one of our largest contractors and has put up over a hundred buildings in the last ten years. He is a hustler, owing to his early training behind the counter.

LONDON.

The question of their annual picnic is one which more than any other is just now disturbing the members of the Retail Grocers' Association. The matter was discussed at a meeting of the association on Wednesday evening last and by the executive this afternoon. It seems that certain grocers have been for some years holding a picnic to Niagara Falls, calling it the grocers' picnic. The railway company has been allowing these men a rake-off on each ticket sold, and there have been some small rebates on the attractions at the Falls, so that altogether there has been quite a bit of graft for someone in these annual affairs. When the association met on Wednesday night it was learned that a certain grocer who is not a member of the association, had in January last signed a contract with the Michigan Central Railway Company for a grocers' excursion to the Falls on a certain day during the coming summer, and that this individual, with three members of the association, would advertise a grocers' excursion, no matter what place or date the association decided on. But there is no money in this for the association, and the members, naturally enough, do not feel like being parties to any picnic plan which means profit for others and none for themselves. The four individuals referred to have been approached by representatives of the association, but they show no inclination to join in and make one affair of it, and present indications are that there will be two grocers' picnics in different directions.

The Comfort Soap Race, which our Kingston Correspondent has several times referred to.

Price-cutting as applied to sugars, has been stopped in this city for a time at least. The continued advance in wholesale prices has had the effect of bringing the cutters to their senses and to realize the fallacy of selling at or below cost, and when the matter was brought up at the meeting of the association last week, the two chief offenders agreed to quit their foolishness. Canned goods, however, will continue to be sold at cut prices.

One of the finest retail stores in London is that of Messrs. Ryan & Russell, Richmond Street, south of King. It is bright—rendered additionally so by prism lights, which throw the daylight right to the back of the store. The arrangement of showcases, the office, canned and bottled goods, is evidence that there is someone of taste connected with the establishment. The firm have a way of keeping their stock fresh, to which fact must be attributed their big trade, for the business of Ryan & Russell is among the largest in the city.

A grievance of small shippers was aired at a meeting of the shippers' committee of the Board of Trade on Friday night. These men who as a rule do not ship in car lots, complain that through the transhipment of goods it is next to impossible to trace shipments once they leave London. It is quite common for shipments to be six weeks in making the trip from London to Calgary. The whole matter is to be taken up with the Canadian Pacific Railway Company without delay.

It is rumored that the McCormick Manufacturing Company have decided to seek a large site in the east end of the city, and that the large building now occupied by the company on the south-east corner of Dundas and Wellington Streets will be turned into a block of stores. The report that the company have been approached by the T. Eaton Company, of Toronto, with the object of establishing a Lonhon branch in the company's present premises, is discredited.

The retail grocers have approached the city council with a view to having no licenses whatever granted to fruit or peanut men selling on the streets. The city solicitor has advised the aldermen that the council has power to regulate the areas within which these vendors can ply their calling; they cannot prohibit the trade. However, the grocers will discuss the subject with the license committee at its next meeting. As an instance of what they suffer at the hands of these men, the grocers tell of a case where a banana man took up his stand in front of a grocery store

and sold while there no less than two cartloads of fruit to passers-by. All the while a bunch of bananas hung in the grocer's window unnoticed. If they cannot have the peddlers barred out altogether, the grocers ask that they be kept from in front of stores, whether in the business districts or the suburbs. The grocers pay heavy taxes and rents, keep help and horses, and they find it impossible to compete with men who have no expenses to speak of.

MONTREAL.

Montreal Retail Grocers' Association has decided to hold its annual picnic at Alexandria this year, in conjunction with that of the Ottawa Retail Grocers' Association. The date is June 26.

This decision was arrived at last Friday evening, when the regular monthly meeting was held in the association rooms, St. Catherine Street East. June 26 is St. Jean Baptiste Day, a great feast occasion with the French Canadians, and it was thought that this would be a most fitting way to celebrate the holiday. Besides this there was the opportunity of enjoying a day's outing with their Ottawa confreres. The citizens of Alexandria are ready to do their share in making the day a successful and enjoyable one, so that it is likely there will be some pleasure in store for those who attend.

Instead of appointing several committees to arrange details of the excursion, the association members decided to leave to the executive officers all this work. Therefore those who will be responsible are: President, H. Laniel; vice-presidents, E. P. Guillemette and J. A. Dore; Treasurer, H. Laniel; Secretary A. Sarazin, and General Secretary, J. A. Beaudry.

Friday morning a delegation comprising the officers and some seventy-five members of the association waited on the Premier of Quebec, Hon. Mr. Turgeon, and the treasurer of the province, Hon. Mr. Tessier, regarding the increase in liquor licenses. Under the new arrangements, grocers having a liquor license must pay, instead of $200 or $400, as last year, $300 or $450, as the case might be. The ministers stated that there would be a meeting of the Cabinet shortly, when they thought some arrangement would be reached which would be satisfactory to all concerned.

PETERBORO.

T. Kinnear & Co. are working up such a large business in this locality that it has been found necessary to put on another traveler. N. F. Corrin, formerly with R. A. Dutton, fish, fruit and grocery merchant, has accepted a position on the road with this wholesale house. Mr. Corrin is well known in this city and is very popular. He has made a successful salesman behind the counter and should do equally well on the road.

A Progressive Firm.

S. A. Oke, fish and fruit dealer, who carries on the largest exclusive fish and fruit business in the city, has secured a lease of large premises along the G. T.R. track, which will be used as a wholesale storehouse. For some time past Mr. Oke has done a wholesale business, but the past couple of years has seen such a development that he cannot possibly handle it from the retail store. The new premises are situated at the corner of Simcoe and Bethune streets, and a railway siding runs right into the building. The premises are very large and well built, having been used years ago as a grain elevator. One great feature about the building is that there is a ripening room in the basement large enough to hold 300 bunches of bananas at one time. Then the foundations are so thick that frost cannot possibly penetrate in the winter. The firm at the present time is handling a carload of bananas a week and the business is just getting nicely started.

Associated with Mr. S. A. Oke is his brother, Mr. Walter Oke, who spent eleven years in the wholesale fruit houses in Toronto. He is therefore a first-class man, and the boys are making a big success.

Besides the city trade, which is by no means small, Oke Bros. cover a very large outside country, including such places as Cannington, Lakefield, Havelock, Omemee, Lindsay, Norwood, Bobcaygeon, Millbrook, Campbellford, and several other places. A little later in the season there will be the very heavy business from the summer residents and tourists up around the Kawartha lakes, Chemong park and Rice lake. All the summer resorts help very largely in increasing the total of Oke Bros.' business. The new storehouse will enable them to handle their fruit and fish more easily and more quickly this year than ever before.

Mr. E. F. Mason is at present very busy putting a new system in force in his three big grocery stores. In the past the two down-town stores were conducted together, but since the third store was added, and since the business done by all three places has increased so rapidly during the past couple of years that the head of the company decided to put them on their own feet and make each one responsible for itself.

The city's new fire hall was formally opened on Tuesday evening last. The new fire alarm system has been installed and the new fire engine was tested. The fire hall is one of the most modern in the province and it is a credit to the city. In it are stabled six horses, a combination hose and chemical wagon, a fire engine, and a modern hook and ladder truck, with a 54-foot aerial ladder. The merchants now expect that their insurance will be reduced, according to the promise of the Fire Underwriters' Association some time ago.

The executive of the Retail Merchants' Association met on Monday night for the purpose of completing arrangements for the proposed banquet. The date will be about the 30th of May, although it will not be definitely decided until the committee hears from the different speakers. Another meeting will be held next Monday night.

The Peterboro Board of Trade met Tuesday night and discussed "Canadian Banks, Foreign Investments." Excellent papers were read by D. Hughes-Charles, manager of the Canadian Bank of Commerce, and A. P. Pousette. The board also discussed railway switching rates. There were a large number present.

A New Invention.

The Excelsior fruit cleaner is a new machine, which is being manufactured here by R. B. McGill. This invention was formerly made in Peoria, Ill., and then in Mount Pleasant, Ont. But now Mr. McGill will handle them. The woodwork is made by the Peterboro Canoe Company, and the iron work by the Wm. Hamilton Manufacturing Co. The machine is for cleaning all kinds of dried fruits and it is being put in by many wholesale and large retail grocers. It is one of the best machines on the market and is giving satisfaction wherever used.

ST. CATHARINES.

Albert Phipps, who purchased the property and grocery business from John Ross, on Queenston street some years ago, finding that his premises were too confined for his increasing trade, removed his stock, temporarily, to an adjoining building and removed the old store building, on the site of which he erected a large and commodious two-storey brick building. The ground floor is the store part into which he has transferred his stock. The upper portion he occupies as a dwelling. Mr. Phipps, since he branched out in the grocery business, has succeeded by his strict attention to business and he has gained the confidence and good will of the people at large.

The journeymen carpenters and their employers, not being able to satisfactorily adjust their differences, relating to the amount to be paid for labor, ceased work about ten days ago. The carpenters had been receiving 27½ cents per hour, and had demanded an increase to 35 cents. After repeated meetings, two contracting carpenters came to terms. The other builders, after further conferences, consented to give 32½ cents,

which the carpenters refused to accept, and there was a breaking off of all attempts to settle the difference. Some of the journeymen carpenters have gone to Niagara Falls, where they are getting 40 cents an hour. Thus far this strike has not interrupted the other trades unions, the members all being kept busy, though it is disappointing to owners to have their building operations delayed.

James B. Dolan, one of St. Catharines' promoters and business men, has secured the premises on the south bank of the hydraulic race—water being the motive power—formerly owned and operated by the McKinnon Dash and Metal Works Company, which he will convert into a woolen factory, for which he has ordered machinery of the most improved and modern pattern. Mr. Dolan expects to employ one hundred skilled workers in the mill.

Howard McNulty has re-entered business, having purchased the pop and soda water manufactory on Ontario street opened by Riordan & Company, of Niagara Falls, Ont.

STRATFORD.

The retail grocery trade reports a very satisfactory state of business right along and all merchants are looking forward to a brisk spring trade. The stores are donning their true spring appearance and everything looks bright and cheery. The atmosphere is cool and refreshing and the fresh green goods and well displayed produce entice the housewife to buy.

A much respected citizen has lately been removed in the person of the late Sheriff Hossie, who died on May 4. Mr. Thos. Magwood, one of our city fathers, has been appointed to fill the vacancy, and Mr. McInnes will be the new alderman.

The grocers here are very much pleased with The Canadian Grocer, and pronounce it the best publication that comes into their store. One grocer remarked, "It is a splendid publication, a fund of information, and I would not do without it."

The market on Saturday last was largely attended by both buyers and sellers, but the price of produce remains about the same, although there was an advance in butter of one cent. Fresh garden products are in much demand. Maple syrup still remains at the same figure, 35c. per quart.

Grocers, Take Notice!

The first branch of the Retail Merchants to make a move toward early closing is the druggists. At present the drug stores do not close at any particular hour and, of course, this is a great hardship on the clerks. Commencing last Monday, (May 13), however, conditions were somewhat changed, the druggists having agreed to close at nine o'clock each evening. This is a splendid move and should not be any inconvenience to customers, as they can do their business quite as well before that hour, and it is a great boon to the clerk. It is to be hoped that the new ruling or agreement will be carried out by the several druggists in the city, as it is generally known it does not do for one man to keep open and the other to close. The half-holiday movement will be the next important question, and is already the talk among the clerks.

Delivery by Auto.

By July 1, if all goes well, Stratford will have the auto delivery system in full swing. A company has been formed, known as the Rapid Delivery Company. This company has entered into contracts with the leading merchants of the city to have their goods delivered by auto cars. The company propose putting three auto cars on the road and they will make four trips every day, at the hours of 9 and 11 a.m., and 3 and 5 p.m., with an extra trip Saturday evening at 9 o'clock; also extra trips on days preceding holidays. The merchants will find this a great convenience in many ways, and they will not need so many horses. This new company also purpose buying several horses and rigs from the merchants and these will be used on the roads over which the auto cars would not be able to go. The company will also purchase three auto bus cars for general passenger use. These will be put on regular routes throughout the city and will also be hired to outing and pleasure parties. The company will purchase all the auto cars from the Kurtz-McLean Co., Stratford.

Half-holiday Means Whole-souled Work

Regarding the half-holiday for clerks and storekeepers, it is a good thing and should be helped along. Stratford is a city of extensive industries, and there is scarcely one of them that does not close on Saturday afternoons, and while a merchant could not shut up shop on Saturday, still there is no reason why Wednesday or Thursday afternoon should not be taken. We have a Retail Merchants' Association here, and if its members agree to the half-holiday closing they will retain the same amount of business, and the insignificant increase that might go to some small store would not be worth considering. Give the clerk and the merchant time for recreation and rest, and the former will come down to work in the morning bright and refreshed and feeling like work, while the merchant will arrive with a glad smile and will thoroughly enjoy life, and the result is the better for both employe and employer. What we want are better salesmen, and everything that we can do toward bettering the condition of our salespeople should be done. The half-holiday will help along the good work. No one would sustain any loss by the weekly half-holiday, and those most interested would derive much benefit.

There is a slight change for the good among our grocers in regard to the cutting of prices. It is hoped that before long an agreement will be reached.

It is a recognized fact that one of the best advertisements that a grocer can have is a neat and attractive waggon. In this respect Stratford is right up to the mark. Several of our merchants have got very handsome and gaudy delivery rigs this spring.

Board of Trade Meeting.

The annual meeting of Stratford's Board of Trade was held on Friday night last, when a number of the leading citizens were present. The retiring president, Ald. C. McIlhargey, presided, and was supported by Secretary Steele. The main business was the election of officers. The following are the ones elected :—

President—W. J. Mooney.

Vice-President—I. W. Steinhoff.

Secy.-Treas.—Jas. Steele.

Council—Geo. McLagan, Wm. Preston, Wm. Maynard, J. D. McCrimmon, D. M. Ferguson, W. A. Moore, J. J. Mason, W. J. Ferguson, R. T. Orr, C. McIlhargey, Jos. Orr, W. S. Dingman.

An important resolution was passed, which asked for an additional collection from the letter boxes of the city at 11 a.m., and also that the post office be open all day on holidays. The treasurer's report showed receipts during the past year had amounted to $652.21, and a cash balance on hand of $210.31.

The Board of Trade has been alive to the interests of the city. During the past year it was instrumental in securing two new industries—the Kemp Manufacturing Co., and the Kurtz-McLean Co. A by-law was also passed guaranteeing a loan to the J. A. Cline Manufacturing Co., which will enable it to very materially extend its business.

WOODSTOCK.

On Saturday morning flour was advanced ten cents per hundred pounds in price by all the local dealers in that article. For some time it has been selling at $2.05, but now $2.15 has to be paid. Dealers say there is every probability of a further advance before very long.

A local dealer told your correspondent to-day that he expected the retail price of sugar would be advanced shortly, and consumers may expect to pay more per hundred pounds and receive fewer pounds for a dollar. He said that in the past few weeks the price to wholesalers had been advanced slightly, but

not enough to warrant an increase in retailing; but that if any further advance were made to them then consumers would have to pay more.

A number of dealers have commented, in speaking to me, on the very excellent issues of The Grocer which are being put out now. There are not a few subscribers in this city, which goes to show that Woodstock's grocers are, in the main, progressive and up-to-date in their methods. Nothing keeps a merchant so thoroughly posted as the careful reading of a good trade publication, dealing with his particular branch of trade.

Two travelers, one for a big Toronto jewelry house and the other for a wholesale grocery firm got their grips changed while at a Woostock hotel the other ay. The jeweler had in his grip over five hundred dollars' worth of jewelry. He put it down next the grocer's. The latter left the hotel first and by mistake took the grip with all the valuables in it with him. Shortly after, the jeweler discovered the error which had been made, and spent a few anxious minutes until he traced up the grocery man and secured his own property.

It is the generally conceded opinion that the fall wheat crop in the Oxford district has not been injured to any appreciable extent by the very backward spring, and the cold weather which has prevailed for many weeks when all should have been sunshine. A reliable authority says that some fields of wheat are as fine as he ever saw, many others are quite up to the average, a few are below it, and a few have been plowed up, though the fields which are included in the latter class are scarce. A considerable quantity of wheat is grown in this vicinity, but in most cases it is not the staple crop. For all that, its condition every spring is the subject of a great deal of anxiety, both in the rural and urban districts. The old truism, that prosperous farmers make a prosperous city, holds particularly true here, for Woodstock does an immense trade with the farmers of the county.

Seeding is practicaly finished in the vicinity, and an exceptionally large acreage of spring crops is now waiting favorable weather to spring into life and growth and gladden the farmers' hearts. The first pineapples of the season are being shown at the local fruit stores.

STOCKKEEPING ILLUSTRATED.

This is the interior of Scroggie Bros.' store, Guelph. It is a store of neatness and hustle. The advertising done is not heavy, but the goods sold are good and the price reasonable. Mr. Groom, their head clerk, is a finished stockkeeper and the finish of his work is apparent at a glance. Both Messrs. Scroggie read and enjoy The Canadian Grocer, and, in their opinion, it is one of the best helps to sell groceries.

Grocers' Sundries

Large English manufacturing firm about to open extensive advertising operations throughout Alberta and British Columbia wish to communicate with a reliable house in Calgary and also Vancouver, having connection with retail grocers throughout each province. Box 147, Canadian Grocer, Toronto.

ORGANIZATION IN THE ATLANTIC PROVINCE

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., May 13th.

Opinion seems to be divided in Halifax on the question of organization. While some few dealers look with favor on the proposition, the great majority are opposed to it. Those in favor of it say that the trade might benefit by being organized, as often matters could be more effectively brought to a head by the united forces. Those opposed to it seem to think organization may have a possible tendency to restrict trade, as the public have heard so much of late about combines. Those dealers prefer free trade in business, and consider that competition is better for business all round.

To have perfect organization, they say, all matters must be followed up closely and meetings held to consider the various questions that come up. Then all are not of the same opinion, and a difference of views leads to lengthy arguments, and, as a result, much valuable time is wasted, as busy men cannot spare many hours from their business.

Trade is Good.

The grocery trade in the province is in a healthy condition and the travelers are sending in good orders. Prices are firm on all lines, and collections are fully up to the average for the season of the year.

* * *

W. J. Hopgood & Son, grocers, Spring Garden Road, have temporarily removed their business to the stand formerly occupied by T. Major & Sons, on the corner of Queen street, while the firm's premises are being renovated. The store is now in the hands of the contractors, and it is the intention of Hopgood & Son to expend $4,000 in alterations. When the work is completed the shop will be one of the finest retail grocery setablishments in the city.

* * *

It is reported that Dunn & Co., Ltd., pork packers, of Toronto, have purchased a site in Sydney, and will shortly build a branch of their establishment in the Iron City of the east.

* * *

Oats Will Advance.

Advices from Charlottetown state that the prospects are bright for a sharp advance on oats after the opening of navigation on the St. Lawrence. At present, however, P. E. Islanders are above an export basis. Stocks are light and mainly in a few hands. Hay is getting scarce in the county and if the cold weather continues some of the stock intended for export will be required locally.

Potatoes, at present, are booming in price, but the arrival in Halifax of a cargo intended for the West India market, which has now petered out, and the expected arrival of 15,000 bushels from Scotland, will have considerable effect on the market. There are not many potatoes on the island, so the farmers will not suffer any from the changed conditions.

* * *

The steamer Kathinka from the West Indies landed here last week 4,570 bags of sugar, 2,000 bags for city dealers and the balance for the refinery.

To Retire from Business.

Thomas Mitchell, who for the past 25 years has conducted a large retail fruit and confectionery store on George street, will retire from business on December 31st of this year. Mr. Mitchell has conducted business in the same stand for nearly 30 years, and his ice cream parlor was unexcelled in the city. He carried high class goods only, and his trade was very extensive. Mr. Mitchell has leased his premises to William Patrick, of Montreal, who will carry on a gents' furnishing business. The shop is on George street, one of the principal thoroughfares of the city.

Produce is Scarce.

From some quarters there is a general complaint regarding the scarcity of farm produce, particularly eggs, butter, poultry, beef, and also fresh pork. Notwithstanding the immense quantities of produce imported into this province, there appears to be a shortage. The prices obtained are high, the consumer in these parts having to pay more than those of the west. While eggs are plentiful in some quarters, they are scarce in others. There is the usual shortage in butter at this season of the year. The demand is good and the high price still prevails. The consumer thinks that it is about time that some relief was afforded the butter market.

A business man on a recent visit to Sydney was somewhat surprised to learn that a grocer of that city had been obliged to buy eggs and butter at points in Quebec and Ontario. Discussing the subject he said he learned from those who professed to know, that most of the articles of food for consumption were sold in Sydney at a much higher figure than they would be if raised in the vicinity. That, he thought, was only reasonable, as the consumer in all cases paid the charges of the long freight haul. The people of Cape Breton, he thought, were neglecting their own interests if they did not inaugurate some policy for cultivating the vacant farms and improving those already under cultivation by the employment of modern methods. There was no question of a market. If agents of outside stock, vegetables, butter and egg concerns can make a handsome profit here, he did not see any difficulty in the way of local farmers.

Appointments at Government Farms.

The Nova Scotia Government announces the following appointments:—

Prof. Melville Cumming, Principal of the Nova Scotia Agricultural College, to be Secretary of Agriculture, in place of Brook W. Chipman, deceased.

Frederick L. Fuller, of Truro, to be Superintendent of Agricultural Societies.

Stanley Logan, of Amherst Point, the well known breeder of Holstein cattle and Shropshire sheep, to be Superintendent of the Agricultural College Farm at Truro.

These appointments are considered to be excellent in every respect. Mr. Cumming has already proven his sterling worth as head of the Agricultural College, and has placed that institution on a high level of popular approbation. Mr. Fuller has managed the farm for a number of years as only a practical man can. The appointment now given him will open a wider field of usefulness, and the Government is certainly fortunate in selecting such a man as Mr. Logan to manage the farm. Mr. Logan's proven ability in his own private affairs is the best recommendation that could be given him for such a position.

The Halifax Board of Trade has appointed E. A. Saunders secretary, in place of A. T. Weldon, who resigned to become general sales agent of the Port Hood Coal Co. The new secretary is a Halifax man, having been born and educated there. He has been in the employ of R. G. Dun & Co. for upwards of twenty years, and has traveled all over Nova Scotia and in Newfoundland during that time in the interests of his firm. There is hardly a business man in that territory with whom he is not acquainted, and he is one of the brightest young business men in the city.

Leon Tanguay, of Montreal, whose experience as a successful dealer and manufacturer of vinegar has extended over twenty years has started a manufactory for this product in his own name at 1208 Parthenais street, in the Delormier suburb of the Canadian metropolis. Mr. Tanguay has erected a commodious new building, 52 v 52 feet, two stories in height, with bonding warehouse and cooperage attached. It is well equipped for the manufacture of high class vinegar and has a present monthly capacity of 5,000 gallons, which it is intended shortly to increase to 12,000 gallons.

TRADE IN NEW BRUNSWICK HAS BRIGHT OUTLOOK

St. John, N.B., May 11, 1907.

The lateness of the season and the persistent unfavorable crop reports from the west have had the effect of sending the price of wheat up. The effect of this was seen when the local dealers announced a few days ago that Ontario flour had advanced ten cents all round. It is predicted that Manitoba's will also advance in a short time. The outlook is for higher prices on all grades of flour.

Sugar has shown another advance this week. This is the third time this year that the price has been increased, an advance of ten cents per cwt. taking place respectively February 27, April 11 and May 6, and apparently the end is not yet, as New York refiners have again advanced their price and a corresponding advance is looked for in this market.

In looking over the prices on nearly all goods this year and comparing them with the ruling figures last year at this time, an advance is noted in almost every case. In the provision market, pork, beef and lard are all firmer. Flours, sugars, molasses, canned goods, and in fact everything in the grocery line, is higher than last year.

Outlook Bright.

The merchants here view the outlook for 1907 trade as exceptionally bright. Almost without exception the reports are to the effect that business is ahead of last year and a very hopeful tone pervades among the dealers.

The lateness of the season has made the seed trade very backward. The retailers report, however, that sales in some of the earlier varieties are being made.

A large shipment of Bermuda onions arrived this week and they are being sold at $1.50 per 50-lb. crate.

Evaporated apples and in fact all dried fruits are meeting with a steady demand. The fresh fish market is not any too well supplied and it is hard for local dealers to get enough to fill local orders. The harbor fishing up to the present has been considerably behind previous years. The gaspereaux catch is not nearly up to the mark. In the produce market butter and eggs are reported plentiful, with a trifle easier figures.

No Fair This Year.

Although it was announced that St. John would have an exhibition this year and over $3,000 was raised by subscriptions in lieu of a Government grant, it was decided at a meeting of the exhibition association and the subscribers to the fund, on Wednesday last, that as favorable dates could not be arranged without conflicting with fairs in other cities, that the project would have to be abandoned. It is now proposed that an Old Home week, or a combined industrial fair and horse show be held, and a meeting of the citizens will be called next week to consider what will be done.

Since the opening of navigation on the St. John River, the steamers have been kept busy bringing down supplies of produce and the north merchants report business brisk in the sales of provisions made. The high freshet this year threatened for a time to flood out some of the Indian-town merchants, but the water has been steadily going down the past few days and it is now believed the highest point has been touched.

Winter Port Season.

A statement of the business done here during the winter season by various steamship lines has been prepared. The season closed with the sailing of the steamer Montreal, of the C.P.R. line, on Wednesday last. There were in all 144 sailings of steamers, 117 of these were to the United Kiogdom, 11 to Jamaica, and 16 to the West Indies. These steamers took away cargoes to the value of $20,120,430, divided as follows: Canadian goods, $13,534,786; foreign goods, $6,585,644. This is about three millions less than last season, the shortage being due to the congestion of freight in the west, by which St. John suffered in common with other ports. Included in the cargoes of these steamers was 61,000,000 feet of lumber, between four and five million bushels of grain, 30,553 head of cattle, 59 horses, and 1,371 sheep, the balance being made up of various products.

Peter Dixon, one of the leading grocery merchants of Grand Manan, has been seriously ill for the past two weeks.

At the inaugural meeting of the new common council on Tuesday last, Alderman J. W. Vanwart was again chosen unanimously as the chairman of the board of public safety. It was a fitting recognition of his efficient work in the department during the past year.

CROPS IN NIAGARA DISTRICT.

Fruit Prospects are Pretty Good — Wheat in Bad Shape.

The St. Catharine's correspondent of The Canadian Grocer writes:

Speaking to the fruit growers of this district I find that the heavy fall of snow on Friday, and the frost that followed did not injure the buds on the fruit trees, as was expected. The apple tree blossoms, of which there is an abundance in sight, are so closely shut that the cold has done no injury. There is every prospect of full crops of plums, cherries and pears. These, too, are close in the buds so that they have not been affected by the snow and cold snap. The peach buds promise as good a crop as usual and the buds are very backward in opening out. As for small fruits, such as raspberries, currants, gooseberries: these are still backward in bloom, but each promises a good crop. Apricots, of which there is a considerable quantity cultivated in this section, the buds being very tender, have suffered somewhat from the frost, but there will be a fair crop if there be no more heavy frosts. The early strawberry product will be curtailed, as they were out in blossom and got nipped with the frost. The late varieties were not injured. A large number of tomato plants that had been moved from the hot to the cold beds were destroyed, no precautions having been taken by some farmers and some gardeners to have them covered for protection, whilst those that were cared for have escaped injury. The buds on the grapevines are very backward in sprouting so that no injury has occurred to them thus far. The farming operations are very backward this spring. Not more than one half of the seeding is done and what grain has been sown is not progressing as should be. Some of it has but shown itself above ground and other seeds lay dormant. Fifty years ago (1857) there was frost every month but August. Vegetation was killed. Potatoes, corn and other vegetables had two, three and four plantings, which were all killed by the frosts. Wheat was killed, but what little grew never came to maturity as a pest called the weavil cut down the stalks. Hay that spring (1857) was sold at sixty dollars per ton, the article being very scarce. Hay on Saturday last was sold at eighteen dollars per ton.

The prospect for the wheat crop is an entire failure. Most of it was winter killed and farmers have ploughed up and are putting in other kinds of grain. The clover fields present a fine appearance, with every prospect of a large yield of clover hay. Other meadows are progressing favorably, with bright prospects of good yields of timothy and blue grass hay.

Remember that "out of stock" soon means loss of customers.

A mighty good advertisement for a store: a smiling clerk.

It is easier to do good work than poor, if you once learn how.

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Limited.

JOHN BAYNE MACLEAN - - *President*

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ORGANIZATION.

Organization of the retail grocery trade on national lines must be a development of slow growth. There is but one way to it, the persistent plodding of those who can appreciate the value of organization.

The principal obstacle in the way is the apathy of the average man, begotten of a selfish inability to be really interested in anything beyond his own family and of the ignorance which prevents the wider view of business. You cannot expect the man who has no pride in the grocery trade, no interest in it beyond his own store, to have much interest in a movement for the general betterment. But there are two kinds of men, the man of mean and narrow parts by nature and the man lacking mental initiative or opportunity, or both, has never been roused to the larger perspective. The latter man is the much more numerous and is the man the organization missionary must go after. He needs the gospel of progress preached to him. There is hope for him.

Another difficulty is a prevalent misconception of the purposes of organization, the nature of the results to be attained. This view makes the object of organization co-operative price making, limiting of competition, agreements in restraint of trade, perhaps co-operative buying and what might be termed class legislation. This disability also attaches to two classes of men, those who favor organization and those who oppose it.

The latter are probably the least injurious to the cause. If they are honest they can be shown that they are wrong, and, seized of the wider view, they must become friends of organization, of betterment. The other class are akin to the selfish stay-at-home. He is looking only to his personal profit.

If organization is to be accomplished, it must be advocated on the larger plan. Probably the greatest benefit organization can bring to the grocery trade is the social intercourse it creates. Over and over again this has been illustrated locally. There has been price cutting, backbiting and bad feeling. Somehow the grocers have been got together and the way the sulphur fumes got out of the atmosphere was a wonder. Social intercourse enables men to learn and appreciate each other's good qualities; it engenders mutual respect; it gives men a wider, less self-centred outlook upon life; it creates a pride in their business as a special branch of trade; it smooths the way to concessions and arrangements for mutual advantage; it makes life worth living. In a national organization the man in Halifax could exchange views with the man in Victoria, and the man in Winnipeg, and, just as important, the man in Victoria could confer with the man in Vancouver and Nelson and New Westminster; the man in Edmonton with the man in Calgary, the man in Montreal with the man in Quebec, the man in Hamilton with the man in Brantford, the man in St. John with the man in Fredericton.

Out of this intercourse, led by the brightest minds in the grocery world, will come better trade conditions, more

satisfactory relations with wholesalers and manufacturers. The trade will have more respect for itself and in just about the same ratio it will be more respected by the public. The retailer, standing next to the consumer, should exert a powerful influence upon foodstuff legislation. He should be able to guarantee his customers pure goods. The retailer of groceries is by far the most numerous class in the whole realm of retailing; he is directly concerned in almost every issue touching the business interests of the country. His interest can exert its proper influence only by organization.

KNOWLEDGE v. SPECULATION.

An ounce of fact is worth a pound of fiction, and in the opposite proportion about as difficult to obtain. For every statement on market conditions which may be regarded as thoroughly reliable, there are a score of theories and rumors, the very source of which is matter for speculation.

The Toronto fruit market has recently furnished a striking example of the extent to which such rumors, wild, improbable and utterly groundless, as most of them are, are absorbed by the members of that large and inglorious order whose ranks are popularly supposed to be augmented at the rate of one per minute.

The fruit market is a sensitive machine, delicately adjusted, running smoothly and with systematic precision when intelligently handled, but instantly susceptible to the slightest breath of rumor. Not infrequently it is temporarily thrown completely out of gear by some idle remark let fall during the course of a casual conversation.

The contradictory, conflicting and utterly irreconcileable reports, statements, theories, estimates and speculations which of late have been freely circulating among the local commission men on the probable yield of the North Carolina strawberry crop is direct evidence of the avidity with which anything bearing the smallest resemblance to news is seized upon and swallowed without chewing, and of the general lack of intelligent perception, independent judgment and individual investigation which characterizes too large a number of the jobbers and commission merchants.

The trouble is that everyone is altogether too ready to accept as gospel any absurdity advanced, rather than rely upon what their own good sense shows them to be the case. One could hear a fresh lie on the strawberry situation simply by stepping across the street, yet the whole story of immense destruction of the crops may be traced to the slight damage caused by the frost among the earlier varieties, such as the "Lady Thompson." These first arrivals are the only ones which have in any way suffered from the cold, and it is safe to say that the reports of drouths, of "a severity unprecedented in the history of the country," and of heavy rains "which have reduced the berries to a mass of unsalable pulp," as one paper elegantly phrased it, have been criminally exaggerated and deserve a punishment far worse than they are likely to receive.

Present conditions in North Carolina point to a crop well up to the average in quantity and quality, but the demand at home is very heavy, and it is doubtful whether any large percentage will ever reach eastern points. The demand, in fact, is such that the dealers are practically cutting their own throats by sending up the price to a height far beyond what the stock will carry. One car shipped out from the Chadburn district averaged over $5.50 per case, owing to the extraordinary keenness of the bidding. At least $800 was lost on the consignment at the other end.

There is one dealer in North Carolina who expects to clean up $20,000 to $24,000 on 8,000 crates of berries picked off 40 acres of beds. And there are others who, if they do not surpass this, will not be far behind.

The man who possesses balance as well as brains—and the two are by no means indissoluble—will permit himself to be influenced only by what he knows and accept with conservatism, seasoned with salt, the greater proportion of what he hears.

CANADA'S DEVELOPMENT.

In the article on another page on the railway development of the west, no account is taken of railway building east of Winnipeg. The Grand Trunk Pacific is under contract to the Atlantic seaboard. The Canadian Northern and Canadian Pacific are both building from Toronto to Sudbury, or thereabouts. The C.P.R. is completing an air line as a grain outlet from Victoria Harbor to Peterboro. The Canadian Northern has its surveys made for a line from Toronto to Ottawa, to connect up its western lines to tide water on the Atlantic. The C.P.R. has surveys made for a short line from Toronto to Montreal. The Ontario Government Railway from North Bay 140 miles through the great mining and agricultural lands of the newly discovered northland is projecting an extension to Hudson Bay. The Canadian Northern, in the persons of Mackenzie & Mann, is building extensively in the Maritime Provinces. It is safe to say that taking Eastern Canada as a whole and including the short lines too numerous to mention, the railway extension, in the aggregate of miles, is as great as in the booming west.

FRAUD ON A BIG FIELD.

Intercontinental fraud is working the game on a considerably large field. Better, perhaps, it suggests how distance has been left out of the count by modern invention and commercial organization. A firm in Argentine with a confederate in Spain, sends an order to a manufacturing firm in Canada, accompanying the order with a 90-day draft on Madrid. The firm receiving the order puts the draft through for collection, is in due course advised of its acceptance, and then rushes the order. By the time the goods have reached their destination, the Madrid firm will have closed their bank account, and gone elsewhere. In one or two small cases the game may go through on the square to inspire confidence. This is being done and suggests the necessity for taking care.

Never buy what you don't want because it is cheap.

Never mind about the "other fellow." Sell at a profit.

Never lose sight of the cost of doing business. You will then probably always get a profit.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Sugar—Advanced.
Canned Fruit—Very scarce.
California Raisins—New prices.
Beans—Stronger.

Montreal, May 16, 1907.

Spring business is in full swing and to the present has been satisfactory to most in the trade. There has been a very steady demand for all grocery lines from retailers in every part of the country. Shipments are now being made by boat and rail every day. A strike in the harbor is affecting deliveries somewhat in Montreal, while the congested state of the railways is also responsible for delay in shipments to a certain extent. On the whole the feeling in the trade is a healthy one.

Canned fruits are very scarce and very much in demand. Gallon apples are selling quite freely. Sugar continues strong and there is talk of a further advance in prices. There have been no developments in the Japan tea market since last report. A steady business is being done in teas locally. Molasses is selling fairly well. New prices for 1907 crop California seeded raisins have been made public by some houses and are causing considerable discussion. They average 2c. higher than last year's opening figures. Tarragona almonds are higher. Coffees are moving out satisfactorily, but spices are slow. Beans are firmer. Maple goods are weaker.

SUGAR—A fair amount of sugar is selling at figures quoted. Some jobbers report increased demand for raw sugars. The market for refined has advanced 10 cents.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, barrels	5 50
" " half-barrels	5 60
" " boxes, 100 lbs	5 60
" " boxes, 50 lbs	5 70
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 55
Bright coffee	4 40
No. 3 yellow	4 50
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Considerable molasses is selling at prices which have not changed materially since last week. Corn syrups are in fair demand.

Barbadoes, in puncheons	0 31
" " fancy	0 35 0 36
" in barrels	0 33½
" in half-barrels	0 34½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03½
" 3½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5-lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb. " ¼ doz. "	2 35

TEA—No new developments are to be reported in the market for new Japan teas. It is still too early for any excitement from this quarter. Low-grade teas continue in demand, principally Indian and Ceylon greens. Chinas are not asked for very much.

Japans—Fine	0 23	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES—A very fair trade is passing in coffees at prices quoted. Jobbers report considerable inquiry from ports along the river St. Lawrence.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 9½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

FOREIGN DRIED FRUITS — Prices for the coming season's crop of raisins, California, have been issued by some houses. They are in the neighborhood of 2c. to 2½c. higher than last year, for delivery October-November, with a premium for delivery first half of October. These figures are given out early, but there is no telling what the crop will be like. By some, labor troubles are feared, and, besides, there are other contingencies which may arise to upset the calculations of those who have made the present prices. Prune figures have not yet been given out, but are expected any day. There is the usual talk of the probable shortage in the prune crop, but what this may or may not amount to only time will show. The feeling is that Valencia and Malaga raisins will sell freely this year, with California raisins so high. Stocks of raisins held locally are very light. Currants are unchanged. There is nothing new in nuts except in Tarragonas, which are higher by half a cent.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees per lb	0 04	0 04½
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 6
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 10
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
Californian Raisins—		
Fancy seeded 1-lb pkgs		0 11
Choice seeded, 1-lb. pkgs		0 10½
Loose Muscatels 3 crown		0 09½
" " 4 crown		0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES—Transactions are limited. Cloves and gingers are higher, but there is no quotable change in the local market.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 50
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS—Beans are slightly stronger this week and some wholesalers are asking as much as $1.50 for good stocks.

Choice prime beans	1 40	1 50
Soup peas, whole, bag 2 bushel	2 25	2 30

EVAPORATED APPLES—There has been no change in evaporated apples, which are still selling at 10c.

MAPLE PRODUCTS—Owing to a weaker market, prices have declined a little since last report. The cause of these low figures is the extra quantity of goods placed upon the market. It was not thought that the crop would yield so largely. Trading is fair.

Pure maple syrup, bulk, per lb	0 06	0 07
Compound maple syrup, per lb		0 05
Pure Townships sugar, per lb	0 06½	0 08

RICE AND TAPIOCA—Rice is reported easier on the other side, but locally there is no quotable change. Jobbers report a good, steady demand. Tapioca remains high, and the trade locally are doing very little in the line. Wholesalers find very small quantities are required to fill their customers' wants.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 07	0 07½

Be posted on what is newest in the line you're buying.

CANNED GOODS

MONTREAL.—Canned goods are selling freely, but trade continues to be handicapped by the marked scarcity of nearly every kind of fruit. There is strong demand for all varieties, but jobbers have not the stocks to meet the requirements of the trade. Gallon apples are reported in excellent demand at figures quoted.

TORONTO.—There is undoubtedly an improved tone to the canned goods market. The reason for it is not apparent, except it be the backward season with the delayed appearance of green stuff and consequent continued heavy consumption of canned vegetables.

A gentleman in the trade of a statistical turn of mind estimates that the million families in Canada will account for the minimum consumption of one can each of tomatoes per week, approximately 40,000 cases. The total pack in Canada will, it is said, scarcely exceed a million cases. If this gentleman's figures are nearly right, there will be no considerable surplus at the end of the year. There is a continued heavy demand for all canned fruits. Prices for vegetables are unchanged. The three staples are selling at opening prices for the season.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
ms, Damson—		
Plu2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLE

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 85
" " 3's	....	1 '
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s	....	0 25
" Portuguese¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 400
" 2s, "	2 5
" 6s, "	7 5)
" 14s. "	17 50

	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS:

Sugar—Advanced 10c. and very strong.

Canned goods—Better feeling.

Sultana raisins—Outlook bad for crop.

Butter—Easier.

Eggs—Firmer.

Toronto, May 16, 1907.

Business here continues to improve and on all hands a very satisfactory jobbing trade is reported. The very strong sugar market has caused heavy retail buying. Canned goods are said to be going into consumption very satisfactorily and a better feeling has been created. Reliable reports of the sultana raisin crop point to an even worse condition of affairs than last year. California reports indicate a prune crop of about half last year and practically no apricots. Bean men say there is a firmer feeling in that staple, borrowed from the wheat boom. There is still a good deal of delay in securing shipment of goods from here and retailers in some sections are complaining bitterly. Collections are reported satisfactory.

TEA — The market continues very firm. This is especially noticeable in regard to common teas, which are very scarce. McMeekin & Co.'s review of the London market for April says: "During the month a gradual tendency asserted itself towards making one level of prices for all except fine descriptions. Common kinds up to about 7¾d. per lb. showed a steady rise in price, but medium teas were marked by some decline. The demand continued up to the close for teas of the fine and finest kinds,

largely owing to the shrinkage in supply. The quality generally showed some falling off. The average of public sale prices for the month was 8½d. per lb., against 7d. per lb. for the corresponding month of last year." The total stock of teas in London is 105,000,000 pounds, against nearly 124,000,000 pounds a year ago. There is a good buying of teas here locally.

COFFEE — The market is quiet. Prices are about unchanged.

SUGAR — Refined advanced 10c. on this market Wednesday morning and the feeling is very bullish. There has been heavy buying of the staple by the retail trade. The opinion prevails here that sugar will go higher.

Beat has taken the lead in the raw market and is now the determining factor. Willett & Grey, New York, reviewing the situation at the close of last week, said:

"During the week under review Europe has led the advance, which has been more notable than any rise of recent months. Beet sugar rose from 9s. 6d. to 10s. 0⅜d. (parity of 4.12c. for centrifugals), and cane sugar rose 6d. also, with a very strong market at the close.

"Prominent sugar experts in London have recently said that the action of the beet sugar market at the time of lowest quotations, 8s. 7½d., remaining firm and refusing to decline further, although Cuba quotations were forced 40c. per 100 lbs. lower than the beet parity, is a good evidence that the trend of values of sugar have completely changed.

"When beet sugar was at its lowest it stayed there without support or manipulation to put it on the lower basis of Cuba sugar. These experts maintain that the market evidence given is the strongest sort of evidence that such low prices will not be seen again for several years to come. We are inclined to agree with this opinion and to look for extremely prosperous conditions for the whole sugar trade from steadily increasing values from the present basis. Europe takes the lead and is now on a parity of 4.12c. for centrifugal sugar 96 test against present spot value of 3.83 per lb.

"The highest level reached last year for centrifugal sugar in our market was 4⅛c. nett. (Sept. 30, 1906) or the present parity of beet sugar, but this season promises to exceed this level with centrifugals. The Cuba weather crop situation does not improve at all and the closing of the present crop season before the appearance of the rainy season is quite suggestive of poorer crop conditions for the next campaign.

"Such remarkable weather conditions as have recently prevailed in Cuba and the United States and Europe are detrimental to all crop interests.

"Cuba centrals working are reduced to 45, against 82 last week and 174 last year.

"A longshoremen's strike, and also a sugar factory strike of uneducated and unskilled laborers, will curtail meltings the coming week.

"Sales at the close comprise centrifugals nearby at equal to 3.83c. landed, 96 deg. test, and for late May shipment at 2⅛c. c. & f., 95 deg. test, equal to 3.89c. landed for 96 deg. test. Holders are now asking 4c. for Porto Rico centrifugals and equal to 3.93c. to 3.99c. landed for Cubas, May-June shipment, basis 96 deg. test.

"A very considerable business, believed to amount to about 75,000 tons, has been put through within a fortnight or so in Java crop sugars for June-July shipment at 10s. 1½d., 10s. 3d., 10s. 4½d. and up to 10s. 6d., equal to 3.94c. to 4.02c. per lb., duty paid, 96 deg. test. The Java holders, by maintaining a firm position throughout the depressed period, are now able to make sales on their own terms, the requirements for consumption late in the year showing necessity of importations of full duty-paying cane or beet sugars to a larger extent than anticipated."

This week's beet continues to advance and at Tuesday's close was reported 10s. 1½d., a further rise of a penny and one farthing.

The world's statistical position is as follows:

Total stock of Europe and America, 3,452,775 tons, against 3,747,567 tons last year at the same uneven dates. The decrease of stock is 294,792 tons, against a decrease of 261,788 tons last week. Total stocks and afloats together show a visible supply of 3,557,775 tons, against 3,867,567 tons last year, or a decrease of 309,792 tons.

Paris lumps, in 50-lb. boxes		5 35
" in 100-lb. "	5 05	5 25
St. Lawrence granulated, barrels		4 70
Redpath's granulated		4 70
Acadia granulated		4 70
Berlin granulated		4 60
Phœnix		4 70
Bright coffee		4 50
Bright yellow		4 55
No. 3 yellow		4 55
No. 2 "		4 40
No. 1 "		4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

MOLASSES—Trade is very quiet at unchanged prices.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 40
Corn syrup, bbl., per lb.		0 02⅞
" -bbls "		0 03
" kegs "		0 03⅛
" 3 gal. pails, each		1 50
" 2 gal. "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 ") "		2 45
" 10-lb. " (in ½ ") "		2 40
" 20-lb. " (in ¼ ") "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75

DRIED FRUITS — The trade is now beginning to canvass the prospects for the season's crops and the initial indications are not encouraging.

The most interesting news is in regard to sultana raisins. P. L. Mason & Co. have received from their correspondents in Smyrna, C. Whittall & Co., several letters. One, of April 15 date, says the country has been under snow for longer than is recorded in 25 years and there has been a very heavy rainfall, 30 inches, against a normal of rarely 22. "Still," continues the writer, "should the weather conditions improve we hope for a harvest of average production, say 40,000 tons, against last year's 25,000 tons." Stocks in all consuming markets are low, and low opening prices are looked for.

On the 17th they wrote giving some statements from the Inspector of Agriculture after a careful survey of the province. His report was much more alarming and indicated that both peronosporo and anthracnosis were in evidence and make ravages to a vast extent unless the farmers treated the vines with sulphate of copper and lime. "But if rains continue," said the inspector, "it may be feared that in spite of these precautions farmers will not succeed in gathering above one-half of last year's small gathering." C. Whittall & Co. say: "The outlook is undoubtedly very serious for the country."

On April 27th they wrote: "Weather has somewhat improved but reports from all parts of the country are dismal reading."

Reports from California indicate a prune crop of 75 to 90 million pounds, against 180 millions last year. Of apricots there are none. Local quotations are unchanged.

Prunes Santa Clara—	Per lb			Per lb.	
100-120s	0 04½				
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07	
80-90s "	0 06	0 06½	50-60s "	0 07½	
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	
			30-40s "	0 10	0 10½
Note—25 lb. boxes ½c. higher than 50 lb.					
Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Apricots, per lb				0 25	0 26
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 03½	0 04
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	0 08½	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 12½	0 15
" Fancy					
" Extra fancy					
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 11	0 11½
" 16 oz. packets, choice				0 10½	0 11
" 12 oz. " "				0 09	0 09
Dates—					
Hallowees	0 05		Fards choicest		0 09
Sairs	0 04½		" choice		0 08½
Domestic evaporated apples				0 09	0 10

NUTS — Trade is just seasonable. Prices are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb	0 13½	0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES — There is a very limited demand at present. Prices are steady.

Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 :2

RICE AND TAPIOCA—Fair business is doing at unchanged prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07¼	
" double goat		0 07½

BEANS — The boom in wheat has imparted a firmer feeling to the market. Farmers are too busy to market any of the remaining crop at present.

Beans, hand picked, per bush	1 50	1 60
" prime No. 1, "	1 40	1 45
" Lima, per lb "	0 06½	0 07

HIDES, WOOL, TALLOW, FURS—Trade is unprecedently dull, Tallow is ¼c. higher.

Hides, inspected, cows and steers, No. 1		0 09½
" " " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 25
" extra		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14

FURS.

	No. 1,	Prime
Raccoon		1 20
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	3 75
" cross	2 00	20 00
Lynx	5 00	6 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 65
Badger	0 75	1 75
Fisher, dark	00	00
Skunk, No. 1		00
Marten	3 50	20 00
Muskrat., No. 1	0 32	0 30
" " 2		0 25
" " 3		0 15
" " 4 and kits		0 08

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 16, 1907.)

Unsettled weather and the backward spring have had a bad effect on business and the increase in volume of trade has not been so large as would otherwise have been the case. Business is, however, quite active and country collections are showing some improvement. Except for an advance in sugar there is little change in market conditions.

CANNED GOODS — There is a normal movement at steady prices. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR — Prices have been advanced generally 10 cents per cwt. Lump sugar has gone up 35 cents. Revised prices are now as follows:

Montreal granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 10
" in sacks	5 05
Berlin, granulated in bbls	5 00
" " " sacks	5 05
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15
Raw sugar	4 60

SYRUPS AND MOLASSES—Quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ¼ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bols, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 35
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS — No change in price. We quote:

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14¾
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½

" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY — Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ⅔ doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb.	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES — In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" " " white, "	1 85

WINNIPEG.

BUTTER — Creamery butter is still very scarce owing to the backwardness of the season. Few of the creameries have commenced operations for the summer and supplies will be short for some time to come. The price to the retail trade for fancy creamery is about 32 cents per pound. Dairy butter is in better supply and produce houses are paying from 16 cents to 20 cents per pound for it.

EGGS — Produce houses are paying about 16 cents per dozen.

CHEESE—

Cheese, Ontario large, per lb	0 15½
" " twins, per lb	0 15½
" Manitoba, small (about 20 lbs.)	0 12½

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 25 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

PORK PRODUCTS IN THE WEST.

Pork packers of eastern Canada say the west perfers Canadian to American pork products and is willing to pay one cent a pound more for the Ontario and Quebec goods. Freight rates, however, are so high, east to west, that generally the Chicago packer can pay the duty and still undersell the Canadian more than a cent. Just what this means is shown by the importations of American products. For the eleven months ending Feb. 28, during the past three years :—

	1905	1906	1907
Butter, cheese, eggs and lard	$241,454	$601,292	$807,275
Bacon and hams	399,691	591,027	852,779
Pork in brine	253,596	643,029	737,553
Other meats	339,739	442,429	545,120
Total	1,234,480	2,277,777	2,942,728

The pork products here represented are equal to about a fifth of Canada's exports. We talk and practise protection, but could not our subsidized railways devise means for preserving this western market for the Canadian packers. It is a matter of freight rates.

NEED OF DAIRY INDUSTRY.

In the attitude of the Ontario Government towards dairying, as expressed by the Deputy Minister of Agriculture, C. C. James, before the western dairymen's convention at London earlier in the year, there is good ground for the hope that the dairy industry will continue in its career of wonderful progress. "Better milk" is now the motto of the Government's endeavor.

Some people may say in their haste that that's where the Government should have started twenty or twenty-five years ago. It could not be. Education must be from the top down; the university precedes the public school. It has always been so. The agricultural college first. Then the expert cheese and butter makers. Then the inspectors to see that the methods and environment of the industry were right. Now comes the more difficult problem of improving the milk supply. This is largely a matter of cleanliness, and it is an attainment that must result if the Dominion is to maintain per pre-eminence as a producer of cheese.

How important this industry is to Canada is seen by the fact that the exports of the product of the dairy during the eleven months ending February, the exports of cheese and butter amounted to $30,294,829; cheese, $25,628,875; butter, $4,665,954, and were exceeded by only one other commodity, and that wheat, the exports of which, as grain and flour, amounted to $34,700,334; grain, $29,625,683; flour, $5,074,651. Indeed, including the exports of bacon, which might almost be regarded as a by-product of the dairy, the exports far exceeded those of wheat. The eye of everyone interested in the dairy and its progress as a Canadian industry should keep clearly before him this aim, "Better milk."

Welcome the coming customer, but do not speed the buyer who is departing. Give him plenty of time and show just as much attention as you did when he came in.

Book-Keeping Leaks.

It's only once in a long time that you can find a clerk who is a good salesman and a methodical accountant too. If his mind is on selling goods, he is careless with his accounts; if he is long on method he is shy on salesmanship—they don't mix. In either case you get the worst of it. And the same fact is true if you are your own clerk.

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do away with all that. You can cut out the book keeping, and save time and losses." Simple and easy as the cash system.

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Hams, Bacon, Rolls, Sausages, Cambridge and Oxford; Bologna, Puddings, Green Meats, Barrel Beef and Pork, All selected.

We put up the widely known and fast selling "CORONA" Brand Kettle Rendered Leaf Lard, in one-pound packages and in all size pails.

We are also makers of "CORONA" Brand Creamery Butter and Cheese. Just try these lines with a few particular customers. They are of such excellent quality and are wrapped so nicely that they will give the greatest satisfaction.

Remember to ask for "CORONA" Brand, and educate your customers to do likewise. The Crown is our guarantee of Purity and Excellence.

WE HAVE NO RETAIL STORES
WE DO NOT ENCROACH UPON YOUR TRADE

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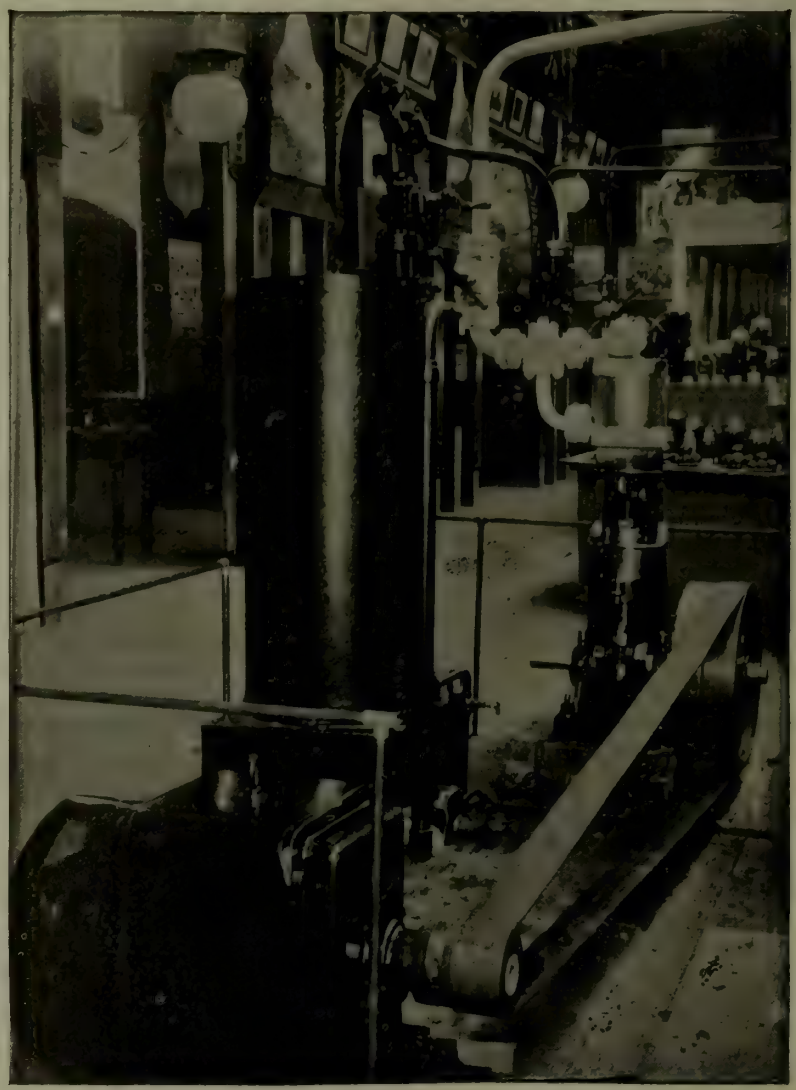

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They may cost your trade more than some Beans, but is it not easier to explain why a good product has value, than to apologize for an inferior one, because it is cheap? Which is the better recommendation for your store? Then besides

YOU MAKE MORE MONEY ON SAVOY BRAND THAN YOU DO ON CHEAP BEANS

ONE CASE FREE

We give you one case of two dozen No. 2 tins Pork and Beans FREE with every five cases No. 1, No. 2 or No. 3 purchased. Same offer applies to assorted orders for five case lots of these sizes.

Send your orders to your jobber or direct to us. In the latter case, be sure to mention the name of the wholesaler, through whom you want orders shipped.

Send us a trial order for five cases. They will build trade for you.

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PORK PACKERS and CHEESE EXPORTERS

INGERSOLL, CANADA

Dairy Produce and Provisions

CHEESE AND BUTTER STANDARDS

With the Appointment of an Official Referee Government Have Issued Again the Standards Fixed Two Years Ago.

The dairy commissioner's branch of the Dominion Department of Agriculture in connection with the appointment at Montreal of an official referee for cheese and butter has re-issued the standards for cheese and butter formulated by the department at the opening of the 1905 season. The new referee cannot act without the instruction of both buyer and seller. The application for his services will naturally come from the buyer at the port of shipment. Necessarily some time will be required to secure the consent of the seller up the country for an appeal to the referee. This might mean an accentuation of the defects of the product in question and provision is made that any cheese or butter maker may give the referee a standing order to act for him when any buyer makes application. Such an order may be cancelled at will.

The standards are as follows :

Standards for Grading Cheese.

First Grade—Flavor, clean, sound and pure ; body and texture, close, firm and silky ; color, good and uniform ; finish, fairly even in size, smoothly finished, sound and clean surfaces, straight and square ; boxes, strong, clean, well made and nailed. Ends to be of seasoned timber. Close fitting. Weights stencilled or marked with rubber stamp.

Second Grade—"Fruity," not clean, "turnipy," or other objectionable flavor; body and texture, weak, open, loose, "acidy," too soft, too dry ; color, uneven, mottled, or objectionable shade ; finish, very uneven in size, showing rough corners, black mould, dirty or cracked surfaces ; soft rinds ; boxes, too large in diameter ; top edge of box more than ¼ an inch below the top of the cheese. Made of light material. Ends made of improperly seasoned material.

Third Grade—Flavor, rancid, badly "off," anything inferior to second grade; body and texture, very weak, very open, showing pinholes or porus, very "acidy" very soft or very dry ; color, badly mottled, or very objectionable shade ; finish, anything worse than second grade ; boxes, no question of boxes sufficient to maked third grade if other qualities are good.

Explanations.

The definition for first grade cheese is practically the same as what was adopted several years ago for "Finest" quality, except under the head of "Boxes," wherein there are some new and very necessary requirements.

The standard for first grade does not imply perfection. For instance, a "clean, sound and pure" flavor means only an absence of bad flavor. A strictly fancy cheese must not only possess this negative quality, but must have a positive quality in a typical cheese flavor, which many first grade cheese never have.

It would be impossible to define exactly the qualities or defects wh'ch may appear in cheese. The standards given are intended to indicate the range of quality for the different grades rather than to establish hard and fast rules to guide the grader.

The expression "good color" means that the color must be of a proper shade. There are cheap, inferior cheese colors used which do not give the proper shade no matter what quantity is used.

The expression "clean surfaces" in the definition for first grade does not exclude from that grade cheese with a slight growth of blue mould, although it is desirable that the cheese should not show any signs of mould. "Black mould," (see definition for second grade), is simply the advanced stage of ordinary blue mould.

The following scale of points will indicate the relative values of the different divisions of quality : Flavor, 40 ; body and texture, 30 ; color, 15 ; finish and boxing, 15 ; total, 100.

It is obvious that a defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish or boxing of the same degree.

Cheese which are strictly sour, or otherwise inferior to third grade, will be designated as "culls," for which there is no classification.

Any lot of cheese shall be considered third grade if it shows three or more defects of second grade class.

If there are not more than 15 per cent. of defective cheese in any lot, the inferior ones may be sorted out and classed separately. If more than 15 per cent. are defective, the classification for the defective cheese may apply to the whole lot.

This does not apply when inferior cheese have been properly marked so as to be identified, in which case the inferior cheese shall be treated as a separate lot.

Standards for Grading Creamery Butter

First Grade—Flavor, sound, sweet and clean ; body and grain, waxy, not too much moisture ; color even, no streaks or mottles, not too high ; salting, not too heavy if salt butter, salt all dissolved ; finish, good quality parchment paper lining, neatly arranged. Package well filled, bright, even surface ; packages, well made, of good material, and clean. Boxes to be of right size to hold 56 lbs. of butter when properly filled. Parafined on inside. Neatly branded. Tubs to be lined with parchment paper of good quality.

Second Grade—Flavor, not quite clean, or other objectionable flavor ; body and grain, salvy, overworked, too much moisture ; color, slightly mottled or streaky, too high, or objectionable shade ; salting, too heavy, salt undissolved, or unevenly distributed ; finish, very light or poor quality parchment paper lining, lining not arranged to protect butter, mould on parchment paper, rough, uneven surface, package not properly filled ; packages, rough, badly made, or of poor or unseasoned material, including sapwood, dirty packages, uneven weights.

Third Grade—Flavor, very stale, very strong stable flavor, or anything inferior to second grade ; body and grain, very salvy, "mushy," mould in butter ; color, very mottled or otherwise inferior to second grade in regard to color ; salting, no question of salt alone sufficient to make third grade if other qualities are up to first grade ; finish, no parchment lining, very rough finish, dirty surface ; packages, inferior to second grade.

Explanations.

It is difficult to explain exactly the qualities or defects which may appear in butter. The standards which have been adopted are intended to indicate the range of quality for the different grades, rather than to establish hard and fast rules for the guidance of the grader.

"Fresh," or saltless butter will be judged on the same standards as for salted butter, by leaving the matter of salting out of the consideration.

A package is not considered well filled if the butter is more than half an inch below the top of the package.

It is very important that all boxes should hold only 56 lbs. No other

weight should be marked thereon. Tubs should be of uniform size and weight.

The following scale of points will indicate the relative values of the different divisions of quality: Flavor, 40; body or grain, 25; color, 10; salting 10; finish and packing, 15; total, 100. It is obvious that a defect in flavor of a certain degree counts nearly three times as much in determining the grade as a defect in finish or packing of the same degree; and so on.

The expression "too much moisture" applies to all butter which contains over the legal limit of 16 per cent. of water, or to any butter that according to the custom of the trade would be described as containing too much water. (From many tests made finest Canadian butter does not contain, or should not contain, on the average, over 13 per cent. of water). The official referee will not be expected to determine the actual percentage of water.

"Too heavy salt" means more salt than is generally demanded by the trade for salted butter.

"Too high color" means over-worked, or too much coloring material used. "Objectionable shades" or "unnatural colors are those which result from the use of inferior or unsuitable coloring material.

CHEESE AND BUTTER BULLETIN

There is a continued firm feeling in cheese, which is higher this week than it was at the last time of writing. Prices keep up surprisingly. The make this season is rather less than for the same period last year, but it is nevertheless something unexpected, the present high level of prices being maintained so steadily.

While the make of cheese is increasing receipts locally are not as large as dealers would have them. The railways are very much congested and it is difficult to obtain deliveries. Dealers are able to obtain a fair amount of cheese, if they pay the price for it, but find it no easy task to have it shipped within reasonable time. Trade is handicapped for this reason. The boats are all running and could take cargoes every trip if the cheese was ready to hand.

There is not a great deal of interest taken in the situation by Old Country importers as yet, since prices are too high to warrant any considerable trade. They are waiting for lower figures before getting into the market.

Quite a few cheese men are complaining of the shipping of cheese from factories while it is too green. At a recent meeting of the dairymen of Quebec province it developed that on more than one occasion Government inspectors had entered factories for inspection purposes only to find that there was not a box of cheese in the place. The whole make had been shipped just as soon as it was turned out. Inspectors declare that their work is very much hampered because of this haste in making shipments. They say that the factorymen will lose through their hastiness in more ways than one. If the cheese is shipped before ten days have elapsed after the making it is accounted too green. The cheese is subject to loss of weight, the quality is likely to deteriorate, and the appearance suffers. As a result the cheese gets a bad reputation and the whole Dominion is likely to suffer for the misdeeds of the factorymen in one district. The inspectors urged strongly the adoption of some measure which would warrant all cheese being properly cured before shipment.

Butter is lower again this week. Trading is almost entirely local, quotations being much too high to interest buyers on the other side. Receipts are not very large as yet and are less than they would be if transportation conditions were better. A few lots have arrived by the local boats but these shipments have been quickly disposed of. There is not much coming in by freight, most of the butter arriving by rail being expressed.

Even lower prices than now rule are expected within a few days.

For both butter and cheese, dealers report local demand very brisk.. Board of Trade figures show receipts of butter up to May 11 to be 3,334 packages, against 8,456 packages for the same period last year. Of cheese, 19,867 boxes were received against 24,720 boxes in 1906.

THE PROVISION SITUATION

The Old Country markets advanced unexpectedly last week and buying of live hogs in Canada is again on the rampage. Prices for live hogs are irregular but will average about $6.40 f.o.b.; $6.55 fed and watered; $6.80 to $7 off cars at the factory. Some of the packers sent instructions to their drovers to buy at last week's prices, but they soon found things were different.

The change which has come over the market in the Old Country shows the Canadian packer statistically a profit of a couple of shillings. Curiously enough the packers themselves immediately set about wiping it out by advancing the price of the raw product.

The English market has for months been in a very bad way, viewed from the Canadian standpoint. One result has been that Canadian packers have curtailed their exports and have been putting a good share of their meats into Canadian cuts. The unexpected advance in England, showing a profit on export product, caught the Canadian packer with very short stocks of meat for export. Hence the scramble to get hogs.

The advance in England, though unexpected, is one of those movements easily accounted for after the fact. Warm weather brought on the opening of the summer demand for bacon. Canadian stocks had got so low that prices rose to a parity with Danish. Then the London agent of one of the largest Canadian packers decided he could advance the price, did so, and carried Danish up with him. For weeks the increased deliveries have been the depressing factor in the market, but when the Canadian seller put up a firm front the English buyers, on a little consideration, realized that the decreased supplies of Canadian and American were not nearly made up by the increase of Danish and that while prices were lower stocks were considerably less than a year ago. From this it would appear that there is good reason to expect the advance will hold for a time at any rate.

An idea of the decreased American shipments may be gathered from the fact that the week before last, shipments of hog products from Chicago included 268,000 pieces of hams, 71,000 pieces of shoulders, and 146,000 pieces of sides and bellies, while for the corresponding week last year the shipments were 305,000 pieces of hams, 172,000 pieces of shoulders, and 336,000 pieces of sides and bellies. From Nov. 1, 1906, to May exports of hog products from the United States decreased 3,976,800 lbs. The totals were, for the period ending May 1, 1907, 19,091,400 lbs. For the same period a year previous, 23,068,200 lbs.

The Canadian market for pork products is steady and demand increasing. Any tendency to shave prices, due to accumulated stocks following the diversion of export to Canadian cuts has been checked by the advance of the market in England.

PROVISION MARKETS

MONTREAL.

PROVISIONS—With the warmer weather demand is increasing noticeably and prices, in view of the improved position

in the Old Country, have firmed up. Quotations, however, are unchanged.

Lard, pure tierces	0 12	0 12½
" ..... 56-lb. tubs	0 12½	0 12¾
" .....20-lb. pails, wood	0 12½	0 12¾
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12¾
" " 5-lb. "	0 12¾	0 12¾
" " 3-lb. "	0 13¼	0 13
Lard, compound tierces, per lb.	0 09½	0 09½
" " tubs	0 09⅝	0 09⅝
" " 20-lb. pails, wood	2 00	2 05
" " 20-lb. pails, tin	1 90	1 95
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 10	0 10½
" " " 3-lb. "	0 10	0 10½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15	0 16
Hams	0 13½	0 16
Extra plate beef, per bbl.		14 00

BUTTER — Receipts are increasing steadily and the week shows some further easing off in prices, which was noticeable more in restricted buying than in an outright decline. There is an excellent local demand.

New creamery, choice, boxes	0 23	0 23½
" " pound prints	0 24	0 24½
Large rolls	0 20	0 21½

EGGS—Prices advanced early in the week and there is a very firm tone to the market. It is said here that buyers in western Ontario are paying 17c. for storage.

Eggs	0 18	0 19

CHEESE—Following the advance the market continues steady. Old cheese, what little there is, is firmly held.

Cheese, old	0 13½	0 14
" new	0 12½	0 13⅜

HONEY—Honey is dull. Prices rule unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS—Demand is increasing and the increase is general, but it is not yet what it ought to be at this season. Prices continue steady and packers scoff at the idea that there can be any recession. Short cut is a little down from former top prices. Lamb is a cent higher and dressed hogs are up to 15c.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.		0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb.	0 14	0 14½
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 15	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl.		20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb.	0 09	0 10½
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 13½	0 16
Hogs, street lots	8 90	9 40
Veal	0 08	0 10½

BUTTER—The situation is hourly advancing to what would be considered normal for the season of the year. As there is no export demand, and the present make cannot be stored, consumption is the only outlet. While that is heavy, receipts are increasing and prices are going lower. Both creamery and dairy are coming more freely, but the increase is rather more marked in dairy. Buyers are taking responsibility very gingerly and a considerable reduction is looked for by the end of the week.

	Per lb.	
Creamery prints	0 25	0 27
Dairy prints, choice	0 22	0 23
" " ordinary		0 20
" rolls, large choice	0 19	0 21
Baker's butter		0 18

CHEESE—Old cheese remains at former quotations and there is no pressure to sell on the part of the few holders. New cheese is quoted, and in view of the make being comparatively small as yet, prices are high.

EGGS—An enquiry as to whether or not the production of eggs in Ontario is increased over what it was last year shows a good deal of difference of opinion in the trade. The prevailing view seems to be that there is no noticeable increase, but one of the larger dealers leaned to the view that taking the country over there is an increase. Certainly consumption is increased. This is especially true of northern Ontario and Toronto, due probably to the high price of meats. As to whether or not more eggs are being stored this year than last there is a difference of opinion also. One of the largest buyers says, "Yes, more eggs are going into storage," Another says, "No. Prices are too high." While prices remain about the same as last week, there is a pretty firm feeling. As soon as warm weather sets in prices in the country will have to go slower to allow for shrinkage; but the view is expressed that jobbers will not sell at lower prices this season.

We want your trade—a share of it as a trial. Our perfectly cured and prepared pea-fed

Bacon and Hams

will convince you that it will pay you to buy

"HORSE-SHOE" Brand

all the time.

Make up an assorted order for Hams, Breakfast Bacon, Skinned Backs and Short Rolls. The quality and prices will be right.

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TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

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The Maple Leaf Perfection **Our Trade Mark**

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CROQUETTES, WAFERS, MEDALLIONS, ETC.

Cowan's Chocolate Cream Bars

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ARE MOST DELICIOUS CONFECTIONS.

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CHOCOLATE, PEARL PINK, WHITE, LEMON, ORANGE ALMOND, MAPLE AND COCONUT CREAM.

THE COWAN CO., Limited, STIRLING ROAD DUNDAS STREET **TORONTO**

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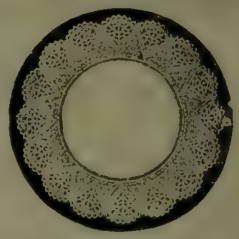

Your trade will be improved by handling our specialties. The art of artistically dressing tables for various social functions has always been our study. In

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we have to offer the very best value and selection as to contents, variety and color. Write us for further information. It's worth while.

"M.H.C. POPULAR"

are the best in their line. They are beyond competition. Have been for years.

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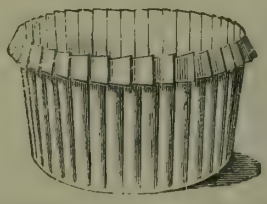

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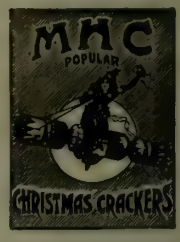
All goods sold by us are manufactured at our factory, in Hampstead, London, England.



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It will Pay

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Extraordinarily advantageous Terms for Pioneer Traders.

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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

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can be purer than

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"Diamond" and "Elite" brands

They are prepared from selected Trinidad Cocoa Beans, made with best machinery and clean from start to finish. Get them.

FOR SALE BY ALL JOBBERS.

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This is the Season

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Mace's Original Ice Cream Powder

A quick seller showing good profit. Your stock is not complete without it. This Powder makes a perfect Ice Cream preparation by simply adding boiling milk.

A. H. MACE & CO.,

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A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

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Richest in Cream

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IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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Largely advertised and good profit. Private brands to order.

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QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

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Buy and use the best Pickles

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BORDEN'S CONDENSED MILK CO.
"EAGLE BRAND"
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
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"Eagle" Brand Condensed Milk

From one end of Canada to the other

BORDEN'S BRANDS

are recognized as the most perfect and best selling milk preparations on the market. Supreme for Purity, as they are, their sale guarantees to jobber and retailer security and profit.

"Peerless" Brand Evaporated Cream

You Can't Improve On Borden's

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaday)

We want to assure the Canadian Trade that CAILLER'S Swiss Milk Chocolate is the acme of purity in Chocolate. Only the finest selected cocoa beans are used and the milk is from the famous Gruyere Valley of Switzerland. CAILLER'S has no equal and can have no superior. To secure increased demand from your customers sell them CAILLER'S.

Wm. H. Dunn, Montreal and Toronto

BISCUITS AND CONFECTIONERY

Three Confectionery Seasons in the Year—Comparative Profits—Why Grocers Should Have a Confectionery Department—Grocer's Confectionery Window.

There are three recognized seasons for confectionery—the Easter season, the tourist season and the Christmas season. The grocer who aspires to a high-class trade should avoid stocking his confectionery department indiscriminately and without regard to the time of year. Of the three, the tourist season probably offers least opportunity for featuring profitable specialties, but the volume of business done between June and September is, or should be if the confectionery department is rightly handled, as large as any other three months in the year.

There's more money in confectionery than there is in groceries. The grocer who doesn't handle it is unfair to himself, and to his family, if he has one. A grocery business that can show an average of 10 per cent. profit on all lines is doing well. Confectionery will pay 12 per cent. to 15 per cent., and never turn a hair. You can't afford to throw away money. If you've built up any kind of a business, you're too shrewd to pass up a good thing without investigating it. Our advice to you, first, last, and all the time, is: not "Buy confectionery and sell it," but "Buy confectionery and let it sell itself."

The confectionery business in Canada is growing. This is proved by the fact that last year every factory in the Dominion was working top speed and overtime and couldn't begin to keep up on orders. What does this mean to you? It means that the grocers who are wide enough awake are getting their share of this great business. Are you one of them? It means that grocers throughout the country are realizing more and more fully the profit that lies in confectionery, its untold possibilities as a trade-bringer, its value as an attractive asset to the store, in a word—the vital necessity for handling it in connection with their regular business, if they wish to be progressive, up-to-date, and to get everything that's coming to them.

Candy needs a certain amount of care in handling. It must not be exposed to the sun—chocolates especially are sensitive sweets. Like butter, they are quick to absorb any foul odor round them, and occasionally exhibit a tendency to sweat. A thin, white coating forms over the chocolate, and though it does no actual harm, it prejudices people against buying. The reason for this white coating is undue exposure to heat. It is caused by the oil in the chocolate exuding and hardening in the air.

Grocers should specialize in their confectionery whenever it is possible to do so. At Christmas and Easter the regular lines should temporarily be laid aside and attention centred on the display of novelties suitable for the season. Easter eggs of all sorts and descriptions command a ready sale some weeks before the actual festival, and Christmas offers an illimitable field in the way of fancy boxes, animal and other shapes, and the hundred and one special lines that every candy-maker turns out at that time. Only remember: It doesn't pay to handle cheap stuff.

A GROCER'S CONFECTIONERY WINDOW.

This window was awarded third prize in The Canadian Grocer's February-March competition. It was dressed by L. G. Hagmeier, Hespeler, who is a grocer that has found the value of specializing. He says of it:—

"The stand is made of common soap boxes; this is first covered with manila paper, then covered with Turkey red, and last of all with a light purple gauze, thus giving a very rich effect. The goods consist of Huyler's package chocolates, bulk chocolates, pan goods, and hard-boiled candy. The background is simply the scroll work with crepe paper. The triangular price tickets were hand made.

COWAN COMPANY CLOSE EARLY.

The Cowan Co., Limited, have arranged to close their factory at 12 o'clock during the summer months, thus enabling their employes to take full advantage of the Saturday half-holiday.

Mr. John W. Cowan, president of the Cowan Co., Limited, left last week on an extended trip to Europe. Before he returns Mr. Cowan expects to visit the principal cocoa markets, and will also make purchases of new machinery for their already up-to-date plant. Mr. Cowan was accompanied on the trip by Mrs. and Miss Cowan.

WESTERN WHOLESALE BROKERS MEET.

The annual meeting of the Western Wholesale Brokers' Association was held in Winnipeg last week, President E. Nicholson presiding. The reports of the president and secretary showed a prosperous year for the association, which now embraces in its membership the great majority of the wholesale grocery brokers in Winnipeg.

Officers were elected for the coming year as follows:—

President—Joseph Carman.

Vice-President—Chas. Duncan.

Secy.-Treas.—Geo. Adam.

Executive committee—F. H. Wiley, G. B. Thompson, Stuart Watson, James Scroggie, Geo. J. Cameron.

MEAT OF WHEAT SELLING.

The Western Cereal Co., of Winnipeg, are meeting with good success in their efforts to introduce "Meat of Wheat."

MAPLE SYRUP

Packed by
Canada Maple Exchange

SMALL'S SELECTED

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

SMALL'S CREMO FROSTING
should be in every shop.

CanadaMaple Exchange
Montreal

This is a comparatively new breakfast food, made in western Canada from Manitoba No. 1 hard wheat, the wheat that contains the largest percentage of gluten of any wheat grown. It is meeting with a ready sale in both the west and the east among people who prefer the old-fashioned hot breakfast food.

CANNING MACHINE FOR GROCERS

The Modern Canner Co., St. Jacobs, are now putting on the market their new canning machine which they assert will prove a great boon to grocers, by saving them all waste from overstocked fresh fruit markets. The machine is designed to can fruits and vegetables quickly and with success, so that instead of a loss from waste at any time grocers may can their surplus stuff and sell from the shelves at good profit. The Modern Canner Co., will send full information about this machine to anyone writing for it. Three sizes are made—one thousand tins in ten hours, $30; two thousand tins in ten hours, $60; and four thousand tins in ten hours, $90.

REPEAL OF B.C. TRAVELERS' TAX

One of the first Government bills introduced into the Legislative Assembly of British Columbia, recently convened, was in relation yo "non-resident commercial travelers." By its provisions the law passed in 1905 imposing tax on all non-resident commercial travelers is repealed, and hereafter license will be required only of non-resident travelers "who solicit or take orders for liquors or tobacco to be imported into British Columbia to fill such orders." All non-resident travelers for liquor or tobacco houses must pay license of $200 a year, or $100 for six months. No license is to be issued for less period than six months. This bill has already become a law and goes into effect immediately.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

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Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

There are few biscuits baked that will buid up a paying grocery business. This very thing

Perfection Cream Sodas

have done and will do. You can prove the assertion by stocking a 3-lb. card or tin of

and asking your customers to test these biscuits. The prime difference between

Perfection Cream Sodas

and all other first-quality biscuits is that they are just a little better and then their goodness is lasting.

The Mooney Biscuit and Candy Company
Limited
Stratford, - Canada

Sixty Years of Popularity

COX'S CELATINE
should be used in every Canadian household, because:

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE
McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

THE DUSAULT CO., LIMITED

MANUFACTURERS OF THE

FINEST BISCUITS AND CONFECTIONERY

PURITY AND EXCELLENCE the dominant characteristics of our goods. Over 300 varieties, **ALL BACKED BY A GUARANTEE.** Backed, too, by a long list of satisfied customers, not only in the Province of Quebec, but in the Dominion.

OUR FACTORY IS EQUIPPED WITH THE VERY LATEST MACHINERY KNOWN to the biscuit and confectionery maker's art. We buy only the best of ingredients to make our stock and the retailer who wishes to be up-to-date will have no trouble selling our goods. They are full of **TALKING POINTS; NICE PACKAGE, WELL PACKED, ATTRACTIVE TO LOOK AT, AND THE PRICES ARE RIGHT.**

Before ordering new stock write or phone us. Our travellers and agents get all the credit of orders from their territory. Your satisfaction is our gain. Write for elaborate price list. Compare the quality with competitors and remember "*Quality is remembered long after the price is forgotten.*"

DUSAULT CO., Limited — The Quebec Leaders

Factory and Headquarters, JOLLIETTE, QUE.

We have exclusive territory open and would like to hear from good, reliable agents.

Agents Exclusive Ottawa Valley:
Jos. Grant, Ottawa

It's In the Preparation

Beware of **imitations** coarse,
They follow, but cannot endure;
The Cocoanut wanted is "White Moss,"
Clean, wholesome, good profit and **pure.**

ARE YOU SELLING IT?

Ask our agent in your district for samples and information.

The Canadian Cocoanut Co.

107 Legauchetiere St. West, MONTREAL

Vancouver, B.C.—J. F. Mowat & Co. St. John, N.B.—W. A. Simonds.
Winnipeg—J. M. Scott. Quebec—Albert Dunn.
Kingston, Ont.—W. H. Dalby.

EXCELSIOR BRAND

CANNED GOODS

ARE THE BEST

We are climbing to the Top

Every Packer claims perfection for his product. Our claim is we are situated on the Northern limit of the "Garden of Canada" and our fruits and vegetables are solid, firm and of superior flavor peculiarly their own. That is why we are located where we are—on the shores of Lake Huron. Our plant is one of the best in Canada, equipped with the latest automatic machinery, which practically eliminates the handling of food stuffs.

Thus we claim a more sanitary pack than those put up by hand. Our motto is; Cleanliness, Purity, Quality. We purpose packing Choice "Alaska" Peas, Tomatoes, Corn, Apples, Pumpkins, Squash, etc. Besides our own technical knowledge of the Canning Business we have secured an expert processer from N.Y. State who has had years of experience in the packing of above products, thus doubly insuring our pack for this year.

We invite correspondence from the Home and Foreign Market for our **EXCELSIOR Brand Canned Goods.**

Exeter Canning & Preserving Co., LIMITED

Exeter, Ontario, Canada.

THE HULL QUESTION

is of the greatest importance when selling Rolled Oats.

TILLSON'S ABERDEEN ROLLED OATS are free from hulls and black specks—our process makes them so.

Your customers will appreciate "TILLSON'S" when they eat their morning bowl of porridge, and will smile on you when they come back and ask for more.

The best Rolled Oats the world produces, satisfied customers, a good profit, an ever-increasing business, are all within your reach. Order five sacks from your jobber, freight prepaid to your station.

Tillson's Pan-dried Oats

"A FOOD—NOT A FAD"

Just a straight business proposition—no fakes, deals or schemes. Value with a profit attached—a great stimulus to your business, and the product of a Canadian industry.

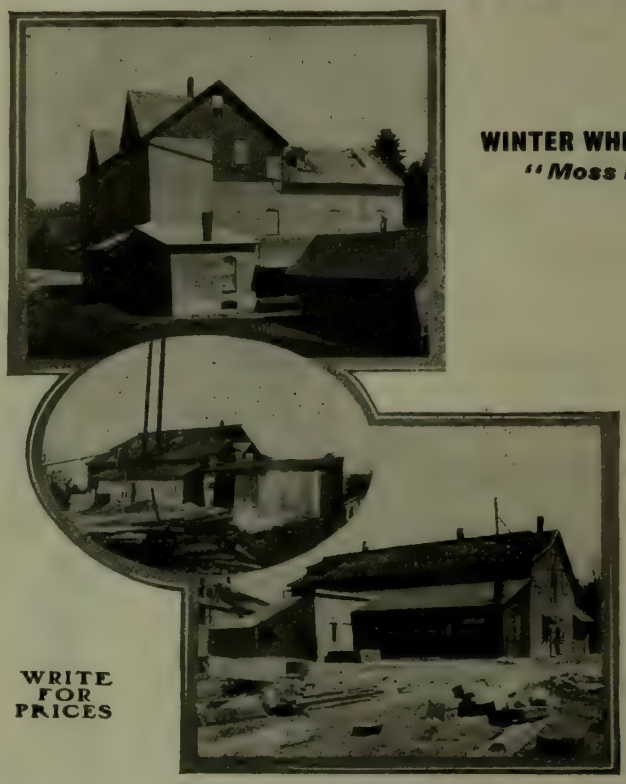
The Tillson Company manufacture all kinds of cereals of the very highest quality—Rolled Wheat, Split Peas, Cornmeal and Barley. Ask your jobber for them, or write for quotations to our Toronto agents—

The MacLaren Imperial Cheese Company, Limited

The Tillson Company, Limited

Tillsonburg, - - Ontario

QUANCE BROS.



WRITE FOR PRICES

MILLERS

WINTER WHEAT FLOUR
"Moss Rose"

BLENDED FLOUR
"Maydew"
"Ladies' Favorite"
"White Swan"

MANITOBA FLOUR
"Kitchner"
"Manitoba Best"

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also **PATENT PROCESS BUCKWHEAT FLOUR** and **RYE FLOUR.**

Delhi, Ont., Canada

LANCASTER MILLS.

SHIRK & SNIDER.

BRIDGEPORT
ONT.

Special Brands

Buda, Neva
Daily Bread, Patent

Shirk & Snider

Millers and Manufacturers of

Improved ROLLER process flour.

Capacity 300 Barrels a Day.

Bridgeport and Baden, Ont.

ROBERT NOBLE

NORVAL MILLS

Miller and Grain Dealer

NORVAL, ONT.

Choice Winter Wheat and Manitoba Blended Flours a Specialty.

"BUFFALO BRAND" CEREALS

You can't afford to handle poor cereals if you want to build up a good business. People are particular about their cereals nowadays. You can please particular people by carrying our brands in stock.

We are manufacturers of:

Breakfast Oats in Cartons
Rolled Oats
Granulated Oatmeal
Standard Oatmeal
Pot Barley
Pearl Barley
Oat Feed

We are dealers and shippers of:

Corn Meal
Rye Flour
Buckwheat Flour
Flour
Split Peas
White Beans

Our cereals are the product of a modern mill situated in one of the best grain growing districts in the Canadian West.

WE SHIP PROMPTLY

We are prepared to handle both domestic and export trade.

The Dow Cereal and Milling Company

Pilot Mound, - Man.

Selling Agents: NICHOLSON & BAIN, Winnipeg, Calgary and Edmonton

THE GOLDIE MILLING COMPANY, LTD.

AYR, ONTARIO, CANADA

Millers of

Ontario and Manitoba Wheats

Makers of Famous "Star" Blended Flour

A. A. McFALL

Miller and

Grain Merchant

Manufacturer of High-Grade Winter Wheat Flour.

Also, Manitoba Wheat Flour.

Bolton, Ontario, Can.

Tests Have Proven
that while
Beaver Flour

costs a little more than other Flours it is the cheapest in the end.

Quality and Yield tell the story. Beaver is a natural Flour, not bleached by any process.

The T. H. Taylor Co., Limited
Chatham, Ont.

All kinds of
MILL FEEDS, COARSE GRAINS and CEREALS

My Brands are:

Morning Glory and Cook's Faithful Friend

Ask for my prices, also samples. My Flour is surpassed by none.
A trial order will convince the most doubtful.

ISAAC J. RANK, - NORWICH, ONT.

What Our Customers Say

OF

"GOLD CROWN" FLOUR

Jan. 2nd, 1907
"We find your flour all right. Think it the best we have ever handled. We are using it at our own house, and prefer it to any other brand."

Jan. 29th, 1907
"Be sure you keep the "Gold Crown" the same grade. It takes very well here."

Feb. 8th, 1907
"We have made pretty severe tests of it with other Manitobas, and in some cases it comes out better and in no case is it Inferior. That is the reason why we took three cars from you yesterday."

Why not a trial order for you?

Sutcliffe-Muir Milling Co., Limited

MOOSOMIN, SASK.

The most complete and most modern cereal mill in Canada.

Our Products Tell

Peerless Brand Rolled Oats
Peerless Brand Flaked Wheat

GRANULATED OATMEAL	GOLD DUST CORNMEAL
STANDARD OATMEAL	FAMILY CORNMEAL
PEARL OATMEAL	CORN FLOUR
GRAHAM FLOUR	POT BARLEY
GRANULATED WHEAT	PEARL BARLEY
WHEATLETS	SPLIT PEAS

ALL KINDS OF FEED

McCann-Knox Milling Co., Limited

TORONTO, CANADA

Cable Address
McCann, ABC Code

Office and Mills
Foot of Jarvis Street

STAYNER FLOUR MILLS

MANUFACTURERS OF

High-Grade Flours

DEALERS IN

FEED and GRAIN of all kinds

FLOUR BRANDS:

"GREAT WEST" A Manitoba Hard Wheat Patent.
"PRIDE OF CANADA" Manitoba and Ontario Blend.
"UPPER TEN" Winter Wheat Patent.

Situated on G.T.R. in splendid winter wheat district.

JOSEPH KNOX & CO.

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the Baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY 196 Purity MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade. the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

E. D. EVANS

Chesley Flour Mills

CHESLEY - - - ONTARIO

MANUFACTURER OF

High Grade Winter Wheat Flour

also Blended and Manitoba Flours

ASK FOR PRICES AND SAMPLES

Hanover Roller Mills

Manufacturers of

High Grade Flours

Spring and Winter Wheat Patents

Brands: Maple Leaf, King Edward VII, Canadian Beauty, Saugeen Belle. Write for quotations.

Wm. Knechtel & Son - Hanover, Ontario

LONDON OATMEAL MILLS

SHEAF BRAND ROLLED OATS

For Export and Domestic use.

Correspondence solicited.

JOHN SUTHERLAND

LONDON, ONT., CAN.

Cable Address: "MONKLAND"

James Wilson & Sons

Fergus, Ontario, Canada

Millers and Exporters of

Rolled Oats and Oatmeal, Pot and Pearl Barley, Split Peas, Etc.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

The Story of the White Heart

That Package Makes 12 Pounds

A dainty breakfast. An appetising luncheon.

A delicious dessert.

Try it and you will recommend it.

Manitoba No. 1 Hard
Canada's Pride

Meat of Wheat

Best Cereal Food

Mr. Grocer!

Consider the Profit. Quality Unequalled.

Brings Repeat Orders.

The Price is Right and the Profit Satisfactory.

Selling Agents:

Western Milling Co., - - - Toronto

W. L. MacKenzie & Co., - - - Winnipeg

Sold by all jobbers

Managed by

The Western Cereal Co., Winnipeg, Man.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL **BOLTON, ONT.**

FLOUR AND CEREAL FOODS

The Boom in Wheat—Opinion Not All One Way About It—Flour Milling in Canada—Business is Very Good.

Wheat is the sensation of the week. Monday's trading in the Winnipeg wheat pit was the largest on record. Now that speculation has got its head the crop will be killed several times before any of it is in stock, butchered to make a traders' holiday, but the important question which presents itself, aside from the price of flour, for the moment, is, what will be the effect upon the West? The Globe's Winnipeg correspondent wrote on Monday night:

"It will be an immeasurable boom to Western Canada, almost compensating fully for the inevitable curtailment of the crop area and insuring plenty of ready cash to stimulate commercial life, sustaining the buoyancy of trade which has characterized recent years. Approximately speaking, there are thirty-three million bushels of wheat in the farmers' hands and in the interior elevators for export. The great volume of wheat is distributed as follows: In the interior elevators of Saskatchewan 12,000,000 bushels; in Saskatchewan farmers' hands, 10,000,000 bushels; in the primary elevators in Manitoba, 5,000,000 bushels, and in the farmers' hands in this province, say 6,000,000 bushels. If wheat touches the dollar mark it means $33,000,000 poured into the pockets and bank accounts of a comparatively small farming population and the grain trade. Farmers are expecting it will go there, and many have withdrawn their wheat from the market."

On Monday, May wheat rose 7¾c. over Saturday's prices to 92½c., which was 12½c. above what it was at the same date last year. On Tuesday there was considerable profit-taking and the price declined 1½c. The boom is based on the backwardness of the season, crop damage in the western and southwestern states and general unfavorable crop news the world over.

The result on Ontario wheat has been practically to stop delivery, and all other grain markets are firm. Oats advanced 3-8c.

It must not be imagined the opinion in regard to wheat is all one way. A Toronto miller had private information from the west Tuesday to the effect that 75 per cent. of the seeding was done. That means 75 per cent. of an acreage equal to last year's and the view held by the miller in question, who is a large operator, is that the acreage will equal last year's. His information from first hands, in regard to fall wheat in Ontario is that the crop is in very good condition. He reports that some of the large millers in the west are large holders af wheat and that the advance is partly due to manipulation.

Flour.

The flour milling industry in Canada has never been in a better position than it is to-day. Ordinarily at this season mills are running half-time, or something like that; to-day the mills are refusing orders.

A little while ago Canadian millers returning from the Old Country told of the great increase of milling capacity there and expressed the view that the export outlook for Canadian milling was not bright. Now they say the demand for Canadian flour has kept up and is increasing. It was thought the British miller could import the wheat and grind it more cheaply that Canadian millers could grind the wheat and deliver flour. In explanation of the failure of the prophecy it is stated now that the Canadian miller by the use of water power, less expensive mill construction and more modern facilities is able to compete with the Old Country products.

The Northwestern Miller, in a recent issue, thus graphically describes the revival of British flour milling:

"Late in the summer of 1901, as the Northwestern Miller has repeatedly pointed out, the export flour trade was destroyed and the foundation of the revival in the British milling trade established. This was not due to legislative action, nor to any fault on the part of the exporting millers, nor yet to insufficiency of the raw material in America.

"There had been an enormous wheat crop and the American millers were preparing to grind it, reckoning on a large market, as before, in the United Kingdom for such portion of their product as they could not sell in the domestic market. Never did the future of the export trade look more encouraging.

"Suddenly, out of a clear sky, came a bolt which shattered the fair prospects of the business and from which the export traffic has never recovered. The carriers, seized by the insane desire to secure freight, suddenly engaged in competition for the business such as was never heard of before or since witnessed. Accordingly freight rates on wheat were slaughtered while the rates on flour were maintained.

"Within a few months, during which rates on wheat made a record for low mark, the grain resources of the country were drained. Huge stocks of wheat were accumulated at British ports and the miller of the United Kingdom found to his surprise and delight that he could buy the very best quality of American wheat at his mill door for much less than the American miller could deliver his flour in competitive markets.

"As a result, the British miller made sudden and enormous profits and, concluding that this discriminatory practice was to obtain forever among the American carriers, he rebuilt his mill on a far larger capacity than he had ever before dreamed of. The American miller, meantime, dazed by this sudden and unexpected onslaught on his raw material, was unable to convince the carriers that they were ruining his business not for one season, but for many to follow, by discriminating against him.

"By the time he had induced the American carrier to consider the question and remedy the defect, the golden opportunity had passed, the export trade had been destroyed, the British miller established and the movement to reinforce his already strong position by a tariff, enthusiastically begun by Mr. Chamberlain, was well under way."

Taking most recent figures available, those for the eleven months ending with February, 1907, the export of Canadian milled flour to Great Britain for the past three years shows an increase, 1905, $2,450,620; 1906, $2,885,906; 1907, $2,963,277. For the entire year 1905 the figures were $2,427,188.

Since February this year large quantities of Canadian flour have been shipped to the Orient. Our flour is also in much greater demand in South Africa, where it is wanted for blending with the softer Australian flour.

Canadian flour is the strongest and best in the world. That is incontrovertible and those who want the best must have it. The tendency among the milling interests is towards concentration and bigger mills. Naturally, the small local mills are increasing in the west, but they are not in the east.

MONTREAL.

FLOUR—Royal Household has again been advanced, while Five Roses is higher. The former is now quoted at $5, while the latter grade brings $4.85. Glenora is up 20c., as will be seen from quotations. With the market in its present state it is difficult to say what prices will be a few days hence. At the moment higher prices are expected. Further developments depend entirely upon the action of wheat. Business is reported brisk locally, while considerable quantities are being exported to England and South Africa. A few small lots have been sold to Japan lately.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40

Send me
YOUR QUOTATIONS
I am always open for quantities in my lines.

Flour, Grain

Provisions and

General Produce

Quebec's Leading
FLOUR and GRAIN HOUSE

C. A. PARADIS
81 Dalhousie St., QUEBEC

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

Calcium Acid Phosphate, Phosphoric Acid, Malt Extract, Yeafo Bread Improver, Butter Flavour, Essences and Harmless Colours, Ice Cream Powders, Etc.

WRITE FOR PRICE LIST

We can supply some good recipes to buyers for making several grocery lines, including Baking Powder, Self-raising Flour, Jelly Squares and Powders, Custard Powder, etc,

CORRESPONDENCE SOLICITED

Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	5 00
Glenora	....	4 40
Manitoba spring wheat patents	....	5 00
" strong bakers	....	4 40
Five Roses	....	4 85
Buckwheat flour	2 25	2 30

ROLLED OATS — There is no change to note in the rolled oats situation. Prices remain as last week.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated "	2 30	2 45
Golddust cornmeal, 98 lb bags	....	1 75
Rolled oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls	....	4 40

FEED — Feed is still very scarce and prices are high. Dealers are unable to obtain anything like sufficient stocks to fill orders booked. No relief is in sight.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	23 50
" bran	22 00	23 00
Mouillie, milled	23 00	up
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR.—The soaring wheat market is dragging flour after it and prices at the moment are irregular, some of the mills having advanced more than others. Some of the western mills just added a dollar a barrel to stop business till they got their bearings. It is felt here, however, that prices are on a higher level for some time to come. For both Manitoba and winter wheat flours generally, the advance is about 30c. The Western Canada and Lake of the Woods have kept their carload price at first grade patents at $4.75 on track at Toronto.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "	....	4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 10	4 20
Patents	4 30	4 50
Blended	....	4 50

CEREALS.—Rolled wheat has been advanced 25c. but some mills here think it will not hold. There is a good export demand. Quotations for oat products are unchanged.

Rolled wheat in barrels, 100 lbs	2 65	2 85
Rolled oats, in wood, per bbl	4 50	4 75
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

Quality

The demand for higher standards in flours is growing steadily.

Anchor Brand Flours

are milled for quality and not for lowest price. Let us supply you with flour and you can then obtain an

Exclusive Trade

above competition and therefore profitable.

Leitch Brothers
FLOUR MILLS
Oak Lake, Manitoba,
Canada

FLOUR

We manufacture two of the most reliable brands of flour on the market; "Thistle Down" a high grade Manitoba Patent, and "White Wonder" a high grade winter wheat patent or pastry flour. Write for trial orders and prices.

The Central Milling Co.,
Peterborough, Ontario Limited

H. MURTON

Split Pea Mills

GUELPH, ONT. - CANADA

Split Peas a Specialty

Cable "MURTON, GUELPH" A B C Cable Code Used

TO PLEASE YOUR CUSTOMERS

in everything—especially in the quality of the goods you sell them—should be your main object, for the success of your business depends upon your giving those who buy from you satisfaction.
If you wish to satisfy them with the quality of the flour they buy

You Should Sell Them Only "Five Roses" Flour

for this brand will give unvarying satisfaction to all who use it. Made from the Highest Grade Manitoba Hard Wheat, "Five Roses" Flour is unexcelled by any brand on the market. LET US QUOTE YOU PRICES TO-DAY.

Lake of the Woods Milling Co'y, Limited

Montreal **Winnipeg** **Keewatin** **Portage La Prairie**
Ottawa **Toronto** **London, Ont.** **St. John, N.B.**

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

ALL CODES USED
CABLE ADDRESS "WHITCO"

JAS. LANGSKILL, Pres.
W. H. DESPARD, Gen. Mgr., Sec-Treas.

OUR NEW WAREHOUSE

White & Co., Limited, Cor. Front and Church Streets Toronto

WHOLESALE IMPORTERS, EXPORTERS AND AUCTIONEERS

FRUIT PRODUCE and FISH

OPEN FOR BUSINESS

The largest and most complete building of its kind in Canada. Situated in the very centre of the fruit and produce trade, with every facility for the prompt despatch of business.

Large Importations for the 24th May Trade.
Bananas
Pineapples
Oranges
Vegetables

TORONTO WAREHOUSE, CORNER CHURCH AND FRONT STREETS

Phone Main 6565. Eight Phones, connecting all Departments; all at your service.

FRUIT
In greatest variety, imported from all parts of the world.
Bananas, Oranges, Lemons, Pineapples, California Fruit, Strawberries, Apples, etc.

PRODUCE
Butter, Eggs, Cheese, Lard, Bacon, Hams, Honey, etc.

VEGETABLES
Tomatoes, Cucumbers, Celery, Cabbage, Asparagus, Onions, etc.

FISH
Full supplies of lake and sea fish the season through.
Trout, White, Salmon, Halibut, Haddock, Cod, etc.

EXPORTERS OF APPLES

Auction sales conducted daily throughout the season

Large Branch at Hamilton, Ont.

Correspondence invited. **Our weekly price list mailed to any responsible dealer.**

White & Co., Limited

TORONTO and HAMILTON

DAWSON COMMISSION CO., Ltd.

Most Progressive Grocers know that we make a speciality of ***GREEN APPLES*** and all would know if they realized how much money direct and indirect our specialty meant to them. All apples packed **Government Standard.** We also handle Oranges, Lemons, Potatoes, Cabbage, Poultry and all kinds of fruit, vegetable and farm produce.

DAWSON COMMISSION CO., Limited

Consignments Solicited ***TORONTO, CANADA***

ESTABLISHED 1886

EVAPORATED APPLES
CANNED APPLES
DRIED APPLES

We are buyers and sellers of above. Car lots or smaller quantities. Correspondence solicited.

O. E. ROBINSON & CO.
INGERSOLL, CANADA

We export

Canned Lobsters

to all parts of the world

Golden Crown and Golden Key Brands
½-lb., ¾-lb. and 1-lb. talls. ¼-lb., ½-lb., ¾-lb. and 1-lb. flats.

EVERY CAN GUARANTEED

Write us direct for prices, or ask our agents to quote.

AGENTS:

C. & E. Morton, 109 Leadenhall St., London, Eng.
Eugene Duplat, 39 Rue de la Bourse, Havre, France.
Ernest Bourdier, 9 Rue Le Goff, Paris, France.
Adolph, Trier & Goldschmidt, Copenhagen, Sweden.
Gustaf Clase, Gothenburg, Sweden.
Laffitee & David, 1387 Corrientes St., Buenos Ayres, S.A.
C. E. Jarvis & Co., Vancouver, British Columbia.
Geo. Adam & Co., Winnipeg, Man.
The Dominion Brokerage Co., Calgary and Edmonton, Alta.

W. S. LOGGIE CO., Limited

CHATHAM, N.B., CANADA

Exporters of Canned Lobsters and Frozen Atlantic Salmon

THE SIGN OF FISH QUALITY

A CUSTOMER told us the other day that he had never handled a line of fish with such great satisfaction as he has experienced with ours.

He says the sales of our different brands are increasing all the time, and he is assured that this is solely due to the very high standard of quality which we have steadily maintained from the first.

The ATLANTIC FISH COMPANIES, Ltd.

LUNENBURG, N. S.

Packers of HALIFAX, ACADIA and ATLANTIC Pure Codfish and numerous other fish products

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

Your Canned Fish Department is not complete without the famous

"King Oscar" Sardines

Your most particular customers will thank you for calling their attention to these famous fish. If you haven't got them in stock order at once from your wholesale grocer.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

MONTREAL LEMON SALE THIS WEEK

will be personally attended by ourselves, and our long experience buying Fancy Lemons for summer trades will be at the service of Lemon buyers who deal direct with us.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The weather has been very cool and unfavorable to the Fruit Trade, but we have kept supplies of Strawberries, Tomatoes, Pineapples, etc., coming forward, so we could lead all competition and satisfy all enquiries.

Your order for 24th May holiday should be placed early to ensure being filled properly.

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria Grapes, Figs, Dates, Almonds, Walnuts, Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point,** quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON
91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.
11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FREDK. FISHER & SONS

St. Magnus House, Monument St. LONDON, E.C., ENGLAND

FRUITS, VEGETABLES AND FISH

The Montreal Lemon Sales—Strawberries Arriving More Freely—Big Drop in Cuban Pineapples—First Car of Halibut.

By the time this sees the light it is well within the bounds of probability that the Montreal lemon sales will be in full swing on the Fremona's cargo. In an editorial last week it was pointed out that a certain proportion of the fruit would almost inevitably be rotten owing to the big local demand in Messina, which necessitated the immediate sale of the November cut lemons as they were brought down from the country and obliged the shippers to substitute fresh lemons if they wished to fill their orders. The natural result of this would be to send up the demand and prices for Verdellis, which are, of course, a greatly inferior lemon and in no way fitted to fill the place of the November cut crop.

The strawberry situation, while practically unchanged, shows a tendency to loosen up on shipments, a somewhat firmer quality of stock being also noticeable. Notwithstanding the probabilities of a crop well up to the average from North Carolina, there will be no cheap berries this season, and the market will rule tight on all shipments. The brokers throughout Carolina are simply pursuing a straight hold-up policy in bidding up the price among themselves and then offering it on the basis of "You've got to sell strawberries, and you've got to buy them at our figure." There should be a settled price limit agreed upon by all houses for their mutual protection; unless a united front is presented to the brokers the fruit dealers are at their mercy.

Cuban pines are now at about rock-bottom prices, and three or four weeks should see the bulk of the stock out of the market. First arrivals from Florida are expected during the first fortnight in June.

Potato stocks are light, dealers fighting shy of large holdings at present prices. Delawares are quoted at $1.15 from New Brunswick f.o.b. Toronto, and dealers here are unable to raise prices to corespond. Sold locally at that figure this means a close shave, if not an actual loss. If the stock can be sold right off the car $1.15 is regarded as satisfactory, but if it has to be hauled and stored and got rid of in small instalments, another 10 cents per bag is necessary to clear expenses and leave a fair margin. A material reduction is looked for before long. Ontario stock is practically out of the market.

The F. T. James Co. are expecting a car of Halibut to arrive within the next day or two. This is the first time such a quantity has been brought into Toronto in one consignment. The gross weight will be about 20,000 pounds.

MONTREAL.

FRUITS — Dealers report conditions but slightly altered since last week. Trade is of fair volume considering prices. The feature of interest in fruit circles is the arrival of the first direct steamer bearing a cargo of oranges and lemons. Part of the shipment of oranges was disposed of at auction, some 6,000 cases, the remainder to be sold this week. Florida oranges are out of the market. Valencias are higher, ruling prices running from $3.75 to $5.75. Limes are now obtainable, $1.25 a crate being asked. Pineapples are lower. Bananas have not changed since last report, prices being practically the same.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	1 60	1 75
" jumbos	2 00	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 85	4 50
Apples, bbl	3 00	6 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
California oranges, new navels	3 50	3 75
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	....	2 65
Lorrento Oranges, box	3 00	3 75
Valencia oranges, case	3 75	5 75
New figs, per lb	0 08½	0 12
Florida grape fruit, box	...	6 50
Jamaica grape fruit, box	4 00	4 50
Limes, crates	....	1 25

VEGETABLES — Trade is very good considering the high prices that rule in most lines. Owing to conditions in New York it is difficult to obtain southern vegetables in any sort of time, or at decent prices. Strikes prevent the shipping of many lines which otherwise would be on the market here within a few days of shipment, and at prices which would allow the transaction of considerable business. Cabbage is very high for the season, as much as $5 being asked. American and Montreal cabbage are lines no longer quoted. Green beans are lower this week, $4.50 being the ruling figure. Boston lettuce has been advanced since last week to $1.50. Asparagus has declined to a more reasonable price. Spinach is up 50c. Cucumbers are lower. New carrots and new beets are reported in good demand.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	4 50	5 00
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 90	1 00
Green beans, basket	....	4 50
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	....	1 50
Celery, per doz	1 10	1 50
Florida celery, case	....	4 50
Asparagus, doz. bunches	6 00	7 50
Radishes, doz	0 40	0 60
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 25	1 75
" basket	....	5 00
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	....	1 10

New potatoes, lb		0 05
" " bbl		7 50
" " basket		2 75
Jersey sweet potatoes basket		2 75
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02½	0 03½
Red onions, bbl		5 00
" bag	1 75	2 00
New beets doz bunches		1 50
Old " bag	2 00	2 25
Carrots, bag		1 25
New carrots do		1 50
Mushrooms, lb		0 85
Horseradish, lb		0 15
Rhubarb, doz. bunches	1 00	1 25

FISH — For the season, business being transacted is satisfactory. Haddock is lower this week, 5c. being the ruling price. New buckshad and carp are off the market. Market cod is half a cent lower, while sea trout has dropped a cent also. B. C. salmon is quoted at 12c. This line continues scarce, and high prices still rule. Brook trout is also in short supply. Receipts of halibut are large, but demand is strong and stocks are easily placed. Fresh mackerel and lake trout are lines that sell freely at prices quoted. There is little change in other lines, except that new haddies are down to 8c.

Fresh and Frozen Fish.

Haddock, per lb		0 05
Halibut, express, per lb		0 08
Dressed bullheads		0 10
Bluefish, per lb		0 12
Grass pike, express "		0 08
Mackerel, " "		0 12
Dore, " "		0 08½
Smelts	0 08	0 10
Steak cod, lb		0 06
Market cod, lb		0 04½
Sturgeon, lb		0 11
Pike, lb	0 06	0 07
Lake trout lb		0 10
Sea trout, lb		0 10
Brook trout lb		0 22
White fish lb		0 07
B.C. Salmon, lb		0 12
Salmon, lb		0 20
Smoked and Salted—		
New haddies, box s. per lb		0 08
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrador salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small. " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT — Oranges are firmer, Valencias showing a rise of a dollar per case and navels, in all sizes, being somewhat higher. Pineapples are again lower, and will probably maintain the present average of $3.25—$5.00 on 24s, 30s and 36s. Strawberries are still a hard proposition in one sense and a soft one in another. The North Caroline stuff has shown up to better advantage in the later shipments, but at the best a good proportion of it is mushy and unsound.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 25	3 50
126's	3 75	4 00
150's		4 25
176's, 200's, 216's		4 50

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 Guelph, Ont.

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit, Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:

200 Bags Bombay Peanut Kernels

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Navels, extra choice, 96's, 112's		3 25
126's		3 75
150's		4 00
176's, 200's, 216's		4 50
Mexicans, 126's, 150's, per box	2 50	2 75
" 176, 200, 216, 250 per box		3 00
Valencias, ordinary 420's, per case	4 25	4 50
" large, 4.0's, per case	6 00	6 50
Bloods, 80's 100's, 150's ½-boxes		2 25
Ovals, 80's 100's, 150's ½ boxes		2 25
Grape fruit, Floridas, 46's 54's, 64's, 80's		6 00
Lemons No. 1's 300, 360		3 75
" 2's 300, 360		3 50
Pineapples, 24's, per case	4 50	5 00
" 30's, "	3 75	4 50
" 36's, "	3 25	3 75
Apples, large red, per box of 12 doz		3 25
Bananas, Jamaica firsts, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt	0 20	0 24
" " per pint	0 12½	0 15

VEGETABLES — Egyptian onions are firmer this week, and at the present time the demand is greater than the supply. Bermudas have gone up 25c. a crate, and there seems to be prospect of a further rise in the near future. Lettuce is a little easier under a steady demand. Florida tomatoes are in big request, of fine quality, with the demand steadily increasing. Greenhouse rhubarb is almost cleaned up, a few stocks only being quoted. Celery is very scarce.

Potatoes, Delawares, per bag	1 10	1 15
" Ontario	0 90	1 00
Sweet potatoes, per hamper		2 75
New potatoes, per bush basket	2 25	3 25
Onions, Spanish, per large case	3 00	3 15
" " small case		1 10
" Red Globe, per bag		1 50
" Green onions, per doz		0 15
" Potato, per lb		0 07½
" Egyptian, 110-lb. bag	3 25	3 50
" Bermuda, per crate, 50 lbs		3 50
Cabbage, new Canadian, per case		3 50
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 30	0 40
" Boston head, per doz		1 75
Radishes, Roseland, per doz		0 40
Cucumbers, hot house, per doz., fancy Boston	1 25	2 00
" Flordas	0 90	1 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
" green, per bushel		4 50
Peas per bush		4 50
Tomatoes, fancy, per crate 84's, 96's, 120's	3 50	4 00
Tomatoes, Florida, per crate	4 50	4 75
Parsley, per doz		0 25
Celery, Florida, 3, 4, 5 and 6 doz., per case		4 75
Asparagus, per doz	2 00	2 25
Fancy Baltimore spinach, per hamper		1 00
Rhubarb, per doz. bunches	1 00	1 25

FISH — A number of new lines are added this week. British Columbia salmon is arriving and selling at stiff prices. A few weeks, however, will probably see it at 16c. Tubilees are no longer quoted. A brisk trade is being done in all fresh caught lines, noticeably whitefish and trout.

Perch, large, per lb	0 06½	0 07
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb		0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie		0 10
Yellow pickerel, winter caught, per lb		0 12
Haddock, fresh caught, per lb		0 06
Herring, per 100 count		1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb		0 18
Trout, fresh, per lb	0 09	0 10
Ciscoes, per basket		1 35
Finnan haddie, per lb.—fresh cured		0 10
Labrador herring, per bbl		4 75
Cod, fresh cauzht, per lb		0 09
Halibut, fresh caught	0 08	0 09
Shredded cod per lb		0 08
Shredded cod per doz		0 90
Flounders, per lb		0 05
Halifax fish cakes, case		2 40

Carlos Prytz, senior member of the firm of Prytz & Co., Alicante, Spain, was a caller upon the jobbing trade of Toronto and Hamilton last week. Fred Hutcheson, of J. L. Watt & Scott, representing Prytz & Co. in this market, introduced him to the trade.

A YEAR'S FRUIT TRADE IN QUEBEC PROVINCE

Montreal, and the Province of Quebec generally, cuts no small figure in the fruit trade of Canada. With such a population as there is in this section of the Dominion, there is bound to be a great consumption of "the only edible that it is not possible to adulterate" as one man called fruit. Montreal cannot be called extremely important as a fruit-consuming centre, nor yet as a fruit-growing district, but as a centre carrying on a large fruit business with points all over Eastern Canada, it occupies a position such as does no other city in the Dominion. It is a great distributing centre for imported fruits. Home-grown varieties are not traded in to a very large extent as the city is not as ideally located as Toronto for this purpose. Even so, fruit dealers in the metropolis carry on a large business with grocers and fruit merchants in eastern portions of the country.

What is Grown.

Quebec does not grow much fruit. Unlike Ontario, the province cannot produce peaches, pears, grapes and other such small fruits. Climatic conditions are not such as will permit of their growth. There are private orchards scattered here and there throughout the province, but very few lots of the fruits named reach the market. Small berries, red currants, gooseberries, cherries and the like are freely grown in some sections, but the farmers make no effort to cultivate yielding orchards. Apples are probably grown as much as any other fruit, in fact form practically the only kind of fruit extensively known as coming from Quebec. As a matter of fact, fruit dealers do not care to handle the small fruits grown in Quebec, as, after all charges are paid, the profit left is very small. As a result, most of what is sold finds its way into the homes of the people through peddlers, or through the fruit dealers in the local markets.

Importations.

Importations of fruit are larger than the average grocer imagines. Hundreds of cars are brought into Montreal every year and thousands of cases of oranges and lemons alone are sold.

There are every year at least two direct fruit steamers which arrive in Montreal in the spring. There is also a third boat which carries a few cases of oranges and lemons. Probably one hundred thousand cases of oranges and lemons are received in Montreal by the direct boats. It is rather difficult to say just in what proportion the fruit is loaded, probably more lemons than oranges. Of the direct importations Quebec Province does not use very large quantities. Possibly not more than a tenth is consumed locally. The balance is shipped to different points in Canada and some finds its way to New York. Some of the lots received by the direct boats are stored in Montreal and these supplies are drawn upon as required. Considerable quantities of oranges and lemons from Mediterranean points are received during the winter, coming into Montreal by way of Boston, Portland, New York and St. John. About 50,000 cases are received during the winter.

California Fruits.

Owing to the high prices asked for Californian lemons, few lots are brought into Montreal, probably not more than two or three cars during the course of a year. Quite a large number of cases of Californian oranges are used, however, some seventy-five cars of navels and fifteen cars of late valencias being ordered in an average year. The entire amount is for local consumption since this fruit cannot profitably be shipped to Ottawa, Toronto or other cities, where dealers can bring in the fruit as cheaply, or more so, than can Montreal. Oo a rough estimate it might be said that there are brought into Montreal in a year some one hundred and twenty-five cars of Californian fruits, which would include besides oranges and lemons, prunes, peaches, pears, apricots and plums, meaning in cash about $150,000.

100 Cars Strawberries.

In the Quebec trade at least one hundred cars of imported strawberries are used. Most of these come from the State of Maryland, which is famous for the quality of its berries. Some come also from California, North and South Carolina, Florida, Tennessee, and Delaware. Quebec Province produces a fair quantity of strawberries in season, but the demand is not nearly supplied by the home-grown berries.

Niagara district provides the trade in Quebec with probably seventy-five cars of strawberries every year. From the same part of the country are received also peaches, pears, plums and grapes to the extent of one hundred and twenty-five cars a season, with the business ever growing.

Bananas Used Largely.

Compared to cities in other parts of the world, Montreal is one of the greatest banana-eating centres. No less than three hundred cars of fine bananas are brought into the city during the twelve months of the year. This large quantity of fruit is sold chiefly in the Province of Quebec, principally in Mont-

(Continued on Page 192).

UPTON'S

Jams, Jellies, Marmalade

Are Made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

UPTON'S

UPTON'S

Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good"; insist and you can get the real thing. Price list can be obtained from our Toronto agents.

The MacLaren Imperial Cheese Co., Limited

The Upton Company, Limited

Hamilton, - Ontario

Like Oliver Twist

But in our case it's more business we're after. Trade is tomers are prosperous to-day, so don't lose track of the shoulder to the wheel. Our travellers are out after busi interfere with our getting together for mutual advantage. talk to us free of charge.

Canned Vegetables

There is a good business doing in this line right now. All kinds of green vegetables are late, so that the demand for canned ones is going to keep up for some time. We ran across a block of Corn and Peas. The holders wanted to clear out and make room for the coming season's pack. Well, you know what usually happens in a case of this kind, and it happened this time. We got the goods, and at a price that will appeal to all buyers.

1906 pack and the quality first-class

Corn - - - 60c.
Peas - - - 60c.

They are going out fast so get your order in early. Also look up your pumpkin stock. Apples are scarce and this will create a big demand for pumpkin pie.

Peacock Brand, 3s, - 75c.

H. P. ECKA

WHOLESALE

Cor. Front and Scott Sts.

We Want More

flourishing, in fact never was better. Most of your cus-
fact that this is your innings. The time to put your
ness, but if they should not run across you don't let that
Use the mail, or get one of our telephone cards and

Teas

The tea market has been a very interesting one for some time back. Fortunately we got in at the right time and are now selling Ceylon and Indians at prices away below to-day's market.

Ceylon P. S., good make and draw, 13½c.

Seasonable

Heinz Sweet Pickles are preserved sweet Pickles, and have a flavor and crispness distinctively their own.

Heinz Extra Spiced Sour Pickles are so called because an extra quality and quantity of spices are used in their preparation.

Fruits

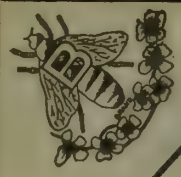
How about these? We bought when the market was low. Get our prices for any Prunes, Figs, Dates, Currants or Raisins you require.

Select Valencias, - 8½c.

RDT & CO.

GROCERS

TORONTO



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Mr Grocer, are you selling these useful household articles in every day demand. There is money and satisfied customers in it for you.

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A glossy rich starch, very suitable for the house laundry.

BEE BORAX

A necessity in every home, 99% pure. Retails 5, 10, 15c. packages.

BEE AMMONIA POWDER

A great adjunct to household cleaning. 5 and 10c. packages.

BEE BAKING SODA

Noted for its high-class quality.

BEE BAKING POWDER

We guarantee the results from this Baking Powder equal to any manufactured..

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Our own blend. We are sure your customers will appreciate it.

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Triple strength, absolutely pure. All flavors, 1oz. to 16oz. bottles.

BEE CORN-STARCH

A high-grade article in a specially attractive package.

BEE JELLY POWDER

Our latest. Six assorted flavors to a box. Retails 25c. A great seller.

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SNOWDON, FORBES & CO.,

449 St. Paul St., Montreal.

Cans by the Million

Made by the Acme Can Works

are being used in every part of Canada where sound, clean, sanitary, absolutely first-class cans are required.

Acme Cans have acquired a reputation for reliability which cannot be equalled by any maker in Canada or out of it, bar none.

PACKER'S CANS AND SUPPLIES

No matter what kind of a can you require we can make it. Look at our list here. 'Twill give you an idea as to our range. Our capacity is 150,000 cans a day.

WE MAKE:

- Meat Cans
- Key-opening Cans
- Syrup Cans
- Fruit Cans
- Vegetable Cans
- Baking Powder Cans
- Spice Cans
- Lard Pails

and other lines.

Get in line right away. Place your order for fruit and vegetable cans with the Acme Can Works that it may be filled in good time for the coming season's pack. You will not regret your action.

Canadian Agents: Eureka Chemical Soldering Flux

Canadian Manufacturers: Jewett's Self-Heating Cans

Deliveries are made promptly and satisfactorily. You get your cans in excellent condition **when you want them.** No loss through delay in making deliveries. Our exceptional transportation facilities enable us to make this guarantee.

ACME CAN WORKS

Reliable Cans

Montreal, - Que.

There's Money In The Famous Shirriff Lines For You, Mr. Grocer!

Quality always wins and always will. The mere fact that the demand for

Shirriff's Marmalade

has increased four-fold in less than two years says more for the genuine goodness of this line than any words we could print. Our Marmalade certainly pleases particular people. It builds up trade and does wonders for one's bank account at the same time.

Of course all grocers know the **Reputation** for **Quality** attained long since by our

Shirriff's Flavoring Essences

Undoubtedly the favorite of particular housewives and certainly the most profitable line on the Canadian market.

The care and expert skill which made our other lines famous from seaboard to seaboard have conspired in producing in

Shirriff's Jelly Powder

the Jelly Powder par excellence. However, where all lines are good it's impossible to pick favorites. The shrewd grocer stocks them all because

They're All Right If They're Shirriff's

Important We have a Help-the-Grocer plan of doing business. We'd like to have your opinion. Ask us

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IMPERIAL EXTRACT CO.

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Code "A.B.C." 4th & 5th Editions and Private Codes

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GROCERS' AND CONFECTIONERS' SUNDRIES

SALESROOMS AND OFFICES:
A,B,C AND D MANCHESTER BLDG

TORONTO, CANADA May 17 1907

TO THE TRADE

Gentlemen,--We are Importers' and Manufacturers' Agents for High-grade Pure Food Products, also headquarters for Shelled Nuts of all descriptions, Crystallized and Glace Cherries, Assorted Fruit, Pineapple and Flowers, etc.

Our Assortments of Christmas Crackers and Holiday Novelties for Hallowe'en, Thanksgiving and Christmas, are now complete.

Soliciting your enquiry when on the market, also a visit from you if in the city.

We remain,

Yours very truly,

W. G. Patrick & Co.

Montreal Toronto Winnipeg

QUEBEC MARKET

Any Important firms willing to be represented in our city would do well by writing to

Alf. T. Tanquay & Co.,

Commission Merchants and Brokers

Lower Town—In Rear of Quebec Bank

20 Years Experience

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Groceries

Flour, Grain, Provisions,

Seed Grains, Timothy, Clover, Oats, Barley, etc.

Leading Wholesale House of the Eastern Townships.

SHERBROOKE, QUEBEC

Your orders will have prompt and careful attention.

A Progressive Business

demands that all shrewd grocers stock

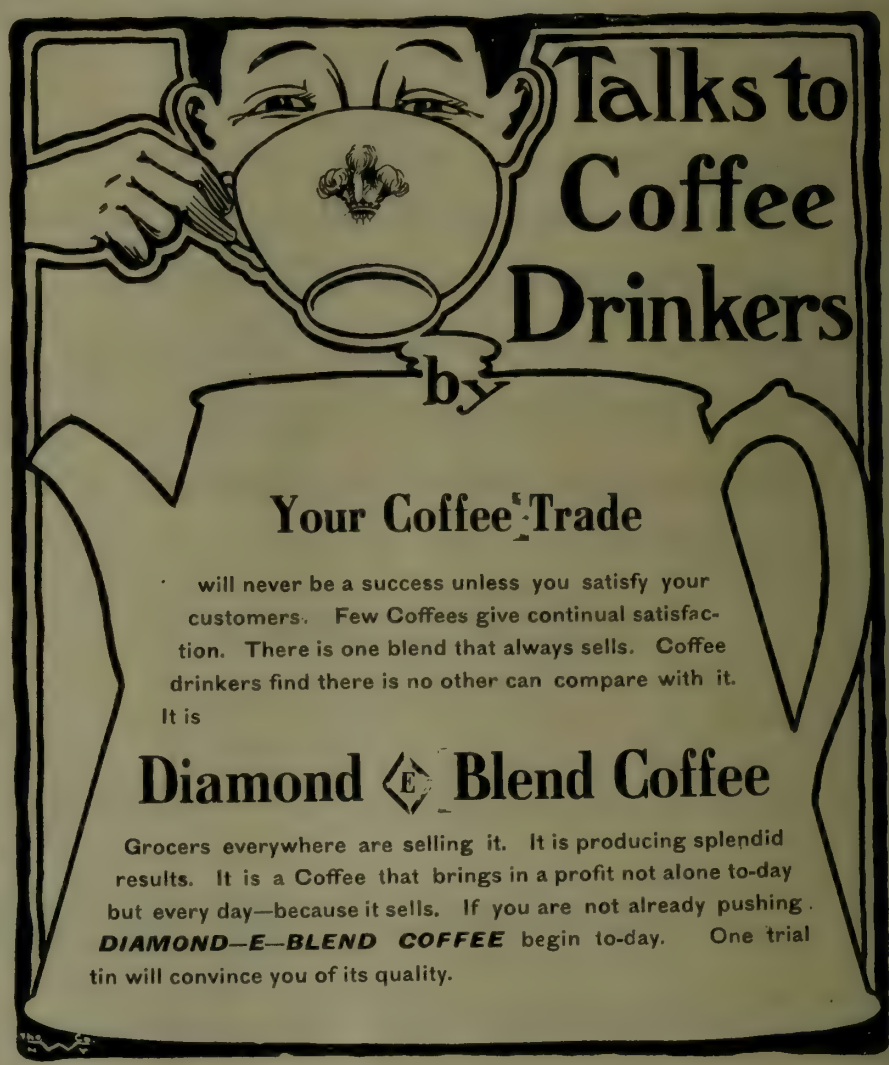
Nicholson's Mince Meat

and most Grocers know it. Attend to the wants of the people because it pays.

WE ALSO RECOMMEND

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.


Talks to Coffee Drinkers
by
Your Coffee Trade
will never be a success unless you satisfy your customers. Few Coffees give continual satisfaction. There is one blend that always sells. Coffee drinkers find there is no other can compare with it. It is
Diamond (E) Blend Coffee
Grocers everywhere are selling it. It is producing splendid results. It is a Coffee that brings in a profit not alone to-day but every day—because it sells. If you are not already pushing DIAMOND—E—BLEND COFFEE begin to-day. One trial tin will convince you of its quality.

S. H. Ewing & Sons

Montreal - - - Toronto

Wall Paper

This is between seasons in wall paper manufacturing circles; and spring goods are now—or should be if retail dealers are energetic—going like "one o'clock," so to speak. Designers, about this time of the year, are scratching heads and biting finger nails in thinking out something novel for the fall trade.

Our domestic manufacturers seem to be pretty well up to the mark in devising new ideas, or are particularly persistent in rooting out new ideas from foreign points. The natural result of this domestic energy is as choice a line of goods as any reasonable public could wish for.

It will at once be seen by the discerning retailer that this matter of choice of design is of the utmost importance to his business. Nowadays people are not satisfied with any old thing for their wall decorations. The general commercial prosperity of the country is reflected in this desire for the unique and the artistic in wall decorations. There are, of course, many people whose tastes have not yet been elevated beyond the cheap and commonplace in wall paper. Herein lies a profitable duty for every retailer to perform. Strive to educate the poor in taste—not force them—up to an appreciation of the really artistic in wall decorations. While doing this work of education, by elevating the public taste, it is gratifying to know that it is a profitable undertaking if properly carried out.

Quickly Made Sales,
Pleased Customers,
Satisfying Profits,
are the daily experience of the dealers who handle
Stauntons'
Wall Papers
Is this also your experience?
¶ If not, you can improve the conditions by determining now to buy
THE "STAUNTON" LINE
for next season, and so ensure all round satisfaction.
Special Decorations for Churches and Lodge Rooms
STAUNTONS, Limited
Makers of Superior Wall Papers
TORONTO

GROCERS
You all use { Wrapping Papers / Paper Bags / Twines
WE ARE THE MEN TO SUPPLY YOU
DOUGLAS AND RATCLIFF, Limited
30 West Market St., TORONTO

50%
PROFIT
Mr. Retailer, this is the profit you can make if you write to-day for full particulars concerning a household necessity in attractive package. Sold without effort.
Owing to continual heavy arrivals of foreign fruits, I can always ship you fresh stock at most moderate prices.
Give me your order now and be convinced.
CHARLES CICERI
Cor. Church and Colborne
TORONTO, Ont.

A YEAR'S FRUIT TRADE IN QUEBEC.

(Continued from Page 182).

though numerous orders are received from Eastern Ontario as well. These bananas are imported from Cfiba, Central America, and Jamaica.

Grape Fruit and Pineapples.

Florida supplies large quantities of grape fruit and pineapples, besides oranges. All during January, February, and March, cars of grape fruit were received and sold in Montreal and district, some nine or ten cars being required to supply the demand. The pineapples are received in June and July. From the Bahamas and Nassau, Quebec Province receives grape fruit and oranges. On the average eight cars are received during the season. Mexico also supplies the market with a fair quantity of oranges in season.

WHITE & CO.'S NEW PREMISES.

On another page, in the fruit and produce section, appears the announcement of White & Co., who have moved to their new building, corner Front and Church streets. In a former issue mention was made that this valuable corner property had been acquired by them, and since then extensive improvements have been made, until it is now probably the finest building of its kind in the trade. The record of this firm has been one of continued success. With modest beginning at 70 Colborne street about 13 years ago, its business increased so rapidly that larger premises were secured at 64 Front street east, where they have remained until the present move. Their new building has a frontage of 100 feet on Church street and 75 feet on Front street, and a fine steel and glass awning covers the entire sidewalk, protecting the goods from the elements. Everything is conveniently arranged for the despatch of business.

The basement is concreted throughout, and is divided into three departments:

The banana ripening rooms, capable of holding two cars bananas.

The ripening rooms for pineapples and tomatoes.

The cold storage for fish.

The entire main floor has been opened into one large warehouse. Steel girders and pillars have taken the place of the former brick intersection walls. The building has been conveniently arranged in departments—the fruit occupying the prominent Church street frontage and the produce and fish departments the Front street side. The city and country shipping have been separated with different offices and shipping exits, facilitating the prompt despatch of orders. This flat is handsome in appearance, nicely decorated with metal ceilings, plate glass windows and prism glass tops to reflect the light into the interior of the warehouse. The offices, situated on the second flat, are fitted up in the most modern style, all quartered oak and cabinet made, are large, light, well ventilated, sanitary, handsomely decorated and very conveniently arranged. The third flat is used exclusively for cold storage, 25,000 cubic feet being nuder storage for fruit, butter and eggs. This accommodation being on the premises is of especial advantage for keeping a constant supply in times of scarcity. The firm is the only fruit house having cold storage accommodation.

MR. GAY IN THE WEST.

Robert Gay, whose picture is shown herewith, has been with the MacLean Publishing Company as their subscription agent for twenty years. He is

ROBERT GAY, MACLEAN PUBLISHING CO.

now on his way to Manitoba and Western Canada to carry on a campaign for the MacLean trade papers. A Toronto wholesale grocer just returned from a trip to the west, said to a representative of The Canadian Grocer: "Everybody in the trade reads The Grocer out there. I was surprised."

"Are you speaking of retailers or wholesalers?" was asked.

"Both. They all get it and they place great store by it."

Nevertheless, it is expected Mr. Gay, in that rapidly developing part of the Dominion, will find opportunity to add to the number of The Canadian Grocer's friends and readers.

FIRST DIRECT FRUIT STEAMER.

The Bellona, the first direct steamer with oranges and lemons from the Mediterranean, arrived in Montreal last week. She carried some 29,000 cases of oranges and lemons, which were disposed of at auction in Montreal in two lots. Good prices were obtained. The fruit was in fair condition.

PEACH CROP HALF A YIELD.

J. R. Johnson, of Leamington, San Jose Scale inspector, states that peaches will not run half a crop this season. "I am coming to the conclusion that peaches are an uncertain fruit for Essex growers," he declared. "The man who speculates in a peach orchard should recognize the fact that it is a gamble. I think there is more revenue to be derived from early vegetables and fruits. There is a heavy demand for tomatoes and cabbages in the eastern market. If we have an over-production there are the local canneries. Some people do not stop to think that Essex will have six canneries in operation this season, these being located at Leamington, Essex, Amherstburg, Sandwich, Tecumseh and Tilbury. While the early frost last year killed a lot of trees, the San Jose Scale has cost fruit growers in Essex thousands of dollars. I am satisfied, however, the pest can be stamped out by systematic treatment."

COFFEE AND TEA TRADE IN THE STATES.

The importation of coffee in the calendar year 1896, less the quantity exported, aggregated 804,692,275 pounds, as compared with 843,652,918 pounds in 1906. The quantity consumed was greater in 1906, but the value was less than in 1896 to the extent of $4,574,273. There was 10,170,376 pounds less of tea imported in 1906 than in 1896, though the value of the imports was $601,966 greater in 1906. The importation of cacao has greatly increased and also of chocolate. But the large increase in the consumption of cacao has been almost wholly due to its use in the manufacture of confectionery. Its price has remained nearly stationary during the last ten years. For the five years ended with 1901 the average annual imports of coffee amounted to 816,570,082 pounds, and for the five years ended with 1906 the average was 956,817,166 pounds, showing a steady increase in the consumption of coffee in the United States, while the contrary is true of tea.

A. P. Taylor, of John Taylor & Co., Toronto, leaves on Saturday for a business trip through the Maritime Provinces. Mr. Taylor's sample trunks are full of new and handsome lines of toilet and laundry soaps and perfumery specialties, and the east will get the best that's going in these lines.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

REASONS FOR SUCCESS

There are always good substantial reasons for success and more than several Grocers attribute their success to the attention paid to their cigar counter.

A Grocer simply cannot help building up a select and paying trade—if he features good cigars.

I would like to print ***the big list of Grocers*** who stock

PHARAOH and PEBBLE

cigars and add the nice things they say about them as trade builders.

The Pebble is the best 5c. cigar ever sold in Canada. It is a high-grade Havana-filled Cigars and some Grocers sell it at 10c.

The Pharaoh is made from personally selected tobaccos. I guarantee it; and smokers who know say that this cigar is peerless.

Do you know about my special help-the-Grocer plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

"A TRADE-WINNER"

That's the Grocers' favorite name for ***T. & B.*** Few Grocers there are who do not carry a plentiful supply of this—the king of pipe tobaccos.

There are reasons for the superlative goodness of

T. & B.

Details, which most manufacturers consider of no consequence in the maturing and manufacture of pipe tobacco, call for strict attention in our way.

Our business is to improve the brand—incomparable as it is to-day.

Can you wonder that

T. & B. SELLS MORE THAN TOBACCO?

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TOBACCO IN THE GROCERY STORE

Opportunities for Making a Success of Tobaccos—How to go About it—Profits Large—Chance of Failure Small.

That there is money in a tobacco department no grocer will doubt. If it is properly conducted, given a reasonable amount of attention, it will build up of itself without particular effort on the part of the merchant after it has been started.

The trouble lies in getting it started. Ordinarily, a grocer has no fear in starting a new department, such as a cereal section, a confectionery department, or the like, but he believes that tobaccos hardly form an accessory to the grocery or general store, and consequently he lets the matter rest in abeyance—most often lives and dies without inaugurating this department.

The City Grocers' Difficulty.

Perhaps the city grocer feels that the room taken by tobacco stock would be wasted. He is right, probably. In the city there is too much competition for a grocer to attempt tobacco. The writer asked one city dealer in foodstuffs what he thought of tobacco as a grocery line. He said: "Two doors west there is a cigar store; there is another across the road." There was not much chance for him.

Country grocers, particularly those who conduct a general store, have not to meet such keen competition. Their greatest rival in most cases is the barber.

Therefore, it is possible for a merchant in the country to make quite a thing out of cigars and tobaccos where the city grocer would fail.

There are smokers everywhere, and their needs must be supplied. In the city the smoker, as a rule, buys his requirements in a cigar store; in the country the man secures his tobacco where he can most conveniently do so.

Country Merchants' Opportunity.

Take the farmers as a tobacco-using class of men. As a general rule they do not buy frequently, but they purchase largely. Here is the grocer's opportunity—the farmer. Where does the farmer make his first call in town? Is it not at the grocery store? He has produce to dispose of and provisions to purchase or to secure in exchange for his butter, cheese or eggs.

The grocer supplies him with his eatables, often, in the case of the general store, with all his requirements known as necessaries. Why not sell him his tobacco also?

Every country grocer is strongly advised to give this matter his serious consideration. The farmer is but one class. There is also the resident in town, the grocers' many customers; his "friends" who make his shop a meeting place. Why, particularly, should the barber secure their tobacco trade?

Just let the grocer think over this proposition. It's worth while. Go into it in the right way and chances are that a tobacco department will result.

Starting a Department.

It is not difficult to make a commencement. A few dollars' worth of stock is all that is necessary. Cigar manufacturers and tobaco dealers are always glad to assist the beginner in this line. Secure a small suply of plug tobacco, smoking and chewing; a few lots of cigars, and some cigarettes. Buy wisely that sales may result.

Work Wisely.

Do not stock up new brands that may not be sellers. Buy lines that are standards; that are asked for wherever there are smokers.

A certain part of the store should be set aside for the tobaccos and cigars. This section should be made attractive and practical but not flashy. Arrange matters that the stock may always be fresh and moist, not dry and stale.

Advertise.

Let the male portion of the population know that you have tobacco. Display your lines. Dress a window once in a while. The large manufacturers

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St.Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

will gladly send all the dummy packages, cards and literature required to make a neat window, for the asking. Advertise in the papers. The manufacturers will help you here, also, being prepared to send electrotypes to aid in making neat advertisements. It is advisable to run a small but striking ad. in the papers by itself rather than to put in a "hanger" ad. in your regular space. Men are not particularly fond of reading grocery or other store advertisements, but a catchy tobacco ad. will attract their attention and accomplish its purpose.

The Profit.

The margin of profit on tobacco, particularly upon cigars, is very satisfactory, especially when compared to the returns on strictly grocery lines, such as sugar, molasses and canned goods. Figure out the profit on five barrels of sugar and compare it with the profit on cigars to the same amount! The difference will astonish.

Chance of loss is slight if you go about the establishment of a tobacco department in the right way. As a matter of fact, some cigar manufacturers arrange to take back their cigars if the grocer feels satisfied that he cannot sell them.

Think it over. Can you not manage a tobacco department?

ENLARGING PREMISES.

Owing to increase in their business the Rock City Tobacco Company, Quebec, have been forced to enlarge their present factory in Quebec. Ground has been broken for a five-storey structure, 109 feet x 44 feet. The new building will adjoin the present one. Another new building, 400 x 50, wil be erected on Dominique stret, Quebec, to more adequately handle the company's cigar business, the Levis factory not being able to meet all requirements of itself.

LONGSHOREMEN STRIKE IN MONTREAL.

Monday evening of this week some 1,500 men employed in the loading and unloading of vessels by the various shipping companies of Montreal went on strike. There was practically no warning or hint of any trouble brewing. At six o'clock the men quit work. Earlier in the day the shipping concerns received a letter from the Longshoremen's Union informing them that unless they received a certain increase in pay they would strike. A hurried meeting of the Shiping Federation was held, but apparently nothing definite was done and the men went out at six.

SHREWD SAYINGS.

A small man always dwindles before great opportunities.

Education doesn't consist in knowing a lot of unnecessary things.

Those who want to give their money to the needy should buy poetry with it.

It's "expert testimony" when you employ the expert—when the other fellow does it it's "prejudiced advice."

There are some eighteen or twenty vessels in the harbor at present and these will be inconvenienced more or less in their cargo work.

The Shipping Federation talk of prosecuting the longshoremen under the law passed last session of Parliament, known as the Lemieux Act. By this act it is illegal for any body to go on strike without first having put their grievance before a conciliation board, a member of which shall be named by each party. If the board then cannot name a third party that member shall be appointed by the Minister of Labor.

Coming, as it does, when shipping is at its height, the strike is likely to cause considerable trouble if it is of any duration. Navigation has been open but a very short time and every boat is bringing in goods which are required in the worst way by the importers. Likewise, there are numerous lots of goods which it is necessary should be shipped to their destination without delay.

THE STRACHAN SOAP FACTORY.

The establishment of the William Strachan Company, manufacturers of soaps and oils, has passed into the hands of Lever Bros. Co., Limited, for the sum of $100,000. It is situated at the corner of Notre Dame and St. Thimothee streets, and consists of lots 114, 115, 116, 124 and 125 St. James' Ward, having a frontage of 140 feet on Notre Dame street and 100 feet depth on St. Thimothee street.

The company will operate as in the past, only instead of a provincial charter they will have a federal charter. This change is owing to the death of William Strachan, who died a short time ago.

PERSONAL MENTION.

R. Hatton, representing Williams Brothers' Company, Detroit, has been visiting the retail trade in Montreal for the past few weeks introducing the many specialties put up by his firm. He reports great success in the city.

R. G. Bedlington, of Calgary and Edmonton, was a caller at the Toronto office of The Grocer last Thursday. Mr. Bedlington is an old traveler and grocer and though young in years has had a good training in grocery matters, he having for a number of years represented W. H. Gillard & Co., Hamilton, in the northwest. Business is reported good, the only great complaints being shortage of car service and freight delivery. A good season's business is being looked forward to.

J. B. RENAUD & CIE

Wholesale Grocers

Flour, Grain, Feed, Provisions, Meat, Butter and Eggs

The largest exporters of BEAUCE MAPLE SUGAR

118-140 St. Paul Street, Quebec.

By Every Mail

we are in receipt of orders for our **ROYAL SPORT** and **HOGEN MOGEN** cigars. From Halifax and Vancouver, north, south, west, east, we are receiving letters, not simply asking prices, but ordering thousands of

Royal Sport and Hogen Mogen Cigars

This looks good. **If there were not the quality in these cigars they could never sell as they do.** But there is quality, and the result is we are working full capacity to fill orders.

Are you one of the successful grocers handling these popular brands?

You should be. **There's money in them.**

If you wish full particulars write us. We have an interesting proposition to submit.

WRITE TO-DAY,—YOU'LL BE BUSY TO-MORROW.

The Sherbrooke Cigar Co., Sherbrooke, Que.

DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithographing Company
Limited
London, Canada

ROCK CITY TOBACCO COMPANY, LIMITED

Manufacturers of the celebrated

LONG TIM SMOKING MIXTURE

One of the best selling brands on the market

Sold all over Canada

Head Office and Factory, Quebec

Western Branch, 235 Fort Street, Winnipeg

A Skin Tonic
The best skin food and tonic a woman can use is
"Royal Crown" Witch-Hazel Toilet Soap
For baby's bath—for "my lady's toilet"—for men after shaving—for any time and all the time—the soap that is best for the skin—is "ROYAL CROWN" WITCH-HAZEL.
Supplied on all Pull- and steamers oper- and at all hotels C. P. R.
AT YOUR CAKES FOR 25c.
A Man Who Shaves
"Royal Crown" Witch-Hazel Toilet Soap
The witch-hazel in the soap allays all irritation—takes away the smarting and burning—heals the cuts—leaves the skin soft and smooth.
Not a shaving soap—but cooling and delightful after shaving.
3 cakes for 25c.
At Druggists and Dealers.
"Royal Crown" Witch-Hazel Toilet Soap
The name tells
Royal Crown —quality
Witch-Hazel —soothing, healing, refreshing, beautifying
Soap —cleaning
A perfect complexion soap, a perfect toilet soap, 30c. a cake. 3 cakes 25c.
At Druggists Everywhere.
The Natural Beauty Aid
"Royal Crown" Witch-Hazel Toilet Soap
ROYAL CROWN WITCH HAZEL TOILET SOAP
I have been brought up on "ROYAL CROWN" WITCH-HAZEL TOILET SOAP. For babies, and ladies with delicate skins, it is unequalled—3 cakes for 25c. Invaluable to every one who appreciates a beautiful complexion.
The C. P. R. use this soap (individual size) in all their Hotels, Pullmans and Steamships—a proof of its superior quality.
Remember to ask for "Royal Crown" Witch-Hazel Toilet Soap.
For Baby's Bath
"Royal Crown" Witch-Hazel Toilet Soap
To Cure Rough Skin
"Royal Crown" Witch-Hazel Toilet Soap
C.P.R.
"Royal Crown" Witch-Hazel Toilet Soap
IT CLEANS AND IT CURES
"Royal Crown" Witch-Hazel Toilet Soap
It's a toilet soap and a medicated soap—for the price of ordinary soap. Only 10c. a cake. 3 cakes for 25c.
At all Druggists and Dealers.
You know how good Witch-Hazel—how it cures and soothes chafing and skin irritation?
"Royal Crown" Witch-Hazel Toilet Soap
Don't take risks with your skin.
"Royal Crown" Witch-Hazel Toilet Soap
Best for Mother and Child.
"Royal Crown" Witch-Hazel Toilet Soap
3 Cakes for 25c.
is a pure soap that won't redden or roughen the most delicate skin.
Its lather is as soft and smooth as cream—and as grateful to the skin.
Your Druggist has it or will get it for you.
Best for Baby
To keep baby's skin soft, and pink, and healthy—all you need is
"Royal Crown" Witch-Hazel Toilet Soap
It's a medicated soap and a toilet soap—two soaps in one, for the price of one. 10c. a cake. 3 cakes for 25c.
A Luxury for the Bath.
"Royal Crown" Witch-Hazel Toilet Soap
Only 10c. a cake. 3 cakes for 25c.
When you stop at the Chateau Frontenac, or any hotel owned by the C.P.R. or travel in her Pullmans or Steamers, you will find
"Royal Crown" Witch-Hazel Toilet Soap
supplied for your convenience. The finest and best soap made.
a Toilet Soap and Complexion Soap
For 10c. a cake, 3 cakes for 25c.
You get two soaps in one—at the price of one—in
"Royal Crown" Witch-Hazel Toilet Soap
It's an ideal toilet soap. Its rich, creamy lather penetrates the pores—feeds the skin—leaves that delightful feeling of coolness and cleanliness that only the purest and finest of soaps can.
And there is the Witch-Hazel—soothing healing Witch-Hazel—to take away redness and roughness, allay skin irritation, and make the complexion beautiful.
10c. a cake—worth 25c. to every man or woman who values a healthful, clean skin.
Insist that your Druggist gives you "Royal Crown" Witch-Hazel.

Keeping at It!

From Halifax to Victoria the interest in Royal Crown Witch-Hazel Toilet Soap is being sustained and increased. We are keeping "everlastingly" at the advertising. And the people are proving to themselves that

Royal Crown
WITCH HAZEL TOILET SOAP

is not merely an ideal Soap, but that it is a soothing, healing emollient as well, excellent for sunburn, wind-tanning, scratches and blisters—making the skin soft and beautiful.

It is the part of prudence to have on hand a good supply before the summer is on. We shall be glad to serve you from our nearest office.

The Royal Crown, Limited

Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E.,
Toronto, Ontario,
Agents

Wm. H. Dunn,
394 St. Paul St.,
Montreal, Agent for Quebec and Lower Provinces

The Public Demand
for a
True Non-Alcoholic Beverage

with a distinctly original character, a clean palate taste and fulness of bouquet and flavor is now satisfied by

LIMLITHA
(Registered)

"The Drink of the Gods."

M. TIMMONS & SON,
QUEBEC, P.Q.

PATENTEES AND MANUFACTURERS

LEON TANGUAY

MANUFACTURER OF
HIGH-GRADE
Vinegars

My twenty-five years' experience and high-class facilities make my goods of the best quality obtainable.

The shipping season is now on.

Write us for Samples and Prices.

1208 Parthenais Street
Delormier, - MONTREAL

Tell Your Customers
PURNELLS'
Sauces—Pickles—Vinegar

and it follows
as surely as the
Night the Day

that you will please them

PURNELL WEBB & CO., Ltd.
Bristol, Eng.
EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C. E. JARVIS, & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

AMONG THE ORANGES

Growing the fruit in Sunny Florida.

The business of orange-growing is peculiarly attractive. The tree itself is very beautiful in its dress of perennial glossy green. It is very productive of golden fruit, which, after maturity, can remain upon the tree for a long period, and still be in a condition to bear transportation to distant markets. It is so easily handled and so profitable that its cultivation naturally attracted the attention of many whom the mildness of the climate alone would not have induced to become residents of Florida, writes Nixon Waterman, in the Boston Transcript. Groves, large and small, were planted throughout the peninsula and seemed to promise good returns, if not wealth, in a few years.

It is generally thought that the orange is not a native of this country, but was brought to Florida by the early Spanish colonists. The orange is a native of Asia and the East Indies, as well of Florida. It was not grown in Europe till about the fifteen century, and it is hardly possible that the Spaniards, who cultivated it very indifferently up to the sixteenth century, brought it here very soon after their discovery of Florida in 1512. The fact that the early Spanish visitors here left no account of this fruit argues little, since they gave little account of anything they saw or undertook, beyond general expressions. The first elaborated sketches of Florida were given by the Bartrams, father and son, nearly a century and a half ago. There is much evidence that goes to prove that the orange is indigenous to the soil of Florida.

10,000 on a Single Tree.

The orange is the longest lived fruit tree known to this country. It is reputed to have attained the age of three hundred years, and has been known to flourish and bear fruit for more than a hundred years. It is said that no other fruit tree will sustain itself and produce fruit so well under neglect and rough treatment. It comes into bearing about the third year from the budding, and by the fifth year produces a good crop under favorable circumstances, though the yield is increased by age and bettered conditions. The early growth of the orange tree is rapid, and by its tenth year it has grown more than it will in the next fifty, so far as breadth and height is concerned, but it is age that multiplies its fruit stems. It is said on fair authority that 10,000 oranges have been produced on a tree at a single crop. It is a matter of undisputed record that 8,000 have been grown on a single tree. These figures are for the exceptional, matured tree, the ordinary tree's product being very much less. The tree itself is of handsome form, seldom over 20 feet in height, with a breadth of 12 or 15 feet across the branches or top, which is usually conical in form and not unlike the well-trained dwarf pear tree in general outline.

Cultivation is Easy.

A great consideration in favor of the orange over most fruit trees is the tenacity with which the fruit clings to the tree after it is fully ripe. The fruit when fully matured remains fresh and sound upon the tree for several months, while the winds and storms but gradually shake it off, when it may still be kept for many weeks, though, of

A few lines of ours that should make you think. Value in every one of them.

Coffee "TARTAN" brand, "ROYAL STEWART" blend, to retail at 40c. lb.
"GORDON" " " 30c. "
"ROB ROY" " " 25c. "

Vinegar You'll be buying it now. Be sure you get our
IMPERIAL VINEGAR. It's right. All grades.
Brls., ½ Brls. and Kegs.

Specials in **FIGS, PRUNES** (all sizes), **DATES, RAISINS** and **CURRANTS.**

'Phone 596 free to buyers. Use the 'phone.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

OCEAN MILLS PRODUCTS

are good ones to handle—are you doing so? If not, write us for samples and latest price list.

Ocean Borax

Ocean Mustard

Ocean Corn Starch

Ocean Blanc Mange

Ocean Baking Powder

Ocean Culinary Essences

CHINESE WASHING POWDER AND CHINESE STARCH will please your customers

For sale by all leading Wholesalers

OCEAN MILLS

Sole Manufacturers

101 Mount Royal Avenue

MONTREAL

Special Western Agent.

A. E. BOWRON

18 King William St., HAMILTON

GET IN LINE

If you are a progressive, up-to-date manufacturer
If you are open to increase your business
If you want the people to buy your goods
If your line is pure and will stand the test
Then

secure at once your booth at the

Greater Montreal Pure Food Show

to be held in the **Stadium,** corner of St. Hubert St. and Duluth Ave., Montreal.

From July 1st. to 7th., 1907

Only a few weeks left to get busy. Only a few booths remaining. Do not delay another day.

Write for prospectus and full information to

Montreal Grocery Clerks Association

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E.

Montreal

TERMINAL WAREHOUSE

MONTREAL

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Special facilities for the Storage of Canned Goods, Wines and Spirits, Tea and Coffee, and Grocers' Sundries.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 GREY NUN STREET

MONTREAL

course, with a slow deterioration in size and a loss in juiciness and fine flavor.

The orange is not only prolific, but is likewise a steady bearer. It puts forth blossoms during the last half of winter and the first half of spring. The peach, plum, cherry, quince, apple and pear bloom promptly and fully, not holding in flower more than 10 days, and their fruit progressing in growth uniformly, while the orange tree may hold in February, blossoms, green fruit and the matured and golden product. These advantages, in connection with its longevity, make it one of the most profitable and least expensive fruits grown in America. The ground needs only to be cleared of trees and underbrush to start an orange orchard, though of course, better results are obtained when the ground is thoroughly prepared and well cultivated. The wild orange tree is budded or grafted with the sweet varieties, and then with a minimum amount of care, nature does the rest. Were it not for the frost—the terrible, murderous frost!—that in a single hour in the night can destroy the growth and beauty of years of effort, Florida would ere this have become one vast orange grove. It is the fear of frost that keeps the people from planting orange groves of large proportions.

While the great damage to the orange industry by the frost was a severe blow to Florida, it has served to turn the attention of her farmers to the growing of other fruits and vegetables and the large trade already established with the Northern market assures the State a prosperous future even without orange culture, which bids fair to regain and supersede its former proportions. With the restoration of the orange there is now a tendency to expand the cultivation of the grape-fruit, botanically called the pomelo, which has become popularized in the north, during recent years, although previously regarded only as an ornamental prodigy of the citrus family.

The area of orange culture has also been extended northward in the State by the introduction of hardier species budded upon the trifoliata, a hardy but inedible species from Japan, while the extension of the railway facilities into the more southern portions of the peninsula has carried this industry into a much larger, and to some extent safer, portion of the State so far as danger from cold is concerned. The growth of the orange-growing industry was pretty steady from the year 1884-5, when 600,000 boxes were marketed, to 1894-5, when 6,000,000 boxes were sold. The freeze cut the next year's output to 75,000 boxes, but since then the output has gradually increased toward normal conditions.

STUDY THE CRANK.

Many clerks and store proprietors dread the crank above all other customers. Yet for all that, the crank frequently is the best patron the store has.

The crank is the man or woman who knows what he or she wants. The crank is satisfied that a certain article, a certain brand, a certain quantity is desirable and desired. There is no hesitation in the mind of the crank. Give him or her what is asked for and there will be no trouble.

Furthermore, the real, genuine crank has the money to pay for the goods. The man with the money in his pocket, who has the account in the bank and who can pay for the goods he buys naturally assumes the right to be particular.

We know one merchant who advertises his store as the store for cranks and the beauty of it is that he lives up to his advertisement and conducts a business which usually suits the fastidious, the particular, and the people who know what they want and have the money to pay for it.

The Light That Never Fails

While there's daylight in the sky there's daylight all over the store for the man who has installed ***Luxfer Prisms.*** In other words the installation of these daylight fixtures will save their cost to you in light bills in a surprisingly short time—besides increasing your business.

PRISMS LIGHTING OFFICES OF SALADA TEA CO., TORONTO

LUXFER PRISMS

didn't just happen. They are manufactured on scientific principles for the purpose of flinging rays of light into the remotest corner of your store. ***Luxfer Prisms*** have been installed by Canada's most successful merchants, and we would like to prove what they can actually accomplish for you. If you cannot call, write to-day and ask for the proofs.

Luxfer Prisms and **Store Fronts**

100 King St. West, **Toronto**

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors :

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING

H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

Our Blends Still Lead

Coronation	Geisha	King's Royal
Buckingham	Floradora	Balmoral

Nothing better in the market to retain your customers. The results prove it in the **enormously increased sales.**

GIVE US A SAMPLE ORDER

and we are satisfied the repeats will follow.

CLOSE BUYERS AND ALWAYS CLOSE SELLERS.

WARREN BROS. & CO., Limited

Whole ale Grocers and Importers, TORONTO

"AD." RULES FOR RETAIL GROCERS

Pointers for Making Ads Take Hold—Store Adjuncts of Advertising.

By J. H. Larimore, in Brains.

I have found it to be generally true that, especially in the smaller cities and towns, grocers do much less advertising than the other men in different lines of business, and the reason for this is usually that the grocer feels, first, that, inasmuch as his goods are called to mind at least three times a day, whereas the need of clothing, boots and shoes, hardware, etc., is not so apparent, therefore he needs less advertising to induce people to buy. Second, the profits in the grocery business, for the amount invested and the number of sales, is so much less than in many other lines, that the grocer feels that he cannot "afford" to advertise so much.

Now, experience has shown me that these are the very reasons why he should increase his advertising and use every lawful means to promote his trade. I shall simply lay this down as a proposition for you to ponder over, however.

Supposing, though, that you agree with me; now you will ask, how and what can we advertise most profitably?

Use Enough Space.

By all means use the newspaper or newspapers if any are printed in your town. And, without going into excess, use pretty generous space. Instruct your printer to give you plenty of white space inside the border of the ad. Make the ad., both as to the copy and the type arrangement, cheerful without being "funny" or "smart aleck." I always advise three things in an ad. of any nature: first, the headline, to attract; second, the argument, to convince; third, the name and location.

The headline is a most important part of the ad. It should first attract, then it should so hold the attention as to induce the reader to give up his or her—and, by the way, make it appeal especially to her—time to the reading of the remainder of the ad. And, right here let me say, lest I forget, that it is highly important to change the ad., at least the headline, with every issue of the paper. Store news ought to be about as interesting as the other news in the paper—and it ought to be just as new and fresh. What would you think of the editor who printed the same headlines and the same news matter two or three days, perhaps a week or two, without change?

Your headline and what follows should be so attractive and interesting that people will look for Smith's ad. every time they pick up the paper.

Avoid Too Many Words.

Avoid too much wording in the head line. A short, terse sentence or question serves the point. The headline should be apt to what follows, just as the minister makes his text and sermon harmonize, and just as he sticks to his text, so ought you to yours.

In the body of the ad. you will, of course, go more into detail, but here, too, while giving ample descriptions, you should avoid too much verbiage. Quality is a good thing to keep to the forefront. Advertise cleanliness, prompt delivery, etc.—that is, if you are clean and prompt. Prices should always be printed. The aim you have is two-fold—first, to induce people to buy at your particular store; second, to buy those particular things that you have in stock at that time.

I believe it to be a good idea to adopt some particular size of space, some particular border, and some particular style or styles or type-face for your ads., so that Smith's ads. stand out like a hurt finger, separate and istinct from the rest of the paper. As a rule I should use but two series of type in an ad.—one series of display for the headline, subheads, signature and address, with the headline in one size, the signature in a slightly smaller, and the subheads and address still smaller. For the body of the ad., plain Roman, brevier or ten-point, is preferable.

Avoid too much capitalization. Lower case letters are much more easily read. Too much display detracts as much as too little.

Illustrations.

Illustrations, if they are pertinent, are good, and should be used frequently. They should always be in accord and spirit with the ad., however. About ninety per cent. of the cheap stock cuts are better destroyed than used. A good picture in an ad, attracts; a poor one repels.

Grocery advertising should be seasonable above all things else. You can't do much to interest a woman in canned corn while the baskets in your window or just outside your door are full of fresh roasting ears.

It is best not to advertise too many things in one ad. Get the reader's attention drawn and held to one or two things. If you can get the people into the store to buy these one or two things, you can sell them some other things. I have in mind one dealer who uses all his space in one issue to advertise Heinz products. He makes the ad. so appealing that his customers must come in any buy some pickles or baked beans. And he doesn't advertise all the fifty-seven in one issue, either. He wil interest the reader in three or four of the fifty-seven, depending upon his ability as a salesman to sell four or five other varities, and other groceries as well, when the customer comes in. The next ad. will deal with hams and bacon; then he comes out with a green goods ad. or a coffee and tea talk or something on fruits or canned goods; going from one department of the store to another, advertising the proper things in the proper season. He commands the best grocery trade in the town.

Back Up the "Ads."

What follows the ad. is of as much or more importance than the ad. itself. Store arrangement is necessary. If I advertised canned goods to-day, then tomorrow I should have my windows filled with canned goods, neatly displayed. Cleanliness is of prime consideration. Orderliness should not be forgotten. I have seen grocers weigh sugar, fine cut tobacco, beans and cheese in the same scales, and, for myself, at least, the effect of all their advertising was killed. I have seen them advertise a certain brand of tea, and then have to hunt all over the store to find the tea chest that contained it. I have gone into groceries and found the butter lying opened and exposed to the air, while around the stove four or five loafers smoked and chewed tobacco. Often I have seen the butter and cheese kept within three or four feet of the coal oil and gasoline.

Window display, as an adjunct to newspaper and other forms of advertising, is too often neglected. The proper and neat arrangement of seasonable, appetizing goods in a window will often lead to purchases that would not otherwise be secured. Of course, here, too, as in stock arrangement, there should be harmony of the goods displayed, and as in newspaper advertising, there should be frequent changes. I am a firm believer in circularizing, if done properly.

It is a good thing to take an evening off once in a while and commune with yourself about just what it is you are aiming at in this world.

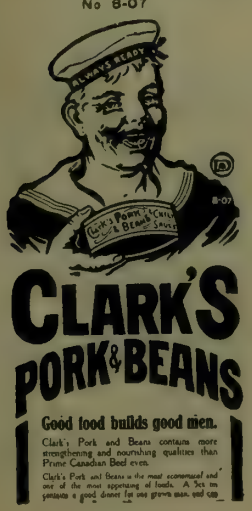
No 1

Reductions of some striking advertisements prepared by The Desbarats Advertising Agency, Limited, Montreal, and placed by them in Canadian publications.

Comment Engraisser Pendant le Carême
Les enfants peuvent engraisser en mangeant de la bonne soupe aux pois, mais cela ne donne par la force aux os. Ce n'est pas la gourmandise qui les rends avides de sucreries. Leur système en a besoin. Le Sirop "Crown Brand" est la meilleure sucrerie que vous puissiez leur donner. Avec du pain, des biscuits, des crêpes ou du riz, ce sirop est sain, délicieux et nourrissant.
Crown Brand Corn Syrup

11

No 8-07


CLARK'S
PORK & BEANS
Good food builds good men.
Clark's Pork and Beans contains more strengthening and nourishing qualities than Prime Canadian Beef even.

Good Advertising in Canada

Good advertising in Canada means more than merely the publication of copy which may have given good results in England, or perhaps in the States, or elsewhere, in mediums in which space may have been purchased at even fairly low price.

Local color in the advertising copy will double the value of the space—while the choice of suitable mediums requires expert knowledge which is possessed by few ordinary business men even in Canada.

We have been handling many accounts, large and small, in Canada for many years and are in a position to know which papers have paid and which have given poor results. We have a staff of artists and copy writers who can prepare business-pulling ads.

We have as complete an organization to handle advertising in French as in English—(an essential feature in Canada).

The reproductions on this page are all of advertising matter prepared by us for firms whose appropriations we handle in Canada.

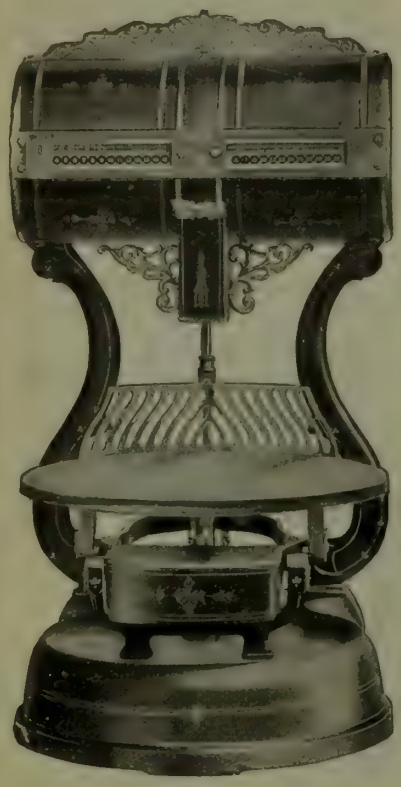
If you want to spend $500 or more in Canada it will pay you in the interest of *Good Advertising* to correspond with us. Plans and prices will be cheerfully submitted.

The Desbarats Advertising Agency
LIMITED

Suite 1, 42 Victoria Square

Montreal - - - - - Canada

Our New Improved No. 30 Scale



This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $110—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

SITUATIONS WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detial in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

CONDENSED OR "WANT" ADVERTISEMENTS.

AGENCIES WANTED.

A WELL known provision house of over 40 years standing in the United Kingdom, with a large staff of travellers calling upon the leading grocers (wholesale and retail), is open to represent a sound Canadian firm of packers. Address "Proprietary," care of Street's, 30 Cornhill, London, England.

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE.

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Majestic Polishes

PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED
575 YONGE STREET, - TORONTO, ONTARIO

"SEASONABLE GOODS"

THE WILLIAMS BROS. CO.'S

(Detroit, Mich., U.S.A.)

"NEW SPECIALTIES"

"ONE CAR"——TO ARRIVE ONLY——"ONE CAR"

	SELL
Waldorf Baked Beans	
Tomato Sauce, 1s, per doz	*.75*
Plain 1s, "	*.75*
Tomato Sauce, 2s, "	*1.35*
Plain 2s, "	*1.30*
Tomato Sauce, 3s, "	*1.90*
Plain 3s, "	*1.85*
Highland Relish, 13-oz., 2 doz. per case, per doz	*1.25*
Waldorf Chili Sauce, 8-oz., 2 doz. per case, per doz	*1.35*
Mascot Mustard, 3 doz. per case, per doz	*.70*
Pepper Sauce, 6-oz., 1 doz. per case, per doz	*.95*
Dragon Pure Preserves, 1-lb., 2 doz. per case, per doz	*2.10*
Waldorf Catsup, 12-oz. (pints)	*1.40*
do brls. 1 gross each, per doz	*1.35*
Compound Jelly, 8-oz., 3 doz. per case, per doz	*.85*
Pure Jelly, 10-oz., 3 doz. per case, per doz	*1.35*

TERMS NET 30 DAYS

These Goods Will Arrive in About Three Weeks

WE WILL GIVE FREE:

One (1) Case 3s Beans with each lot of 5 cases of 3s.

One (1) Case 2s Beans with each lot of 10 cases of 2s.

One (1) Case 1s Beans with each lot of 10 cases of 1s.

We have already received into store :

Fresh Stock **One Carload Pickles, Mustard and Catsup** ***New Price***

Big sample bottle ***free*** with each lot of five cases.

The Williams Bros. Co. are the only firm in the United States who have made an enviable reputation for their goods in a very short time. This is proved every day by the volume of orders coming in.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Fine Wines, Liquors, Teas and Coffees

Wholesale Distributing Agents, - ***MONTREAL***

Health——————————Profit

Glowing health is a capricious goddess, but she never forsakes the lover of

Ceylon Teas

A Profitable Business sticks to the grocer who makes it his business to stock the best—**Ceylon Tea.** The main difference between Ceylon and inferior grades of tea is

Money in Your Pocket

Moral——————Stock Ceylon Tea

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

MOTOR CARS—not trailers

We don't propose to follow the leader, we want to be in front ourselves and if we don't get there it won't be for want of trying.

CANNED GOODS

are a line that interests every grocer and well bought means that you have them well sold.

Our reputation in this line

AS SPECIALISTS

is we believe well known, and we would be glad to have you write us if in the market at anytime.

We handle a number of first-class brands, amongst them

Belleville Can. Co.	-	**Queen Brand**
**Lakeside " **	-	**Riverdale Brand**
**Farmers' " **	-	**Farmer Brand**
" "	-	**Golden West Brand**

These brands need no recommendation as you will find them every year all over Canada in the very best stores.

To speculatively inclined buyers we

WILL NAME PRICES NOW

for Fall Delivery

or to the conservative buyers we will sell on

OPENING PRICES

Write us and we will give you every information and send samples if you want them.

CANADA BROKERAGE CO., Ltd.

Phone Main 2282
" " 870

9 Front St. E., TORONTO

It isn't so much a question of "Getting Along"
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"

"ENTERPRISE"

With New Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

RUB IT IN

And when you can back up your arguments with an article that has quality behind it like

JAMES' DOME BLACK LEAD

We can't say too often that it is the best stove polish on the market. Its steady increasing sales proves this. Get your customers to do a little rubbing with it and you will find what satisfaction there is in handling an article of Merit.

WORKS WELL. *PAYS WELL.* *SELLS WELL.*

W. G. A. LAMBE & CO., Canadian Agents.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

W. G. HOLMES & CO.
Commission Merchants and Manufacturers Agents
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.
CALGARY, - ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attentio

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies Correspondence Solicited. Highest References.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

PRUNES
"CARNATION" BRAND
SANTA CLARAS
IN STORE
Quotations at request.
Anderson, Powis & Co.
Toronto Agents

TORONTO.

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

COLLECT YOUR OWN DUES!
IF YOU CANNOT
RICHARD TEW & CO.
CAN DO SO FOR YOU.
NOTE BOTH ADDRESSES
23 Scott St. and 28 Front St. East TORONTO, ONT.

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4.)

Manufacturers' Agents—Continued.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS
Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"
"Made in Canada" from specially selected pulp. Let us send you samples.
TRADE MARK
CANADA PAPER CO. LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

L. E. DASTOUS & CO.
Grain and General Brokers
Sherbrooke, Que.
Correspondence Solicited from Foreign Shippers.

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS.

AGENCIES
Well connected salesman, covering Manitoba, Saskatchewan and Alberta for first-class house, will shortly open in Winnipeg as "Manufacturers' Agent," with facilities for storage, etc., calling upon wholesale and retail trade. Correspondence solicited from Eastern manufacturers or U.S.A. firms. Proof of salesmanship, and highest references. Apply
Box A, c/o Canadian Grocer,
511 Union Bank Building, Winnipeg, Man.

ALBERT DUNN
Manufacturers' Agent
67 St. Peter Street, QUEBEC
Open for a few good agencies for
Wholesale and Retail Grocery, Provision and Confectionery Trade

HEADQUARTERS

FOR

Canned Goods—all kinds

Evaporated Apples

White Beans

Mediterranean Products

Agents for local manufacturers.

Highest references.

Members Board of Trade

W. H. Millman & Sons

Grocery Brokers,

27 Front St. E., - TORONTO

The oldest Wholesale Grocery House in Canada

ESTABLISHED 1834

Direct Importers of Tea, Coffee, Raisins, Currants,

Etc., Etc., Etc.

Agents for the Province of Quebec for the famous

"Quaker" Brand Canned Goods

Mathewson's Sons

WHOLESALE GROCERS

202 McGill St., - - Montreal

Provost & Allard

The most up-to-date Wholsesale Grocers in the Ottawa Valley.

When You Think

of Groceries

Think of us

Our travellers get credit for all orders sent in from their ground.

Write us to-day for newest Spring and Summer lines.

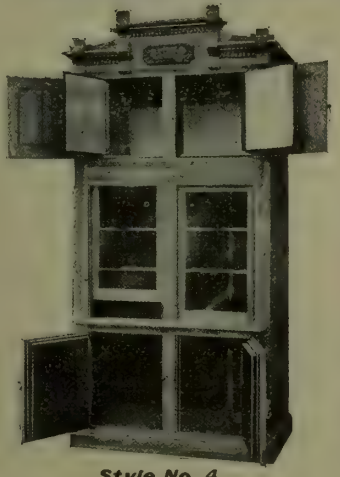
Provost & Allard

Two Long Distance Phones 12 York St.

OTTAWA

THE FAMOUS

Arctic Refrigerator



Style No. 4

Most suitable for Grocers and Butchers. For other styles see catalog.

There are all kinds of Refrigerators, but the Arctic stands in a class by itself for

Serviceability, Dryness, Low Temperature, Beauty of Design

No higher in price than others; in fact, the prices we can give you will surprise you.

The Arctic will outlast any other Refrigerator, and is by far the most perfect Refrigerator made in America.

Send for our new catalog and price list

John Hillock & Co., Limited

TORONTO

The Soap of Quality

A Pure Hard Soap

Send in your Spring Order now to get Prompt Delivery.

The St. Croix Soap Mfg. Co.,

FACTORY AT ST. STEPHEN, N. B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 17, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 85
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 09 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's.... $2 85

Canada Flakes "Household." 24/25 s 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	dz. to case	per dz.,
1 "	4 " "	$ .90
½ "	4 " "	1.40
¼ "	2 " "	4.75
¼ "	1 " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 44
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	39c.
8-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
Milk chocolate—	
5-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	26 c
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	26c.
Diamond sweet chocolate—	
5-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge", brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

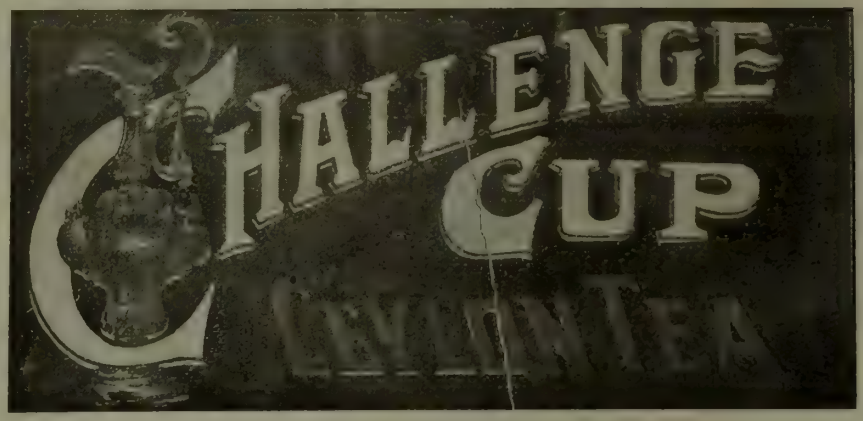
For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

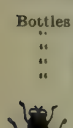
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 1-c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

range marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 3 doz. in case, per doz. $1 00

2-lb. tins, 2 doz. in case ..... per lb. 0 07½

5 and 7-lb. tin pails, 3 and 2 pails in crate ..... per lb. 0 07

7 and 14-lb. wood pails ..... per lb. 0 07

30-lb. wood pails ..... " 0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz. 1 00

7-lb. tins, 2 doz. in case per lb. 0 07½

7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07

30-lb. wood pails ..... " 0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case ..... per doz. $1 60 1 90

5, 7, 14 and 30-lb. pails, per lb. ..0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tin pails	2 05
½-bbls.	0 10½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 15	" 10-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper ..... per lb.	$0 40
Fancy boxes (36 or 50 sticks) ..... per box	1 25
"Ringed" 5-lb. boxes ..... per lb.	0 40
"Acme" pellets, 5-lb. cans ..... per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans ..... per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins ..... per doz.	$ 1 40
"	¼-lb. tins ..... "	2 50
"	1-lb. tins ..... "	5 00
Durham	4-lb. jar ..... per jar.	0 75
"	1-lb. jar ..... "	0 25
F. D	½-lb. tins ..... per doz.	0 85
"	1-lb. tins ..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

	½-lb. tins ..... per lb.	$ 0 35
	¼-lb. tins ..... "	0 35
	1-lb. tins ..... "	0 35½
	4-lb. jars ..... per jar	1 20
	4-lb. jars ..... "	0 35

Old Crow," 12-lb. boxes—

	½-lb. tins ..... per lb.	25
	¼-lb. tins ..... "	0 23
	1-lb. tins ..... "	0 22½
	4-lb. jars ..... per jar	0 70
	1-lb. jars ..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's	.....	$5 75
"	pts. 24's	6 50
"	½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ..... per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND Per case.

No. 1,	cases,	60 1-lb. packages	$ 2 75
No. 2,	"	120 ½-lb. "	2 75
No. 3,	"	(30 1-lb. " / 60 ½-lb. ")	3 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.

TAYLOR'S BEST BORAX SOAP

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 8-lb. draw-lid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel ..... per box 1 25 to	3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

HEADQUARTERS FOR

MAPLE SYRUP
MAPLE SUGAR

PURE FRUIT JAMS
JELLIES and
MARMALADE

SUGARS, LTD., - Montreal, Canada

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. $0 05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05½
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb.... 0 06½
Barrels, 200 lb..... 0 05½
Kegs, 100 lb..... 0 06½
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07½
6-lb. toy trunks, 8 in case..... 0 07½
6-lb. enameled tin canisters, 8 in case..... 0 07½
Kegs, ex. crystals, 100 lb..... 0 06½
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... $0 07½
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case.... 3 50
Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07
SAN TOY STARCH.
pkges. cases 5 doz.. per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
" 3-lb. cartons, 36 lb.. 0 06½
" 200-lb. bbl..... 0 05½
" 100-lb. kegs..... 0 05½
Canada Laundry, 40 to 46 lb..... 0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss, 1-lb. packages, 40-lb 0 07½

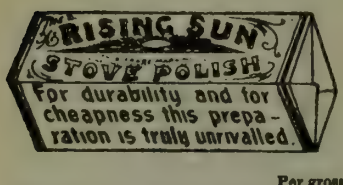
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs..... 6½c.
Blue, white or assorted.
In Pictoria—Cardboard Boxes—
4 lbs. net weight..... 8½c.
1 lb. gross weight..... 8½c.
½ lb. gross weight..... 9c.
¼ lb. gross weight..... 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
11b. gross weight..... 9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 02½ per lb.
Half-barrels, 350 lbs.....	0 03 "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lbs.....	1 10 each
3 " " 38½ lbs.....	1 50 "

Plain tins, with label— Per case
2 lb. tins, 2 doz. in case..... 2 00
5 " 1 " " 2 45
10 " ½ " " 2 40
20 " ¼ " " 2 35
(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts..	2 50	Cases, 24 qts..	4 80
" 12, ½-gal	4 80	" 6 gals..	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's.	2 00	Bbls, per lb.	0 02½
" 12—5's.	2 45	½-bbl. "	0 03
" 6—10's.	2 40	Kegs "	0 03½
" 3—20's.	2 35	Pails, $1.10 and	$1.50

Usual freight allowance for factory shipments

ST. LAWRENCE STAECH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 02½ per lb.
Half-barrels, 350 lbs.....	0 03 "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 10 each
3 " " 38½ lbs.....	1 50 "
2-lb. tins, 24 in case, per case ..	2 00
5-lb. " 12 " " .	2 45
10-lb. " 6 " " ...	2 40
20-lb. " 3 " " ..	2 35

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 20 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black. retail wholesale
"A," ½'s and 1's, tins 0 50 0 35
"B" ½'s, ¼'s and 1's 0 40 0 30
"C," ½'s and 1's 0 30 0 22
"D," 1's..... 0 25 0 20

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs..... 0 19

LIPTON'S TEAS.

Airtight Tins Only. Ceylon and India Black Blend A, pink label, 1's and ½'s.... 0 35 0 50
" B, orange label, 1's, ½'s, ¼'s. 0 30 0 40
" C, blue label, 1's and ½'s..... 0 22 0 30
" D, green label, 1's only 0 20 0 25

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 25
" " 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. & ⅛s.	0 40	0 60
" " ⅛s	0 42	0 60

We pack Japans in all grades at same prices, anything over 60 lbs. prepaid.

Black Label, 1-lb., retail at 35c.....	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 24	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 80 ½-lb.... }	0 35
" " 120 ¼-lb.....	0 35

' CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $....
" II 40-lb. boxes..... ....
" III 80-lb. boxes..... ....
EMD AAA Japan, 40 lb "at..... ....
" AA " 40 " ....
Blue Jay, basket fired Japan, 70 lbs., ...
"Condor" IV 80-lb. " ....
" V 80-lb. " ....
" XXXX 80-lb. boxes.... ....
" XXXX 30-lb. " ....
" XXX 80-lb. " ....
" XXX 30-lb. " ....
" XX 80-lb. " ....
" XX 30-lb. " ....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases.....retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases.....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases.....retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 50-lb. cases.....retail	at 0 60

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 60
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 8½s.....	0 51
" Pay Roll, 7½s.....	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Ol, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 75
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½
Special prices to buyers of large quantities	
White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

A PROGRESSIVE FIRM

Above we show a picture recently taken at Hamilton, Ont., showing Minto Bros. sample boys before starting on their routes through the city. This firm is systematically sampling all the towns and cities in Ontario and most certainly deserve great credit for the energetic way in which they "do things."

Under the able leadership of Mr. M. E. Gilbert—the advertising staff—whose pictures also appear in the cut—are leaving no stone unturned to keep "Melagama" Tea before the public—Melagama makes friends wherever it goes. People know when they buy a package of this tea that they are getting something good.

Another form of advertising used by this firm is the electric flashlight. One of these has been in operation for some time past at Ottawa and one is now in operation on the roof of one of Hamilton's largest buildings. It flashes the message, welcome to those who are acquainted with its good qualities, "Drink 'Melagama' Tea"—The firm are also placing a flashlight on one of the principal buildings on Yonge St., Toronto.

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more — and we know that we must give good value to accomplish this result — which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel — because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of "The Fairbank Plan" premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

"THE BIG STORE"

BARRINGTON BELL AND WATER STS.

Wholesale Grocers
Tea Importers
Fishermen's Outfits
Ships' Stores
Consignments of Fish
and Foreign Produce

The Largest Wholesale Grocers in Lower Provinces.

WENTZELLS, Limited

HALIFAX, NOVA SCOTIA

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue.

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS
LARGE SALES
COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., (Lancs) Eng. Bury

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad" Brands. Morris & Co., Pork, Chicago.

Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency
Claims Collectors and Commercial Reports
313 New York Life Bldg., MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Here's The Proof

The cut shows the largest and most perfect awning in Canada.

We have claimed the distinction of introducing all the improvements in awnings which have been used in Toronto for ten years past. Others have followed. It's an easily verified fact that we make the most perfect and easiest running awning which money can buy. This cut is a proof of our assertion.

Whatever your awning needs may be, we can supply them better, quicker and more reasonably than any other firm in the business. **Ask for more proofs.**

WM. BARTLETT & SON, **20 Adelaide St. W., Toronto.**

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Batger's

Lime Juice Cordial

makes more and better lime juice than any brand on the market to-day. Your customer will soon find this out.

If you don't sell her **Batger's** some one else will.

Rose & Laflamme

Agents

MONTREAL and TORONTO

Canada's Best

Agents: ROSE & LAFLAMME Montreal and Toronto

Flavor

Put up n glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used they are delicious

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Grocers Who Want More Business

Can get a share of it by handling our matches.

We offer you more profit with high class quality guaranteed.

OUR LEADING BRANDS:

LAURIER, Sulphur Match	PRINCESS, Parlor Match
GRAMOPHONE, "	BEAVER, " "
SAFELIGHT, Silent Match	DAISY, " "
TOGO, Parlor Match	LIBERTY, " "

Watch for our travellers, or address us direct.

The IMPROVED MATCH COMPANY, LIMITED

Office:
324 Board of Trade Bldg.
Tel. Main 3244

MONTREAL

Factory: DRUMMONDVILLE, QUE.

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(Continued on page 4.)

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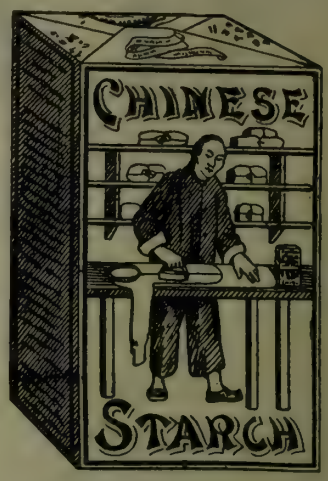

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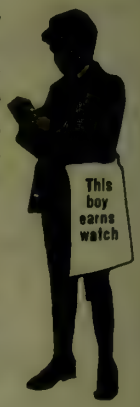

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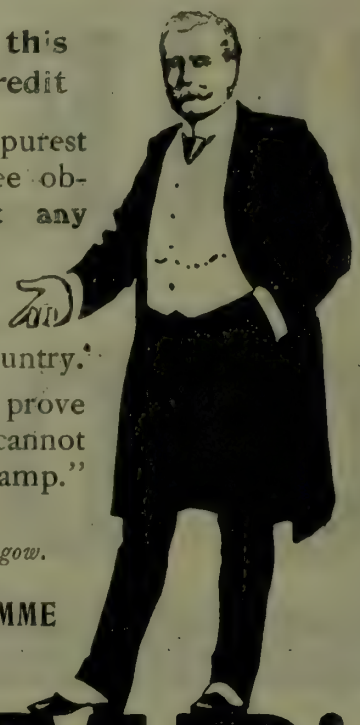

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Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

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PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:
DINLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

GROCERIES

We search the the world's markets for the best things.
No purer foods can be found than those we sell, and we work on a very small margin of profit. If you want purity and cleanliness, come here to buy.

DUCHESS BRAND } **BAKING POWDER EXTRACTS, SPICES**

Try the celebrated pastry Flour "Two Sisters."

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

TWO NEW LINES

WHITE SWAN PANCAKE FLOUR self-rising

A product of wheat, corn and rice-blended to produce a delightfully wholesome pancake flour.

There is nothing quite so tasty for breakfast as a nicely served plate of griddle cakes.

There is nothing that will make them half so good as **WHITE SWAN PANCAKE FLOUR.**

It is the best yet.

Three dozen packages in a case.

WHITE SWAN WHEAT KERNELS

Made from the heart of the finest wheat, it is essentially the **Cream** of the wheat and as a healthful food cannot be equalled.

Not heating to the blood therefore particularly desirable for for warm weather use.

It can be used either as a breakfast cereal or prepared as dessert for luncheon or dinner—tasty either way.

Three dozen packages in a case.

Both WHITE SWAN Quality

THESE ARE WINNERS— *HAVE SOME?*

The ROBERT GREIG COMPANY, Limited
WHITE SWAN MILLS
TORONTO

PHENIX!

This is the name of the new washing powder we are putting on the market.

Have you had a trial order yet? Many grocers have already sent in repeats. They find **Phenix** sells wonderfully well.

It's the season to push **Phenix,** and live grocers are making money through handling it.

Are you a live grocer?

Let us tell you more about **Phenix.** We will if you write us.

AGENTS REQUIRED EVERYWHERE!

Distributing Agents for Canada

C. A. CHOUILLOU & CIE.

14 Place Royale **MONTREAL**

2 in 1 The Grocer's Ally

A shoe Polish which preserves leather and adds months to the life of shoes should be stocked by all discerning grocers

2 in 1 differs from all other shoe polishes because it is a leather food par excellence and the product of a secret process of manufacture.

Tell your jobber that you read about **2 in 1** in the Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

E. NICHOLSON

BANNATYNE ST. EAST
TRANSFER TRACK.

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

A. M. BAIN

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg,

NO. 3

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of *pure Food.*

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles *must* cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

National Drug and Chemical Co. of Canada, Limited, Montreal

Don't Turn Your Back

ON SUCH AN OPPORTUNITY OF INCREASING YOUR BUSINESS AS YOU WILL HAVE IN THE

Greater Montreal Pure Food Show

TO BE HELD AT **THE STADIUM,** CORNER DULUTH AVE. AND ST. HUBERT ST., MONTREAL

July 1st to 7th, 1907

Write to-day for full particulars if you have not yet obtained a booth.

Do not wait till the last minute, you stand a poor chance then.

Booths are on sale at reasonable prices.

The fair will be up-to-date in every respect.

Delays are Unprofitable!

Montreal Grocery Clerks' Association

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E. **Montreal**

CANADA'S DEMANDS

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive every attention. On May 1 last our new Canadian branch, under the management of Mr. A. E. Carson, was opened and all correspondence relative to the Canadian trade should now be addressed to

THOMAS J. LIPTON, 75 FRONT ST., E.
TORONTO

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

WHERE THE BRITISH FLAG IS FLOWN THERE THE FINEST TEA IS GROWN

THE FINEST TEA IN THE FINEST PACKAGE —THE TEA OF KINGS —THE KING OF TEAS

LIPTON'S TEAS

PACKED IN AIRTIGHT TINS ONLY

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND.** Try us,— that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE.**

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Merchants 522

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention

Wholesale Grocers and Jobbers

When estimating Spring requirements get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

A few lines of ours that should make you think. Value in every one of them.

Coffee "TARTAN" brand, "ROYAL STEWART" blend, to retail at 40c. lb.
"GORDON" " " 30c. "
"ROB ROY" " " 25c. "

Vinegar You'll be buying it now. Be sure you get our
IMPERIAL VINEGAR. It's right. All grades.
Brls., ½ Brls. and Kegs.

Specials in **FIGS, PRUNES** (all sizes), **DATES, RAISINS** and **CURRANTS.**

'Phone 596 free to buyers. Use the 'phone.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE MARKET

BEE BRAND JELLY POWDER

Retails at 6 for 25c. with good profit. An enormous seller.

Our ***Special Box*** contains six flavors—

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY and
NUTTO

but we pack any flavor required.

Write us for free samples and prices

Snowdon, Forbes & Co.

449 St. Paul Street
MONTREAL

Buy only
RIVERDALE BRAND
Canned Goods.
WHY ?

The Lakeside Canning Co.
LIMITED
WELLINGTON, ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

There's a Smack

about the Flavor of

Aroma Tea and Aroma Coffee

that appeals to drinkers.
There's a steadiness in the growth of your trade and profits in handling these lines, and that makes a grocer glad.

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Dirty Canvas Shoes

MADE PERFECTLY
CLEAN AND WHITE
BY USING
WHITTEMORE'S

"QUICK WHITE" COMPOUND

In liquid form, so can be QUICKLY and EASILY applied. No white dust. No rubbing off.

To those using the hard white cakes put up in metal or wood boxes, would say that by using "Quick White" you will have your shoes all finished before you could get the hard cakes softened up enough to begin using.

Just try "Quick White" once and it will work so quick and easy and make your shoes look so clean and white that you will always use it. Also the following colors for canvas shoes: Baby Blue, Alice Blue, Red, Green, Pink, Lavender, Champagne, Coral, Purple, Light and Dark Gray; in the same sizes and at the same prices as "Quick White."

For 1907 a sponge in every bottle, so always ready for use.

Large, per gross, $24.00; 10c. size, $10.00.

DANDY RUSSET COMBINATION

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross $24.00

STAR RUSSET COMBINATION

10c. size, per gross, $9.00.

RUSSET PASTES

Dandy, large, gross, $9.00

Red Fox, med., gross, $5.00

"ELITE" Combination.

The only first-class article for ladies' and gents' "Box Calf," "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of Box Calf leather. Contains oil, and positively nourishes and preserves leather and makes it wear longer.

Blacks and polishes.

Per gross, $24.00

"BABY ELITE" Combination, 10c. size, per gross, $10.00.

Whittemore's Polishes Won the "GRAND PRIZE" at St. Louis over all competitors.

"GILT EDGE"

The only black dressing for Ladies' and Children's Shoes that positively contains OIL. Softens and preserves. Imparts a beautiful lustre. Largest quantity, finest quality. Its use saves time, labor and brushes, as it

SHINES WITHOUT RUBBING

Always ready to use.

Also for gents' kid, kangaroo, etc.

Per gross, $24.00.

"Superb Patent Leather Paste."

For giving all kinds of Patent or shiny leather shoes a quick, brilliant and waterproof lustre without injury to the leather.

Large size, per gross,	$30.00
Medium size, in blue tin boxes, per gross,	5.00
Per doz., 1-4 lb. boxes,	1.50
Per doz., 1-2 lb. boxes,	3.00

THE WORLD'S STANDARD **WHITTEMORE BROS. & CO.** ONCE USED ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World.

ASK YOUR JOBBER FOR WHITTEMORE'S SHOE POLISHES.

TIME FOR CAUTION

The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay the higher prices. We urge grocers in their own interest to stick to lines they know to be good, and to get their orders placed without a moment's delay. The new output of "Essex" goods is a step nearer perfection than anything previously attempted in Canada, with nothing in sight to equal them for quality and flavor.

Telephone and telegraph orders receive prompt attention.

The Essex Canning and Preserving Co.

8 Wellington St. E., - TORONTO

It Pays Dealers to Keep Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is a Skin-Tonic and Beautifier.

And it is well advertised. People are looking for the trade mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

23

DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithographing Company
Limited
London, Canada

Grocery Sugar

We offer a nice, bright, dry crystal grocery yellow in barrels at an attractive price. ***See our travellers.***

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

Competition Can't Conquer

our "White Moss Cocoanut"

either in purity or excellence.

Our Motto

Once a customer, always a customer.

Canadian Cocoanut Company

107 Lagauchetiere St. West

MONTREAL

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

If You want an Awning, why not try

The Tobin Tent & Awning Co., Ottawa?

It's worth considering.

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

What Kind of a Collector Are You?

Have you people on your books who should pay, but don't?

Have you people who should pay but whom you don't wish to offend by pressing?

Have you people dealing at other stores because they owe you?

If you have—and the average retailer has—this advertisement will interest you and show you how to save time, postage and worry, give you ready money for your old overdue accounts and notes and simplify your whole credit business by one-half.

It doesn't make any difference how large or how small, how old, how long outlawed, or where the parties have gone, we can collect for you if at all possible and cheaper than any lawyer or agency.

You give your lawyer fifty cents to write a letter and five dollars to represent you in division court on one account. We'll do more work and better work on one hundred for the same money, and if we lose the cases, refund the money.

Will your lawyer?

Our plan is to send you an outfit of letters printed on our office paper and complete instructions for handling the account and using these letters, which are filled out as to name and amount by you and mailed to the debtor.

While we figure prominently in the transaction, **WE RECEIVE NO MONEY OR COMMISSION** other than the original price of the system.

You handle all the money and the accounts never pass out of your control.

You spend an average of three cents per month now, billing a slow customer; **OUR SYSTEM** costs very little more and **BRINGS RESULTS.** You know what your own plan does.

You have right now lots of single accounts on your books that you would gladly pay from one to five dollars to see safely in the till.

We'll handle these for five cents each and guarantee you better results than you can attain yourself.

Our system has been in use by many retailers during the last five years and with marked success, and we will gladly refer you to many of our clients upon receipt of a card from you.

The price of the system complete with supplies for 100 accounts is five dollars, and those who have used it during the last five years would not part with it for many times its original cost.

We find, however, that many retailers have not 100 accounts on their books, so in order to accommodate these and to enable anyone to give this system a trial at a merely nominal charge, we have had a number of sets made up as follows:

Full System, 50 accounts $3.00
Full System, 25 accounts 2.00
Full System, 10 accounts 1.00

Select the set which meets your requirements—best mail us an express order for that amount—and we'll forward prepaid the most complete collecting system in Canada. Give it a trial, and if it does not pay for itself in three months, say so, and we'll send you your money quickly and gladly.

Very truly yours,

THE IMPERIAL COLLECTING AGENCY

Box 202, - TORONTO

BRANSON'S
'SHEREEF'
COFFEE WITH CHICORY

SHEREEF is a quick seller, and grocers who stock it, need keep no other.

Is absolutely pure and of highest quality.

Large Bottles. Price Right.
Quality Right.

In fact it's **ALL RIGHT** and stands unrivalled.

Manufacturing Works
CLAPHAM, S.W., LONDON

Canadian Agents
GREEN & CO., 23 Scott St., TORONTO

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known
CLIMAX SOAP
A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street, - **Montreal**

IMPERIAL VINEGAR

The highest quality that can be made.

Made under the supervision of the Inland Revenue Department.

Sale is steadily increasing.

It will not cost much to try a package and will result in extending the Vinegar trade of those who have never stocked it, and will give a fair show.

Our travellers have samples and full particulars.

If they don't call, phone or write.

JAMES TURNER & CO., Limited, Hamilton, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST **LAUNDRY SOAP**

—Vinegar—White, Cottell's—

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

SCOTCH HERRING CURING

A Failure in Canada after four years of experiment.

By M. H. Nickerson, M.P.P. Clark's Harbor, N.S.

It is now about four years since the Ottawa Government was induced to to patronize a scheme for teaching the coast-folk of Canada how to catch and cure herring after the famous Scottish fashion. This novel enterprise, undertaken by the state, was called an experiment, and put in the articles for a stated period, during which it was confidently expected to prove its usefulness and be adopted generally. No one appears to have counted the cost, or calculated the chances of failure. For three seasons past operations have been conducted at widely separated points on the Atlantic seaboard, with a brief test of the "cure" made in British Columbia last year, and yet the demonstration is officially held to be incomplete. Preparations are going on for another season's trial; the steam drifter will select new grounds, and the experts will work stations in a wider territory. But there is very little real achievement in the history of the scheme to warrant its continuance. It has neither expanded the industry nor increased values. The gain in practical knowledge is not perceptible, while the expense stands out in startling magnitude on the pages of the public accounts.

A Leap in the Dark.

It was a dual method which some of our well-meaning theorists sought to introduce—the catching of herring in more plentiful quantities, and the preparing of the fish for market in such a manner as to double the price. That problem had long since been solved in Scotland, and it was taken for granted that it would work out equally satisfactorily on this side of the "herring-pond." It was too hasty a conclusion to be safe. Because success had followed the undertaking in the British Isles, it did not necessarily follow that either part of the scheme would turn out well in Canada, under conditions of a vastly different nature.

In the herring, as in most other deep sea fisheries, a great deal depends on the set and constancy of the currents, as well as on the course taken by the schools of fish. There, everything is more favorable to drifting—that is, to the working of a long string of nets, called "a shot," one end of which is fast to the stern of a small steamer, which is allowed to drift without headway in the path of the passing schools. Here, the tides are more variable, and off some parts of the coast, much stronger; while the movement of the herring, except in spawning time, is erratic to a perplexing degree.

These new difficulties made themselves felt as son as the steam-drifter "33" went into commission in our waters. That boat had been brought over from England—where she had done good service—and been bought by the Dominion Government for the purpose of making the experiment. The crew to man her came from Scotland—all of them bred to the business—and a number of lassies were also imported to do the dressing and salting at the stations, which were the places chosen for the curing demonstration, each under the direction of an "expert," while Mr. Cowie, the chief missionary of the new method, had charge of the whole venture.

The First Attempts.

It should be said that drifting nets, both for the capture of herring and mackerel, is no new thing among provincial fishermen. From the earliest times mackerel had been caught that way, sometimes in abundance, when passing northward along our coasts in their spring migrations, as they are caught at the present time by some New England netters, intercepting them in southern waters. But drifting for herring had never been successful with us, for the reason that the off-lying schools are extremely elusive, and have managed to escape in all attempts hitherto made, whether with drift nets or purse-seines.

The "33" and her Scotch crew were not as well fitted in some respects as they should have been. Their nets were too deep for setting in shoal water near the coast, and of too small mesh to snare the larger variety of herring which tended off shore. All these circumstances combined to make the weekly trips fruitless, while the experimet was going on in the western part of Nova Scotia, which I had the opportunity of observing personally.

No Practical Interest in the Work.

At length, recourse was had to the catches of local netmen in order to demonstrate the process of curing as practised in the Old Country. Quantities of herring were bought from native fishermen, and the lassies set to work at their tasks, some to "dress" the fish, others to salt them in barrels, both of which they had been trained to do with great dexterity. There was always a gathering of spectators, but no pupils; no one to take instructions with a view to following up the business. It is hard to say who was responsible for this neglect of a good opportunity to learn something valuable; but it certainly has tended to make these shows, repeated from Cape Sable to Miscou, count more for amusement than profit to our own fisher-folk.

Usually, about four persons were employed at each station, one man in charge and three lassies to do the work. The process does not seem to require much skill, as it is actually more simple, in its first stages, at least, than our domestic mode of "gibbing" and salting, though perhaps a little more regard is had to the precise quantity of salt. This is always imported from Scotland, as well as the barrels, which are undoubtedly superior to our home-make, inasmuch as the staves are thicker and less bulging in the middle, with the hoops more securely driven on, enabling the packages to be handled in transit without starting a leak. These are about the only noticeable points of advantage, if such they may be called, for after all the pains and outlay, the fish do not appear to have taken the market by storm, either in New York, where a ready sale was said to be awaiting them, or in northern Europe, whither a few consignments have been sent. Domestic consumption has been next to nothing, the packages offered as samples to local dealers, during the first year of the experiment, having turned out most unsavory.

Not an Encouraging Outlook.

One small Nova Scotia fish company was half inclined to adopt the method, and, with that end in view, made enquiries of the New York commission merchant who handled Mr. Cowie's consignments as to the market outlook for the article in that city. The answers were very guarded, and little information could be obtained from that source beyond the fact that the fish had not brought more than $10 per barrel, and certain lots remained unsold. It was also stated that the best customers for the real Scotch cure, the Hebrew population and the East Side inhabitants, did not take to the Canadian article, as the "fish were unsuitable." The department at Ottawa has likewise been very reticent when asked what the returns had been, and in what way the experiment was likely to benefit the herring industry of the Dominion. A great deal of mystery hangs over the whole transaction, nor are the reasons entirely obvious for the failure to put up an article equal to that of the Old Country.

But such is, undoubtedly, the case up to this date. Veteran herring-catchers on our coast, whose experience covered many voyages to northern waters in the long ago, declared their opinion at the first that Scotish treatment could never transform our herring into anything like those of Scotland, which are, they contend, of a finer texture and better flavor.

Cost vs. Worth.

The cost of the experiment, however, is a more palpable and less welcome fact.The Auditor-General's report shows for each of the first two years an expenditure of about $15,000, on the steamer, her outfit and the staffs at the

various stations. For the year ending June, 30, 1906, the account under those heads totals $20,041, of which the maintenance of the drifter is by far the largest item, and against which popular criticism at present is chiefly directed. It is pointed out that the steamer, at any rate, is a useless factor; that if the experiment is to be continued, in spite of poor results so far, it is only needful to keep the hands at the stations, since, if judiciously located, they can always obtain a supply of herring from the netmen in the neighborhood, as Mr. Cowie did in his experiments on the Pacific coast.

CLERKS' ORGANIZE.

Quebec Grocery Assistants Form an Active Association—Officers and Objects.

The recently formed Grocery Clerks' Association in Quebec seems to be forging ahead in good manner. Already there are more than one hundred and thirty-five members enrolled, and more are expected to join in the near future.

The primary objects of the association are: Instruction for the members through the founding of a course of practical teaching of various subjects which will be useful to the clerks; to obtain through legitimate means, the early closing of stores; the establishment of a sick fund for the members' benefit.

The officers are: President, Adj. Pouliot; vice-president, J. Rochette; secretary, W. Cantin; assistant-secretary, Alp. Gagnon; treasurer, G. Gingras; assistant-treasurer, V. U. Fiset; advisory committee, U. Lachance, L. Fiset, J. A. Rousseau, G. Drolet, A [illegible] Geo. Dube, J. A. Roy, J. Gosselin; auditors, N. Drolet and U. Lachance; commissioner, J. A. Trepannier.

There will be a general meeting first Wednesday of every month.

ADJ. POULIOT
President Quebec Grocery Clerks' Association
Manager Ely Turcotte's Grocery Department

Several social and euchre parties have been held and were very successful.

At the last meeting of the association The Canadian Grocer was adopted as the official organ.

GEO HASENFLUG AGAIN IN COMMAND.

Geo. Hasenflug, Waterloo, has purchased the large stock of groceries, crockery, granite, tinware, etc., of the Boehmer Departmental Store Co., of Berlin. Mr. Hasenflug was for nearly twenty-five years in the grocery and crockery and glassware business in Waterloo and his experience and knowledge of every detail of the business, combined with an energy rarely met with, should tend to make the present purchase an event in Berlin's business circles. Mr. Hasenflug's grocery in Waterloo was always recognized by judges as one of the best arranged and up-to-date business stores in Western Ontario and his conduct of the present business will in no measure be behind his previous record. The Canadian Grocer has shown in its columns pictures of Mr. Hasenflug's store windows and departments as models of what an up-to-date store should be, were hard to surpass. One of the earliest subscribers to The Canadian Grocer, he has always been on the lookout for new and modern ideas as published in its columns. The Grocer wishes Mr. Hasenflug success and prosperity.

WILFRID CANTIN
Secretary Quebec Grocery Clerks' Association.
Manager A. A. J. Gingra's Branch Grocery

It is a year and a half since Mr. Hasenflug sold his Waterloo business, but he has continued to subscribe for The Canadian Grocer and says he doesn't see how any grocer can be without it.

ENTERPRISING BISCUIT FIRM.

One of the best equipped biscuit and confectionery factories in the Province of Quebec is that of the Dussault Co., Ltd., Joliette. The premises are located in the heart of a thriving town and in the centre of a good agricultural district. All the necessary accessories to the manufacture of both biscuits and confectionery are easily available and the trade is constantly increasing. The building is a large brick structure well fitted up throughout with first-class machinery of modern type, and a staff of 75 hands is required in the work of producing the large variety of over 300 brands. Everywhere are the evidences of enterprise, care and attention to the perfection of manufacture, and the fact that there is a steadily increasing demand for their goods in all parts of the country proves their worth.

G. GINGRAS
Treasurer Quebec Grocery Clerks' Association.
Manager Myrand & Pouliot's Grocery Department

The company was founded only four years ago, but by constant attention to the wants of their customers the growth has been most gratifying. Still greater things are in sight for this company as the probabilities are that they will be compelled to enlarge before long in order to meet the demand. Their biscuits and confectionery are all branded and their price list is sent to enquirers promptly. Orders receive prompt, careful attention. The active members of the firm are J. E. Lalonde, manager, and J. H. Du Sault, president.

TEA COMBINE IN JAPAN.

The Tea and Coffee Trade Journal in their weekly bulleting under the heading, "Japanese Tea Trust," say: "T. Furuya, of T. Furuya & Company, New York, is at present in Japan organizing a company to control the Japan tea industry. The name of the new company will be the United Japan Tea Company, and the headquarters, Shizuoka, Japan. Mr. Furuya is now at work consolidating the leading tea firing houses as well as the tea grocers. It is also stated on good authority that the movement will receive Government aid."

ADVANCE IN BOAR'S HEAD.

Boar's Head compound lard has been advanced and prices now read: Tierces, 10⅝c; half barrels, 10⅞c; tubs, 18¾c; pails, $2.23; 20-lb. tins, $2.13; cases, 3's (60 lbs.) 11⅝c; cases, 5's (60 lbs.) 11½c; cases, 10's (60 lbs.) 11⅝c.

FROM GROCER CORRESPONDENTS

CHATHAM.

W. E. Bensen, representing the Canada Flour Mills Co. in the west, returned home on Saturday.

Mr. and Mrs. S. Wodehouse, of Blenheim, are being congratulated on the success of their son, Dr. Robt. E. Wodehouse, recently appointed superintendent of the Toronto Isolation Hospital.

Fifty years ago Sunday John Hoon, of this city, first commenced the manufacture of his ginger beer—now and for many years past a well known beverage throughout western Ontario.

Mr. and Mrs. J. B. Kitchen, of Electric, Montana, were city visitors last week. Mr. Kitchen was formerly in the grocery business here, being for many years junior partner of the firm of Heyward & Kitchen.

Nelson Vanidour has severed his connection with John McConnell's grocery staff, and intends leaving shortly for Detroit.

N. A. McGeachy & Sons have purchased a property on King street. They last week started their bottling process, and are now delivering aerated milk in bottles to their customers.

Peddlers' By-law Again.

The grocers' section of the local Retail Merchants' Association are proving themselves one of the most active units of that body. Since their organization a few weeks ago they have held several meetings, and grappled with a number of difficult problems.

One of these is the failure of the local magistrate to convict where charges are laid under the peddlers' by-law.

Long smouldering dissatisfaction among the retail merchants of the city in this regard was strongly voiced by Secretary Anderson when, at the meeting of the R. M. A. on the 13th, he presented a resolution from the grocers' section requesting the assistance of the association in inducing the city council to aid in the enforcement of the by-law by having a test case made, and appealing from the magistrate's decision should he refuse to convict.

"A stranger can come into town," said Mr. Anderson, "take orders to-day and deliver them to-morrow, and, according to the interpretation put upon the by-law by the police magistrate, he can't be got at under the present act."

Mr. Anderson added that the grocers felt that the act was meant for just this kind of people, and that the necessary information for the test case would be laid as soon as a move was decided on. The grocers felt, in common with other retailers, that competition from these transients, who took money out of the city without yielding any adequate revenue in return in the way of taxes, should be discouraged.

The matter was discussed at some length, other members present giving instances of similar unfair competition. On the suggestion of A. D. Westman, it was decided to communicate with the provincial board with a view to securing their interpretation of the statute, in order to be thoroughly posted preparatory to making a test case.

Assessment Matters.

With reference to the contention of Provincial Organizer Brubaker that the Chatham retailers should be assessed on a 30 per cent. basis instead of 35 per cent., it was stated at the R. M. A. meeting that A. B. McCoig, M.P.P., had interviewed Assistant Provincial Secretary Mulvey, and the latter had stated that, in towns whose population was, according to the last assessment, under 10,000, the rate would be 35 per cent. Chatham comes just within this figure, so that the present basis of assessment will continue another year.

In connection with Mr. Gamey's amendment to the present assessment act, designed to abolish the business tax and practically revert to the old system, exempting stock not actually purchased, the consensus of opinion at the meeting favored the present system on the whole, and on motion of Wm. Anderson and Harry A. Andrew, a resolution was passed endorsing the present system and protesting against the proposed change.

Market By-law.

In addition to the resolution re peddlers, Secretary Anderson, of the grocers' section, brought up another matter of importance to the trade at the R.M.A. meeting. This was the market by-law.

At present, retailers are prohibited from purchasing on the public market earlier than ten o'clock in the morning. Mr. Anderson asked the co-operation of the association in securing the repeal of this by-law. The resolution he presented proposed to make the market entirely free, or at least free to retailers. The association endorsed the resolution, which will likely come before the city council at an early session .

Uniform Potato Bags.

A matter which will come before the grocers' section at the June meeting will be that of securing Dominion legislation providing for a uniform weight in potato bags. The usual weight here is 90 pounds. In other provinces it is not always similar.

Secretary Winterstein, of the board of trade, at the last R.M.A. meeting, instanced an effect of this variance. In conjunction with another local man, he, some years ago, took a plunge into potatoes. He ordered a carload from New Brunswick. The number of bags was specified, and in this particular the shipment was found quite correct. However, the bags were found to contain 80 pounds instead of 90 pounds, and the potatoes had to be all re-bagged before they could be disposed of.

The local men had calculated on receiving 90 pound bags. The difference amounted to about $120, and quite ate up all possibility of profit.

War to the Knife.

Rivalry among local wholesale fruit dealers led to a police court case this week. One morning last week, Geo. Zakoor, Syrian, delivered some bananas to E. C. Gammage, the Queen street grocer. Frank Favata, an Italian fruit dealer on Queen street, who was accustomed to supply Mr. Gammage, ran out to Zakoor and proceeded to use forcible remonstrances, in the course of which, according to the Syrian's story, Favata drew a knife. Zakoor laid a charge of assault. The case was to have come up Monday morning, but Favata, who had been released on $30 bail, did not appear. It is alleged that he has gone to Detroit.

GUELPH.

Until the weather sunned up some, Guelph roads were in an abominable state. J. W. Lyon, one of the city fathers, and a great boomer of the city's future, told a story of the roads at a meeting of the Board of Trade lately. He said he met a man in Toronto who looked "wild and woolly." He asked him what his business was. The man said "I am a rough rider from Guelph." Mr. Lyon asked "How's that?" The reply was, "Well, I drive one of George Williams' grocery wagons."

Another man, a driver for McCrea & Son, broke an axle and the writer heard him muttering incoherently about "what is the use of having a boss an alderman if he cannot help the roads a little bit?"

The Kandy Kitchen has opened up a spendid new store of confectionery and fruits, on Wyndham Street, next to Robt. Mitchell's old stand. They are certainly the best in their class in Guelph.

Thursday and Friday seem to be order days with the grocers and on these days you may see quite a number of buggies scurrying around hunting the trade.

Every merchant in Guelph who had an overhanging sign has had to take it down, by order of the cop. Much kicking and grumbling is naturally made.

The Retail Merchants' Association held their regular meeting recently and business of much importance was transacted. They considered the question of "tainted" money; not Carnegie's, but the money we handle, and it was the unanimous opinion of all that while disinfecting the money in the banks might be an advantage, the only real cure was to never let a note leave the bank twice. They also considered the council's proposed action of lowering

the price of pedlar's license from $80 to $30. It was said that the city solicitor thought that $80 was prohibitive, but a resolution was passed saying that they thought $80 was not sufficient for the privilege of peddling in the city of Guelph.

Your correspondent, while taking dinner in a good hotel in the city, sat next to this poor, prohibited Italian gentleman and entering into conversation with him, inquired casually how many pounds of peanuts he sold a day. The Italian said he didn't know, but he handled 300 pounds per week. I figured out that he must be making $30 per week; peanuts used to cost 8c, then 10c, and now 12½c per pound, but he buys them green, consequently costing him 11½c. I figured it out and told him that with $10 per week for his board at a good hotel and expenses, he must be clearing $20 per week. He answered that last week he made $25, and this is the man and his class that the city were considering $80 per year a prohibitive license fee. The result of the issue will be watched with interest by the merchants of Guelph.

KINGSTON.

The recent rains have made many a farmer's face wear the smile that remains. Everything has favored our best friends, the farmers, for a few years past, and we are glad of it. Big prices for cheese, butter, eggs, fruits and vegetables, and look at the price of horses. Phenomenal! Phenomenal!!

Just at present the merchants here are at their wit's ends to know where the supply of potatoes are to come from. As high as $1 a bag is being paid, and few to get at that price. Farmers are busy and won't leave their work unless it rains. Well, we hope it will pour. J. Y. Parkhill & Co. got in a car and they were all disposed of long before they arrived.

Farmers' prints, 23 to 24c. Eggs, 16 to 17c. Greens, 50c. a dozen.

A number of business men went down to the meeting of a Larder Lake syndicate being formed in Ottawa and took a leading lawyer along to look after their interests. Well, it will be wildcats or nuggets. Time only will tell. Never venture, never win, never lose. It's nice to feel there is a chance of being a millionaire. Better to have loved and lost than never to have loved at all, so Longfellow said, and there is some truth in it.

The voters of Kingston will soon cast their ballot for or against the proposed zinc smelter. I guess it's a go. The board of trade is working hard to carry it.

The large power house being built by the locomotive works is a fine structure of steel and cement. They are going to make their own power from coal, and claim it can be done cheaper than from water power. The waste steam will be used for heating purposes. The locomotive works are Kingston's backbone.

W. G. Craig was badly hampered moving his large stock about 1st of May, when every carter was engaged. Not an extra man or horse could be had. Mr. Craig did not leave the old premises without sad feelings, for there he has worked faithfully for the past 35 years and it held associations in that time that were dear to him. In his new premises he will be able to give all his attention to the grocery trade. At the old site he did a large coal and shipping business and attention to these interfered with his grocery business.

James Nolan, formerly clerk in Dan Cowper's grocery, but latterly traveler for the Kingston Milling Co., has severed his connection and has accepted a position as manager of Mr. Harkness' general store at Port Arthur. His place has been filled by Alva James, formerly of Brockville, but for the past two years clerk in Ostler's grocery, University avenue. Alva is a hustler and will get there.

Stephen Summerville, clerking for the last year at Vanluven's grocery, has taken a position in Ostler's grocery.

Hugh Shannahan, for many years employed at Bilbert's grocery, has gone to Cobalt to seek his fortune. Hugh is as straight as a straight edge. He is a good draughtsman and held a position in that line at the Canadian Locomotive works here.

Albert Glover, grocer, purchased the handsome residence and grounds formerly owned by the late W. R. McRae, wholesale grocer. Joseph Cooke, who ran the North Star grocery, bought the fine residence of Professor Marshall on Union street. Evidently the grocers are making money. Well, they deserve all they get, for they earn it.

Arthur Callaghan, who ran a grocery at Napanee, has again joined the staff of W. G. Craig & Co.

Jas. McCulla, grocer, purchased a fine property on Bay street.

Government Roadmaster Campbell was here telling our council how to build roads, and he didn't come too soon.

We have only macadam roads here, but there is talk of asphalt or tar macadam.

Robertson & Nicolle report good trade and an increase in orders, probably owing to the advance which is taking place in fall lines, especially sugar.

The cereal works here have decided to make Orange Meat a 10c. package instead of a 15c., as formerly.

The tea travelers report a firm advance in teas. What do the correspondents or other merchants think about blending teas. Give out your secrets, don't be narrow-minded.

Some recommend say one pound Ceylon green, Indian green or Ceylon Hyson to three or four of Japan. It improves flavor and appearance.

What about coffee? Speak up. Do you find the public taste prefers a little chicory or pure coffee. If you want to reduce the price and don't use chicory, do you find a good Marcaibo O.K.?

NOVA SCOTIA NOTES.

J. W. Davis has severed his connection with Baird & Peters and is now the Annapolis Valley representative of the Geo. E. Barbour Co., of St. John. No traveler in this section has a better connection than Mr. Davis, and his having tied up with the Barbour Co. will certainly be the means of increasing their already large business in this territory.

A. H. Ellis is the oldest man to-day on the road. He has spent 37 years at it in the Maritime Provinces and knows every man, woman and child in the country. He is the representative of a well known paint house. Besides being a whole encyclopedia in himself, he is one of the most popular men on the road and many a man of forty years looks his senior. Alf. must have taken great care of himself to be so well preserved after 37 years of the strenuous life. May his shadow never grow less.

Martin & Wetmore, manufacturers' agents, have opened up an office and sample room at Magilton Building, St. John, N.B. Robt. H. Martin, of Toronto, is probably the best known crockeryware man in the Maritime Provinces, being one of the partners of Wm. J. Wetmore, of St. John, N.B. Mr. Wetmore has had quite an extensive experience, having represented Messrs. Waincjhk & Co. of St. John in P.E.I. and Cape Breton for several years. He started on his initial trip for the new combine along the Annapolis Valley and he succeeded beyond his expectattions.

This firm represent Myatt, Son & Co., of Cobridge, Staffordshire, England, and the Toronto Showcase Co. They have also been offered some fine lines which will later be added to their list. Mr. Wetmore, who will handle all the business at this end, is a very popular young man and a hustler who will make his mark.

KENTVILLE, N.S., NOTES.

The last Grocer was a very fine number in paper, type and presswork, as also in contents, some 75 pages in all. As regards the Nova Scotia Notes, I do not think much of them, but your Halifax correspondent gets up a very readable page. In the Nova Scotia Notes last week the reference to Kentville merchants was rather slim and would be apt to make your readers think we had very few merchants. At this writing, Saturday, May 11th, we are in the midst of a winter snowstorm which raged all day and by night the depth was about six inches. Local trade was very poor all day. The month has been very dry and cold and farm work is behindhand. The roads have been very good of late, but trade has not been up to the mark. Grass and trees are showing up well, but the appearance of the dreaded brown sail moth in a few orchards has alarmed the fruit growers and the Local Government are taking every precaution to prevent the spread of the insect. Should it obtain a foothold, it would mean ruin to our fruit industry.

Farmers are getting fine prices for anything they have to sell; potatoes are scarce at 75c. a bushel. Merchants report a steady trade, but money not so plentiful. Reports for the future are favorable and with fine weather the season will be a busy one. Seeds are mov-

ing slowly, but more seeding and planting will be done than for some years.

This is a very conservative town and very seldom does a new merchant set up qusiness here, and the same merchants hold the fort for years or until death calls them to their reward. A good deal of building will be going on among it a brick jail for the county, this being the shire town.

Tourist trade promises to be in large volume this season and this brings in a lot of money during the off months for regular trade. The lumber interest is in good shape and one large company, operating from the town, leave a good deal of cash, indirectly.

All stores are closed three nights in the week, but that barbarous practice of keeping open till midnight on Saturday is still adhered to, that is with the grocer and provision shops.

GALT.

The grocers in Galt are complaining of the loss of business on account of the backward weather. At this time last year the green goods, such as onions, lettuce, radishes, etc., were plentiful, while at the present time the demand cannot be nearly supplied. The demand for foreign fruit, shipments of which are beginning, is good, but the grocers say they would much rather see the native products coming in more freely.

The agitation in Galt for the weekly half holiday during the summer months seems to have met a premature end. At one time the prospects were exceedingly bright, and the holiday seemed to be an assured fact, but for some unknown reason the scheme has recently dropped out of sight, and become forgotten. Why this state of affairs should prevail is hard to imagine. Surely a half holiday is beneficial to employer and employes alike, and would not result in any material loss. The clerks are the people who should boom the agitation.

Nelson Sweitzer, of Sloan Bros., and Wesley Gerbracht, of Deans & Walker, grocery firms, were in Toronto this week, enquiring into the cause of the delay in the shipments from the wholesale houses. The representatives made a thorough investigation and ascertained that the shipments had been made promptly and that the wholesalers were exonerated from all blame. The cause of the delay is laid at the door of the railway companies, and the grocers in Galt will probably ask for an investigation.

Patrick Radigan, who has been severely ill for some time, is again presiding over the affairs of his well-conducted grocery.

Mr. Laird has recently raised a new delivery horse, and expects to have a winner at future horse shows.

Geo. Mutch, who for the past 17 years has been connected with the grocery store of Patrick Radigan, has severed his connection with that firm. Mr. Mutch is erecting a new grocery store on Bruce Street, and will shortly enter into business for himself. During his stay with Mr. Radigan, Mr. Mutch has made many warm friends, one and all of whom wish him every success in his new venture. He expects to open for business in about two weeks.

The local Italian fruit dealers are beginning their trips through the country, and trade with them is evidently brisk. Joseph Zuccaro, who recently opened business in Galt, drove to Ayr with a load of fruit last week. He returned with a strange tale of having shot a wild animal with his revolver, about four miles from Galt. Joseph exaggerated on his bravery to such an extent that a number of citizens drove to the scene of the fray to ascertain just what Joseph had secured. The party found that the son of Italy hgd managed to knock over an innocent groundhog, and, being ignorant of these beasts, supposed that he had made a good haul. There was some talk of raising a fund to give the animal a decent funeral, but the matter fell through.

Mrs. R. A. Briscoe, the esteemed wife of the proprietor of "The Little Giant" dry goods store, died last week, aged 40 years. She leaves a husband and two small children. The local merchants all attended the funeral.

A local grocer said to-day that if they had one thing to be thankful for more than any other, it was the fact that the big departmental store in the cities were practically harmless in so far as the grocery trade was concerned. "In no other line is there such immunity from the price-cutting of these big stores than in the grocery line," concluded the speaker.

Since the passing of the hawkers' and peddlers' by-law in Galt there has been a marked change in the number of these traveling gentry. At the inception of the by-law a number of peddlers were prosecuted. fined, and warned to leave town, and at the present time it is a very rare occurrence to see the man with the valise making a house-to-house canvass.

The price of flour in Galt has recently advanced 25 cents per hundredweight. About two weeks ago the local millers announced that on account of the shortage of wheat the price of flour would be advanced 10 cents per cwt. Two weeks later the announcement came that owing to the big increase in the price of wheat another advance of 15 cents per cwt. would be necessary. The raise has caused considerable indignation, but the question resolves itself into the old saw, "What are you going to do about it?"

ST. CATHARINES.

The wholesale grocery firm of Ross, Parnell & Atkinson, which has existed for some time, has been mutually dissolved. The business hereafter will be managed and controlled by Mr. Ross, who is sole owner. Before Mr. Ross entered into this business he had been a retail grocer on Queenston Street. Selling that business to Mr. Albert Phipps, he united with Mr. W. H. Merriman in the wholesale grocery trade and after a period closed the connection and went to Western Ontario. Returning to St. Catharines, he purchased the wholesale business from ex-Alderman E. D. Voisard and shortly afterwards associated his late partner, Frederick Parnell. Later on Mr. Atkinson also became a member of the firm. Parnell & Atkinson, since they severed their connection with Mr. Ross, have gone into the employment of Mr. Merriman. Mr. Ross was born in St. Catharines and is well and favorably known. He supplies a number of retail stores with stock, including the town of Welland and the villages of Humberstone and Port Colborne.

Howard McNulty, after closing his business, has returned to the manufacture of pop and soda water, having purchased the business of Reardon & Company, formerly of Niagara Falls, who opened the business on Ontario Street a few months ago.

Building operations for the coming season do not seem to be encouraging. There is imminence of a strike among the carpenters. The members of this union have demanded thirty-five cents an hour which the master builders refuse to grant and if the terms are not complied with in a few days the carpenters will cease to work until a settlement is obtained. The builders have been loath to take contracts, having been advised some time ago to prepare for the coming change. Should this disagreement end in a strike, other lines of work will be affected, which will materially injure the prosperity of the city.

WOODSTOCK.

The Retail Merchants' Association, Woodstock branch, will inevitably die if more interest is not shown in it between now and the annual meeting, next September. For the last two meetings there has been no quorum, and the three or four active workers are becoming thoroughly discouraged.

A grocer was speaking to your correspondent this morning of the necessity of organizing in this city a Retail Grocers' Association, but it would probably be difficult to set such a scheme in operation, after the unfortunate experience with the general association of merchants. "There is not much actual price-cutting,j' said this man, "but there are lots of little matters which we might adjust if we got together. There are many articles, in the price of which there is not a great deal of difference, and yet no two grocers sell them at hardly the same figure."

James O'Rourke, at one time a prominent grocer and liquor dealer in this city, died last Thursday, of general debility, at an advanced age. He was born in Dublin, Ireland, but had lived in Woodstock for forty-nine years in the same house. He was also engaged in the hide and wool business, and was a well-known horseman.

Dealers report trade a little slow this season. This condition is caused by the late spring, which delayed farmers in seeding operations, and consequently, when usually they are enjoying a certain amount of leisure, now they are busy with seeding and other spring work.

Flour has advanced in price again, for the second time within a week, and is now selling at $2.25 per hundred pounds. The exploitations in the Chicago wheat markets did not have much effect on the local markets, and wheat is now selling at 72 cents per bushel.

Geo. Parker, who for a number of years has been engaged in the grocery business in this city, is a valuable citizen in more ways than one. He has been for years a member of the public school board, where he has rendered dictinctly valuable services on behalf of education. He has also been prominent in the work of the First Baptist Church, where for eight years he was church clerk, and for a shorter time, assistant superintendent of the Sunday School. By pressure of other duties, he was lately compelled to

relinquish both these offices, and the other night the members of the church and school recognized his services by presenting him with an appropriate address, and a very handsome Bible.

At the cheese market last week, a quantity of cheese was sold at 11 1-16 cents per pound. This price is absolutely without precedent, being the highest ever realized on the local market at this season of the year.

Woodstock's chances of securing a canning factory out of the negotiations which have been in progress for several weeks past, are exceedingly slim. The London capitalists, the same ones to whom a loan is being given at Ridgetown, wanted a loan from the city of $10,000, with which to establish an industry to be known as the Woodstock Canning Company. The proposition was at first very favorably considered, but later the finance committee of the city council decided to refuse to recommend the granting of the loan. The communicated their decision to the promoters of the company, stating that they would be willing to do something in the way of fixed taxation and cheap water rates as an inducement to locate here, but no reply has been received.

S. A. Kipp, of Blandford township, a veteran maple syrup manufacturer, who each year makes hundreds of gallons from the eight hundred trees he taps, made a small quantity of syrup one day last week. He has been in business for many years, and his father before him, and he says that in his opinion this establishes a record, at least for Oxford county. He does not know of another instance where syrup was made so late in the season. Of course, the quantity made was not large. He merely tapped a few trees after the recent big snow storm. The sap ran well, and a large quantity was received, considering the number of trees. When boiled down the usual amount of syrup was secured.

CHATHAM.

John Glasgow shipped over 100 cases of eggs to Toronto last week.

Blenheim is to have a canning factory. Mayor Shillington has received a favorable answer from the promoters of the enterprise and a by-law will in all probability be shortly submitted to the electors giving them some assistance.

C. E. Lister, of the Maple City Creamery, is preparing nearly 2,000 pounds of creamery butter for export. This will be the first shipment of the season. Mr. Lister has also inaugurated the delivery of bottled milk to his customers throughout the city.

Business Transfer.

Wm. Baby has disposed of his grocery business on the corner of King and Third Streets, formerly known as the Chatham Table Supply Company, to Messrs. Bradley & Son, of St. Catharines. The new proprietors, who control similar stores in Niagara Falls and St. Catharines, took charge on Saturday, the 18th.

The new proprietors have inaugurated a one-price, cash policy, coupled with four daily deliveries to all parts of the city. Mr. P. B. McQueen, of St. Catharines, has been appointed manager of the local store. He has had ten years' experience in the grocery business, and is a thoroughly practical man. Mr. McQueen has moved to this city and will reside on Forsyth Street.

PETERBOROUGH.

The annual meeting and first sale of cheese of the Peterboro Cheese Board for the season of 1907, took place recently and was well attended by the members of the board and salesmen. The board will again meet this season in Bank of Montreal Chambers. Election of officers took place, the prospects for the season were discussed, and about 800 boxes of cheese sold at 11½ cents per pound. The total registration of cheese was 809 boxes, and all sold except Fraserville factory, which only opened a short time ago, and only had ten boxes for sale. Mr. Wrighton, Mr. Cook, Mr. Gillespie and Mr. Whitten were the buyers who made purchases. Mr. Morton was also present but did not do any buying.

The prospects for an excellent season for the board are very bright, and today's meeting augurs well for the future.

The complete list of officers for the year is as follows:

President, John Riddell.

Vice-president, R. Tidhope (reelected).

Secretary-treasurer, Edward Hawthorne.

Arbitrators, Robert Ward and Jas. Ryan, with power to select a third man if necessary.

Auditors, Robert Bullock and W. Anderson.

President's Address.

In opening the sale of cheese, Mr. Riddell referred to the fact that the Peterboro cheese board was the premier board in Canada. At least that was what was said of it, and if it was not true it was the duty of those connected with the board to make it the leading organization of its kind in the Dominion. He hoped that buyers, salesmen, producers, and everyone who had an interest in the board, would work together unitedly and harmoniously to keep up the record of the Peterboro district as a cheese producing centre. Cheese was what is known as perishable goods, and in order that it might reach the consumer in good condition it was necessary that the best of care should be given the cheese from the time it left the factory until it reached the consumer in the Old Country. Nor did it follow that good cheese would be had if the care only commenced when the cheese left the factory. In the first place it was necessary that the milk should be right, that it should be delivered at the factory in good condition, that the factory should be in a clean, sanitary condition, and that the cheese-maker should be a first-class man.

The president also alluded to the evil effect of shipping green cheese. Much injury was being done to the trade in this manner, and he hoped the salesmen of the Peterboro district would break away from this practice. He did not believe that the Peterboro district was as bad in this respect as some other localities.

It is interesting to note that the first meeting of the board last year was held on May 23rd, when the offerings were 1,371 boxes. All sold at 11⅝c. and 11¾c., so that the prices last year were practically the same as the figures that prevailed last week.

The cereal companies and flour mills are all running night and day. The opening of navigation on the great lakes has brought down thousands of cars of oats and wheat. One firm alone handles fifty cars of oats per day. This means that over a hundred more hands were employed, and in this line everything is booming.

Grocers Should Learn Tea-blending.

Your correspondent called on Jas. Connal, of P. Connal & Son, one of the oldest retail grocers in the city, and found him engaged in blending tea. The process was a most interesting and apparently a very profitable one. Mr. Connal is a tea blender of no mean ability and his mixtures have gained him an enviable reputation in this district. He has had charge of this branch of the business for a long time, stepping into the place occupied by his father, who was an expert with very few equals, and did the blending for many years. In the course of a conversation in reference to grocers blending their own teas, Mr. Connal pointed out the many decided advantages he has over the grocer who handles package teas. In the first place, the grocer who handles package teas exclusively loses his identity as a grocer and becomes an agent. He is also at the mercy of the wholesale tea trade and is often disappointed in his goods. He does not know what kind of tea he is getting except what the traveler tells him and what he sees printed on the lead package.

If a grocer does know anything about tea, and he handles the package tea, all the credit of its quality goes to the package man as well as the profit of blending and putting up the tea. If the grocer who has a knowledge of tea was to buy in bulk and do his own blending he would receive all the profit and all the credit. In addition, he would know exactly what he was offering the trade and would be in a position to keep his grades up to the proper standard and to keep the flavor always right.

Mr. Connal strongly advised that all grocers make a study of teas. It is a very interesting and profitable subject, and has the advantage of requiring no time during business hours as it can be done at home at night. The only way that a thorough knowledge of the business can be obtained is through experience. The package men accomplished all they know through experience and very often at the expense of the retail grocer. But if a grocer knows nothing about teas, and is not willing to put in a good many hours in studying and experimenting, he had better keep to the package teas exclusively and make no attempt to produce his own. If he

does know something of teas he can very soon get out new ideas of his own.

One great fault many grocers have in buying tea in bulk is buying from appearances only. In this case appearances are very deceitful. Some teas, which look high grade, are not nearly so good as teas which do not look so well but have better cup quality. The only sure test is by tasting. Mr. Connal never buys any tea without first drawing a sample. If it is satisfactory, the traveler gets an order. In this way he is able to know his goods and put up teas which he knows will satisfy his customers in both flavor and price. P. Connal & Son have a very complete outfit for blending both teas and coffees, and the amount of goods they turn out would surprise the majority of people. They buy mostly from tea brokers, and therefore stand to make all the profit that is going.

T. F. Matthews, manager of the Geo. Matthews pork packing establishment, has purchased a corner lot on Park and Sherbrook streets on which he will build a modern retail store. The Matthews Company are now conducting two retail pork and provision stores in the city and this will make a third. It will be fitted up with all modern improvements from a sanitary standpoint. That a large business will be worked up is almost a certainty, as this section of the city is growing very rapidly.

LONDON.

The New York Store, the oldest retail grocery establishment in London, having been in existence for nearly 50 years, is now to be used for other purposes. It is located on the south side of Dundas street, west of the market lane, and runs clear through to the Market Square. It was established, and for many years conducted by, the late W. Simpson Smith, father of Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, and for several years past has been run by C. H. Lee, ex-president of the Retail Grocers' Association. Mr. Lee has sold out his lease to the Canadian Packing Company, who intend using it as a retail meat store. The transfer is a most profitable one for Mr. Lee, who is now selling out his stock of groceries at bargain prices. He has not yet decided on plans for the future, but will, in all probability, be able to find premises elsewhere in the city in which to re-engage in business.

In consequence of the jump in wheat millers have advanced the price of flour 10c. per cwt., and there is a prospect of a still further rise. Grocers also complain of a scarcity of potatoes, which have been going up in price rapidly of late. All this helps to make housekeeping a serious matter these days.

The matter of the grocers' picnic stands just where it did a week ago. The suggestion is made that the association run an opposition excursion to the Falls via the Grand Trunk, and devote the rake-off of forty cents a ticket to purchasing dinner for each patron. The parties having the contract with the M.C.R. are said to be in the picnic business merely for the rake-off, and competition such as that now under consideration would hit them in a tender spot. Now, if the association were to run an excursion to Toronto it would not only prove popular, but would enable the grocers themselves to combine business with pleasure. But the fare is a most important matter, the excursion rate from London to the Queen City being $2.35, as against $1.60 to Detroit (about the same distance), and $2.10 to the Falls. The cause of this difference is that while Toronto is allowed to remain on the railways' commercial list, the Detroit Board of Trade has seen to it that that city has been placed on the transit list.

Wholesalers report teas to be maintaining high, and sugars, both raw and refined, still advancing. Canned goods are moving slowly. Brokers' advices report the currant market quiet; prices from Greece about the same as last week—23s. 6d. The supply in Greece is diminishing quickly, the only kind available at Patras being retention currants.

HAMILTON.

Grocers are booming the annual picnic, which this year looms up so large that the committee have decided that one railroad is not big enough to carry the crowd, and so arrangements are about completed with the G.T.R. and the T.H. & B.R. to divide this excursion and thus make it pleasant for everybody going. All kinds of amusements are being provided and all grocers will be welcomed.

The movement to close the stores on Wednesday afternoons during June, July and August has proved a great success and cards announcing the fact are hung up in nearly all the grocery stores in the city.

A good story comes from Dundas. A prominent grocer ordered some Demerara Crystal Sugar in bags from a Toronto house and about the same time a fruit grower of the neighborhood ordered a new fertilizer for grapevines, an article he had never seen. The orders were both delivered in the freight shed at the same time. Mr. Fruitgrower, arriving first, made the mistake of taking the bags of sugar, and, not knowing what his fertilizer might look like, he proceeded to spread the sugar around his grape vines. In the due course of time the mistake was discovered and now Mr. Fruitgrower has been pretty nearly laughed out of town.

The wholesalers and retailers held a joint meeting to discuss the question of selling to consumers. After going into the merits of the case it was found that considerable hard feeling was being aroused over the matter, and meantime the retail men are awaiting developments.

VICTORIA.

Everyone here is jubilant over the inauguration of the Canadian-Mexican steamship service, which marks a new epoch in the commercial history of western Canada, or, rather, the Dominion of Canada. The steamer Georgia, Capt. Henderson, left here on May 2nd on her initial trip, her chief ports of call will be Megattan, Acapuleo and Saline Cruz.

The steamer Lonsdale, the second Mexican liner for this service, is now on her way from Iquique to Victoria, and is expected to arrive about the 25th. The steamer will leave for Mexican ports about the end of the month. Considerable freight is already awaiting her.

There is no doubt but this connection with the Mexican Republic will have some bearing on the grocery trade throughout western Canada, for many articles of commerce will be imported and exported directly between the two countries. Such products as coffee, spices, sugar, tropical fruits, etc., etc., are in great demand at all times in this country, and equally numerous are the articles which can readily be exported to Mexico.

The new service will also affect eastern Canada, and if, when the Tehuantepec Railway is completed, the Pacific and Atlantic steamship services are operated in conjunction with the railway, this will open up a competitive shipping route between the east and the west, and should prove of inestimable value to all merchants throughout the Dominion.

Early Closing.

The weekly half-holiday question has not been settled yet. The clerks seem to have overdone themselves. They banded together, and their latest request is that all merchants shall close their shops at 1 p.m. every Saturday and remain closed until Monday.

As far as the grocers are concerned in the matter it appears very probable that they will act independently of the other merchants, and give their clerks a half-holiday every Thursday for three or four months during the summer, and also close their stores at 6 o'clock instead of 6.30.

Albion Johns, one of the partners of the firm of Johns Bros, grocers, of this city, recently met with a very serious accident. Mr. Johns was engaged in stump-clearing on his farm and was making use of a very powerful stump-puller. The machine was in operation on a tough old stump when the cable parted and went whirling round and round, mowing everything before it. Mr. Johns was unfortunate enough to be within reach and the cable struck him, breaking both his legs and smashing one almost to pieces. The cable still kept rebounding like a spring and struck the unfortunate man many times, inflicting some severe wounds. Mr. Johns had to lie in his helpless condition for some time till help reached him from the city. He was immediately conveyed to the hospital, where he is doing as well as can be expected. The doctors report that he will recover alright, but that he will always have a slight limp, as the operation necessitated removing a portion of the bone from one leg, and this will shorten it somewhat.

Mr. Johns is well known among the grocery trade in this city, and is always ready to work for anything connected with the good and advancement of the trade and all connected with it.

The Queen's Birthday.

All merchants are preparing for the great celebration here on Victoria Day. The celebration is only to extend over two days this year, the 24th and 25th. It is doubtful if there is another city in the whole Dominion which celebrates the late Queen's birthday as Victoria does. For years it has been the custom here to make this yearly celebration and bring thousands of visitors to the city, no effort being spared to make it a grand success. Money is donated on all sides, and everyone does their little towards making things attractive for the visitors. Usually the stores close one day, thus giving everyone an opportunity to see the regatta. It also allows the grocers to place their delivery waggons in the grand parade, in which the competition is very keen. Any stranger visiting the city just at present would wonder why the grocers kept such poor delivery waggons. The explanation is this: The best waggons are all in the hands of the carriage makers being prepared for the parade, and in a few days newly painted, rubber tired delivery waggons make their re-appearance all over the city. Every city has its automobiles, but very few can boast of rubber-tired grocery waggons.

In past years Dixi H. Ross & Co. have been the successful firm in carrying off the prizes, but it is whispered around that this time they will have to look out for there are some five turnouts in the opposition.

New Milling Company.

Rice milling is quite an industry in Victoria. There are two mills operating here, and we are to have another one in the near future. Work has been commenced by the Mount Royal Milling and Manufacturing Co., of Montreal, putting in machinery, and they expect to have a new and up-to-date plant running early in June.

Mr. McLorie, of Montreal, will have charge of the mill. According to present plans the company will install a large dynamo and operate by electricity. The product of the mill will be placed on the markets of the prairie provinces.

The hotel and restaurant waiters went on strike here yesterday. They want better wages and a six day working week. From all appearances they will get their demands, which do not seem to be unreasonable. It seems exhorbitant to ask any man to work more than six days a week, and as for holidays, when everyone else is celebrating that is the time the waiter is slaving.

Flour has advanced 40c. per barrel, and there is considerable interest being displayed here in the raise, for everyone is wondering if it will mean an advance in bakers' bread, of which the present price is 5c. a loaf.

The Fruit Outlook.

California strawberries have been on sale here about a week now. They are arriving in splendid condition this season, and at first retailed at 35c. per 1-lb. box, but now are down to 25c.

Local strawberries are not expected till about the 1st of June. The outlook for the crop is very good, but a high price is looked for, as the cost of packages has more than doubled and growers will have to pay higher wages for pickers.

The first consignment of California cherries reached here on the 11th, and sold readily at 50c. per pound.

Australian apples are in the market once more, and opening up in good condition; fine yellow and red fellows. The Australians certainly know how to pick their fruit for export trade. Apples are packed in strong boxes that will not bend with pressure, and round the inside of the box is placed a lining of excelsior—this prevents bruising—, then every apple is wrapped in soft white paper; the boxes are then nailed and corded, and stamped with the grower's name and the kind and grade of fruit and quantity in each box. The present price is $3.50 per box wholesale.

Australian brown onions are also in the market again. These are as sound and dry as it is possible for an onion to be, are packed in 100-lb. crates, and are selling at $3.75 wholesale.

Butter is still very scarce. Local creamery, 35c. lb. California and Washington creamery, 30c. lb. (wholesale).

California cheese is just in at 18c. lb.

Eggs are a little more plentiful.

Potatoes are almost cleaned up and are holding at $35 and $40 per ton, and steadily advancing. New California are in the market but the price is so high that it prohibits any great sale.

GODERICH.

Tom Nairn, for so many years with Chas. A. in the store on the square, is leaving for Walkerville, and with his sister, Miss Jennie, will live there. Geo. Nairn & Co., of Windsor, are opening a branch store in Walkerville, of which Tom will be manager. The I.O.O.F. presented him with a handsome jewel in token of long and friendly relations.

A. B. Davison, formerly with G. M. Elliott in the Maple Leaf grocery, has left with his family for the west. Before departing, Mr. Davison was the recipient of several presentations from church and other friends. Mr. Elliott is now on the road for Ryerson Bros. and the Matthews Packing Company, Brantford.

TORONTO

With the coming of warmer weather and the prospect of baking afternoons behind the counter, the early closing movement is advancing steadily in popular favor. A. Irving is stirring up the grocers on Bathurst Street and surrounding vicinity and expects that an understanding will shortly be arrived at that will be mutually satislactory to all concerned. W. C. Cork, who sold his store at 964 Bathurst Street to A. Irving some months ago, has started up again a few doors above his old quarters. Mr. Irving, since he took hold of Mr. Cork's business, has achieved surprising results. Almost every week has shown an increase in sales and last week beat the previous best record. Mr. Irving is a hustler and deserves to win.

F. T. James & Co., the wholesale fish merchants on Colborne Street, have just emerged from spring housecleaning with eminently satisfactory results. The exterior of their establishment is now finished in bright vermilion and salmon pink—the latter color should blend harmoniously with the business. The interior has been scrubbed and cleaned and whitewashed, and a new sign put up on the east wall.

Robt. M. Cooper is opening up a new store on Yonge Street, north of Bloor. The fixtures are of Walker Bin manufacture, and the wall casing, counters and shelving are handsomely finished.

Mrs. Dawson, mother of C. E. and W. Dawson, the well known commission merchants of this city, died this week at her home at Brantford, of which town she has been a resident for more than fifty years. The sympathy of the street is extended to the brothers in their bereavement.

POISON.

A family in Toronto ate some tomato soup and a few minutes after were violently ill. Two or three of those at the table who did not partake of the soup but did of the rest of the meal, fish, pie, etc., were not ill. The family are naturally convinced that they were poisoned by canned tomatoes. They have asked the canner to foot the expense occasioned in the way of doctor bills.

The Canadian Grocer knows who the canner of the tomatoes was. Naturally they disclaim any responsibility and, under existing conditions, we think rightly enough. The cannery is one of the best in Ontario and is very favorably reported upon by the Government inspectors who have gone over it. On the other hand there is no evidence in regard to what treatment the tomatoes were subjected to between the can and the table; or how long they stood in the can after it was opened. The canneries say: "The tomatoes were good when they left the factory. The can may have musted through. We don't know."

That's the trouble. The entire canning industry and the grocery trade don't know enough about toxic and ptomaine poisoning. It is time the food branch of the Department of Inland Revenue devoted some attention to this subject for the benefit of the public, the trade, the canning and agricultural industries.

Wm. Beaumont, grocer, of Quebec, is dead.

A. W. Wills, secretary of the United Factories, was in Montreal during the past week and reports trade well up to the mark.

POISIONED BY TOMATO SOUP

Four Suffer as a Result of Eating Soup —The Stewart's Story — Dr. Adams' Views—The Probable Outcome.

Ex-Alderman Stewart, his wife and daughter, and another member of his household, were all made seriously ill last Saturday afternoon through eating canned tomato soup at lunch. Mrs. Wm. Stewart and Mrs. Walter Stewart were still in bed Tuesday, though out ol danger.

Walter Stewart and his wife and their two small children, a boy and a girl, dined with ex-Alderman and Mrs. Wm. Stewart on Saturday afternoon at the latter's house at 148 Morse Street. The lunch consisted of canned tomato soup, fresh caught haddock and potatoes, apple pie, tea and bread and butter. Ex-Alderman and Mrs. Stewart, Mrs. Walter Stewart, and a Miss Killmaster each drank some of the soup, making no comment at the time upon its being in any way distasteful. Walter Stewart and the two children did not take any of the soup, but the former ate heartily of the fish and remarked upon its excellence. The four members of the family who drank the soup all partook of about the same quantity.

Result of the Poisoning.

Within half an hour after lunch had been finished, Mrs. Wm. Stewart and Miss Killmaster were violently ill, and went to bed suffering intense pain. Mrs. Walter Stewart complained ol a feeling of nausea, but was not seriously affected at once. She went down town later in the afterooon, fainted while waiting for a car, and was brought back unconscious. Dr. R. Herbert Adams was called in, a trained nurse sent for, and for four hours Mrs. Stewart lay literally between life and death. At one time Dr. Adams had practically given up all hope, but consciousness was eventually restored, and by evening she was out of danger.

Ex-Alderman Stewart, while attending the funeral of the late Alderman Wilson on Saturday afternoon, was attacked with nausea, and at once started for home. By the time he reached it he was in a weak condition. He went to bed and remained there all Sunday. A naturally strong constitution has enabled him to throw off the worst effects and on Tuesday he was at work again.

Walter Stewart Interviewed.

Walter Stewart and his two children, the only ones who did not drunk any soup, suffered no ill effects whatever. Seen by The Grocer, Walter Stewart declared he would not go through the same experience again for a thousand dollars. "At one time," he said, "I thought I was going to be left an orphan and a widower." Asked what his intentions were with regard to claiming compensation from the canning company, Mr. Stewart said that the matter was already in the hands of his lawyers, and that, failing immediate settlement, suit would be begun against the company on Friday. Mr. Stewart would not state the amount of damages claimed, but it is understood that the medical and other expenses incurred have been very heavy.

The Doctor's Opinion.

Dr. Adams, when questioned as to the possibility of the poisoning being due to any other cause, stated emphatically that all the evidence pointed direct to the presence of poisonous matter in the tomatoes from which the soup was made and that in his opinion the soup alone was responsible for the subsequent events.

"Ptomaines," said the doctor, "are a series of organic, introgenuous bodies, closely resembling the vegetable alkaloids in many of their chemical properties. Most of the ptomaines are ammonia compounds. Ptomaine poisoning is usually due to some form of toxin, and while a certain proportion of the ptomaines are inert and harmless, the toxins are highly poisonous and injurious. This, I consider, is a clear case of toxic poisoning."

The retailer who sold the can of tomatoes to the Stewart family was next seen, and the remainder of the case from which the can was taken, examined. The case, which was one of two obtained from a prominent commission house in the city, had been entirely sold, with the exception of five tins. The brand is one which had hitherto given every satisfaction, the retailer having distributed three or four dozen tins among his customers previous to the one sold on Saturday morning. The brand, in fact, appeared to be so popular that two more cases had been ordered. At the first news of the poisoning, however, this order was countermanded and the remaining half dozen tins returned to the jobbers. The retailer declares that he will not touch this brand again.

How it All Happened.

The perversity of Providence, as touching the present case, is well illustrated in the following incident.

The Stewarts usually deal at a small retailer's whose store is opposite that at which the can under discussion was bought. The little girl who was sent for the tomatoes by Mrs. Stewart on Saturday morning went naturally to the store to which she had always gone, but this time, as luck would have it, she was kept waiting while two or three other customers were being served. With the curiosity or cussedness of childhood, she began poking her fingers into this box and that, until finally the proprietor, who had been keeping an eye on her movements, was irritated into giving her a scolding. At that the little girl fled from the store and made her purchase across the road. The brand she bought was different from that handled by the other store and it is therefore upon this one trivial little incident that the whole situation hangs.

It is only fair to state that the brand of tomatoes from which the soup was made is one which has advanced in popular favor from the moment it was first put on the market. A tin of vegetables may go bad from a variety of causes and while circumstantial evidence is strong against the company in this case, it may be difficult to prove that the poisoning was the direct result of some harmful matter in the tomatoes themselves, and not due to one or more of the ingredients with which the soup was made.

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., May 20, 1907.

Trade continues brisk and all lines of goods are very high. All grades of flour have advanced. Manitobas have taken an upward bound from $5.25 to $5.75, this was in instalments of 15, 10 and 25 cents at a time. Ogilvie's advanced 50 cents at one bound and a later jump of 20 cents was recorded. Ontarios have also taken a skyward tendency, going from $4.10 to $4.40 a barrel. Sugar was again advanced 10 cents and the market is very strong.

MOLASSES—Reviewing the molasses situation a prominent jobber said that importations in molasses this year will probably show that Porto Rico molasses has become a thing of the past. The introduction of United States capital and the development of the sugar industry there has entirely done away with the old style process of making sugar, and the only kind of molasses now made is a low grade centrifugal, that is only fit for distilling. The real old Simon pure article of Porto Rico molasses is very scarce. In the last two years a quantity of so-called fancy molasses has been sent out from Barbadoes, which is taking the place of Porto Rico stock. The importations of ordinary choice Barbadoes molasses are very light, the fancy proving more satisfactory and a better seller.

FISH—The fish market is pretty well cleaned up on almost all kinds of salt fish. Some dealers are carrying a few pickled herring, but nothing more than would fill local requirements. Stocks of last year's cod and pollock are almost entirely cleaned up and already new fish are being received. The price is slightly lower.

The backward weather, the dealers say is to blame for the shortage in fresh sh. The catches have been very small and scarcely anything except gaspereaux are being caught. The shad season should commence this week, and salmon are expected about the first week in June.

SEEDS—The very late spring has resulted in holding back the sale of seeds considerably. Whereas in previous years the jobbers were over their busy time in this trade, it is now just at its height and though there is a good demand right now, it is probable that the sales this year will fall below past seasons.

Potatoes are now a luxury and farmers up the river are reaping the harvest. The wholesale price is now $2.35 per

(Continued on page 37.)

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THE SITUATION IN THE WEST.

Seeding is about five weeks late this spring in Western Canada and naturally there is considerable anxiety in business circles. Two weeks ago the outlook was gloomy and many leading business men were inclined to be pessimistic, but warm weather has restored the confidence of most of the doubters and crop reports from the three western provinces indicate that the situation is by no means so serious as was at first supposed. Undoubtedly the acreage will be smaller than would have been the case under normal weather conditions. The rush of immigration would naturally have resulted in a greatly increased acreage, but the best that is now expected is that the area under cultivation will equal that of last year. The wheat acreage will probably show a decrease but the farmers are, this year, paying more attention to oats and barley and these two crops will show a big compensating increase.

Reports issued by the railways and secured by the Winnipeg daily papers from their corps of correspondents throughout the country indicate that seeding is now pretty well completed, Saskatchewan and Alberta being further advanced than Manitoba. Of course there is considerable anxiety owing to the long delay in completing seeding operations, but grain growers of many years' experience in the West state that there have been many and repeated instances of good crops resulting from seeding as late as May 20th and their testimony has served to allay the general feeling of anxiety. It is felt that with favorable weather during the summer the western crop will be all right.

In the meantime the railways are rushing wheat to the lake front and already the effect is being felt throughout the country. Money is circulating more freely and wholesalers report considerable improvement in country collections.

RAILROAD RESPONSIBILITY.

From time to time, some railroad or other, happening for the moment, to incur popular disfavor, comes in for a storm of abuse that threatens to rival in its intensity that created by the late packing house scandals in Chicago. To make the railroads a clearing-house for the public conscience is hardly living up to the letter of the 11th Commandment, which says "Thou shalt give unto every man a square deal," nor is it, to our mind, showing gratitude for blessings received in proportion to vituperation over those withheld. To the railroads is directly due the development of the great west and the consequent widening of trade throughout Canada, and it does not behoove us, in an editorial or any other capacity, unduly to create faction and prejudice against them.

In the recent tie-up of traffic in the west, the C.P.R. and C.N.R. have, individually and collectively, been accused of wilfully neglecting to provide adequate service, of making no preparation against the possibility of just such a situation arising, and of failing to keep in touch with the growth of the country to whose inhabitants they represent so much. They were accused also of deliberately disregarding the congested state of the roads until it was too late to unravel the tangle, and of then making wild promises to the farmers and grain dealers which they well knew it was impossible for them to fulfil.

It is true that a great part of this wholesale arraignment was too hysterical to carry much weight or to command serious attention from those whose opinions were worth consideration, but much bad feeling has been created between the railways and the people which might have been avoided.

The railroads, on the other hand, taking the rap from their critics, have advanced excuses which are unconvincing. In their capacity as public carriers it is their duty to provide rolling stock and other equipment adequate to the needs of the country through which they run. A plea of being caught unprepared is simply a confession of not being big enough for their job. A railroad assumes an increased burden of responsibility with every mile of track laid down.

AN EXPENSIVE EVENING.

There is a case now pending in Wisconsin which, if decided favorably to the plaintiff, should do much towards forcing the railroads to install better heating and ventilating apparatus throughout their trains. S. E. Narcott, a traveler for the Dousman Milling Co., of DePere, Wisconsin, has entered suit against the Minneapolis, St. Paul and Sault Ste. Marie Railway, alleging wilful neglect on the part of the company in failing to provide adequate heating for a sleeping car in which he traveled from Minneapolis to Escanaba, and claiming $50,000 damages on account of injury to health contracted during the journey.

Mr. Marcott is at present in hospital at Escanaba; the severe cold which, it is claimed he suffered as a direct result of his chilly night, rapidly developed into typhoid pneumonia, and for a time it seemed doubtful whether he would live to see the outcome of his unique claim. It is unlikely that so large a compensation will be conceded by the court, but the case will be watched with interest by a large circle of men who will be almost as vitally concerned in the decision as the plaintiff himself. And it will be educational as well as significant.

TRAFFIC DELAY.

A Toronto grocery broker said this week that in twenty years' experience he had not seen business so quiet on the "street" as this spring. The backward season is blamed of course but the chief cause of the backwardness, according to the trade view, is the congestion of railway traffic. Wholesalers are unable to get goods either in or out on anything like time. Complaints are innumerable. Ten days for a car of sugar between Montreal and Toronto. A car of goods lost for three weeks and the grocer quite out for two weeks. These are just samples. The whole trade of the country is clogged because of this traffic delay.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.
Sugar—Advanced again.
Canned Goods—Very scarce.
Molasses—Firm.
Beans—Firm.

Montreal, May 23, 1907.

Jobbers report a very good demand for general grocery lines but complain of the poor weather as handicapping business. Everybody has been expecting a bit of the summer before this, but evidently it will be a few weeks yet before the real hot weather sets in. The strike in the harbor of Montreal is still affecting business and to make matters worse the carters working for one of the largest cartage companies have gone on strike. As a consequence one of the railroads will not take any goods from outside points for delivery into Montreal and will not accept freight in Montreal for delivery to outside points unless the shipper carts the goods to the station himself.

Sugar is firm at advance, but jobbers report that buying is checked. Molasses is firm, as are also beans. All varieties of canned goods are very scarce and higher prices would not surprise. Teas are selling very well. There is no startling news from the Japan market to date. Raisins and currants are slow. Coffees are fair. Evaporated apples are still quoted at the old price. Butter is easier, but cheese has been advanced. Flour is very high, owing to the increase in the price of wheat.

SUGAR—Sugar is strong at last week's advance. Prices are very high and demand is checked for that reason. Some orders are being placed, but these are more for sugars which are required for immediate use than anything else.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—For city delivery molasses is higher this week, as will be seen from quotations. Orders are very good and better business is expected as the season advances. Corn syrups continue in strong demand, which is something unusual at this season.

Barbadoes, in puncheons	0 29 0 31
" " fancy	0 32½ 0 33½
" in barrels	0 31½ 0 32½
" in half-barrels	0 34½
New Orleans	0 22 0 25
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 02½
" ¼-bbls	0 03½
" 2½ lb pails	1 50
" 25 lb pails	1 10
Cases, 2 lb tins, 2 doz per case	2 00
" 5 lb. " 1 doz. "	2 45
" 10-lb. " ½ doz. "	2 40
" 20-lb " ¼ doz. "	2 35

TEA—There is considerable activity in Pekoe, Souchongs, Ceylon and India teas. Low grade and medium Japans are also in good demand. Advices from Japan state that the market is firm with little business at the prices, although considerable inquiry is reported.

Japans—Fine	0 29 0 31
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon green—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES—Fair business is being done in coffees at prices quoted. There is considerable demand from country districts for various grades.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio No. 7	0 08½ 0 09½
Santos	0 09½ 0 11
Maracaibo	0 11 0 13

Roasted and grouud 20 per cent. additional.

DRIED FRUITS—Raisins and currants have not changed materially since last report. Business is not large, as this is not the season for good trade, and merchants are content to buy for immediate requirements. Prunes are selling fairly well. Nuts are featureless.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 23, 1907.

BUTTER—Market easy. Business good.

CHEESE—Little change. Prices steady.

EGGS—No change.

PROVISIONS—Hogs scarce and higher prices possible.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees per lb	0 04 0 04½
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
Californian Raisins—	
Fancy seeded 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb carton	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

SPICES—Spices have not changed since last report. Business is slow.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

BEANS—Beans are firm and prices are likely to advance in the near future.

Choice prime beans	1 40 1 50
Soup peas, whole, bag 2 bushel	2 25 2 30

EVAPORATED APPLES — Jobbers are still quoting 10c., but business is limited.

MAPLE PRODUCTS—The market is again easier, prices being a little lower on maple syrup and maple sugar. Quebec sugar is still arriving in good quantities and is selling anywhere from 6½c. to 7½c.

Pure maple syrup, bulk, per lb	0 06½ 0 07½
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 08 0 08½

RICE AND TAPIOCA—Rice is selling freely at prices quoted. Deliveries are slow, owing to labor troubles in Montreal. Tapioca continues slow.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07 0 07½

CANNED GOODS

MONTREAL.—For all lines of canned fruit and vegetables demand is strong but business is handicapped by short stocks in every line. French mushrooms have been advanced from $2.50 to $3 and are now quoted by jobbers at $18 and $27 a case. Prices of Canadian canned goods have not advanced, but it would not be surprising to see a change, so scarce are the majority of lines.

TORONTO.—Continued cold weather has added to the strength of the canned goods market. Blueberries, peaches, green gage plums, and strawberries are very scarce, some houses being quite cleaned out and unable to get more. Peaches are advanced and $2.10 and $3.25 are being asked for yellow 2's and 3's, respectively.

Many farmers have lost their young tomato plants and the crop outlook is not favorable. Peas are also firm.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," "White Rose," and brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 65
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	2 10	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	3 25	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 7 ½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59

VEGETABLE		
Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 87½	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	0 87½	0 85
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼s	0 12	0
" ½s		0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ½ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 400
" 2s, "	....	2 6
" 6s, "	....	7 50
" 14s. "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

E. C. Boeckh, president of the United Factories, is visiting Atlantic City along with Mrs. Boeckh for a few days.

ONTARIO MARKETS.

POINTERS—

Sugar—Still firm.

Canned Goods—In demand.

Fruits—Scarce.

Dried Apples—Easier.

Beans—Firmer.

Butter—Lower.

Toronto, May 23, 1907.

Business is not quite as active as it was a little while ago and the weather is generally blamed. Another drawback is the difficulty in securing the shipment of goods by rail. It might be said that the railways are about a week behind with their freight traffic and one must think a while to appreciate just what that means to the grocery business throughout Canada. Sugar, since the advance, is not going out very fast, the retail trade having stocked pretty heavily prior to that. The market is regarded here as continuing vert strong. The continued cold weather is improving the situation in relation to all canned fruits and vegetables. This is due partly to the delay in getting green stuff and partly to the doubtful crop outlook, Canned fruits are getting into very small compass and some lines are quite unobtainable. White beans are firmer. Evaporated apples have gone off somewhat, though in neither case is the spot price here affected.

TEA—There is a fairly active demand and prices continue firm. Abroad there are no special features to the marketiexcept the reported amalgamation into a trust and combine of the larger native Japan tea firms.

COFFEE—Willett & Grey, New York, say: "The receipts in Brazil continue large and encourage writers opposed to coffee to dwell upon the weight of stocks an argument which cannot be gainsaid. However, those who are continually speaking about large supplies have no coffee themselves and are probably short in the market, whereas those who are carrying large stocks are complacent and in a position to hold with relative ease.

"The San Paulo Government commenced to take up the surplus of this crop with the purchase of 2,000,000 bags, and as the size of the crop became known they resolutely continued their operations until they accumulated in excess of 6,000,000 bags, and they follow up their purchases with full determination to hold the surplus. Furthermore, the Federal authorities in Rio are fully in accord with the action of the Coffee States, as the larger this crop is the more necessary this action has proved to be. On the other hand, the larger this crop turns out the smaller will be the next crop, in fact the next two crops, as a natural result. It is this feature of assured small production that will bring full vindication to the Government after having been severely and unjustly attacked even before the details of their plan to protect their principal industry were known."

SUGAR—Sugar prices are unchanged since last week but there is a very firm tone to the market here despite the fact that buying has appreciably slackened. In raws, beet declined toward the end of last week but advanced again this week to 9s. 11½d., though not quite

making up the recession. At the close of last week, Willet & Gray, New York, said of raws:

"During the week under review the raw sugar markets, both at home and abroad, reached the highest point of the campaign, beet sugar being quoted at 11s. 2½d. and centrifugals at 3.86c. per lb. for 96 degrees test on the spot, with large sales of Cubas for June shipment at 2⅝c. c. & f., basis 95 degrees test, equal to $4.01c. landed for 96 degrees test. Porto Rico centrifugals for June shipment have been sold to New Orleans at 4c. for 96 degrees test.

"A natural reaction followed the continued advance in Europe, the close being at 9s. 9½d. for beet sugar.

"In this market trade came to a stop for a while, partly because of Europe, but more because of the continuance of the longshoremen's strike, which makes difficult the receiving of sugar by refiners.

"At the close the market is distinctly weaker, there being a number of sellers on basis of 2 9-16c., 95 degrees test, for June shipment, which refiners refuse to pay. We look for a decline very soon, if it has not already occurred, to a slightly lower basis.

"Although the Cuba centrals are closing down rapidly, as expected, yet it is learned that planters' holdings of sugar on estates are considerably larger than was indicated a few weeks ago. These are now appearing in the receipts, and make it necessary for us to increase our maximum estimate of the Cuba crop to 1,375,000 tons. The total receipts to May 1st amounted to 1,231,787 tons and the visible production to date is 1,290,000 tons."

Paris lumps, in 50-lb. boxes		5 35
" in 100-lb. "	5 05	5 25
St. Lawrence granulated, barrels		4 70
Redpath's granulated		4 70
Acadia granulated		4 70
Berlin granulated		4 60
Phoenix		4 70
Bright coffee		4 5
Bright yellow		4 55
No. 3 yellow		4 56
No. 2 "		4 40
No. 1 "		4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP—Trade is quiet. Prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 4
Corn syrup, bbl., per lb.		0 2½
" -bbls "		0 13
" kegs "		0 [illegible]
" 3 gal. pails, each		1 5[illegible]
" 2 gal. " "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 ") "		2 45
" 10-lb. " (in ½ ") "		2 40
" 20-lb. " (in ¼ ") "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 [illegible]35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95

DRIED FRUITS—Stocks of prunes on spot are getting into small compass. The market is very firm because of the crop outlook. Next season's prices have opened, at the coast at least, a cent higher than a year ago. It is said larger sizes will be scarce this coming season. Seeded raisins have opened 2c. higher than last year. Evaporated apples are decidedly easier outside and the price here will probably follow.

Prunes Santa Clara—	Per lb			Per lb.	
100-120s	0 04½				
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes		0 07
80-90s "	0 06	0 06½	50-60s "		0 07½
70-80s "	0 06½	0 07	40-50s 25-lb "		0 09
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Apricots, per lb				0 25 0 26
Peaches, "				0 18 0 20
Figs—				
Elemes, per lb				0 08 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 04½ 0 05
Currants—				
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½ 0 10
Patras	0 08½	0 08¾		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 12½ 0 15
" Fancy				
" Extra fancy				
Valencias, selected				0 09 0 09½
Seeded, 1-lb packets, fancy				0 11 0 11½
" 16 oz. packets, choice				0 10½ 0 11
" 12 oz. " "				0 09 0 09
Dates—				
Hallowees	0 05		Fards choicest	0 09
Sairs	0 04½		" choice	0 08½
Domestic evaporated apples				0 09 0 09½

NUTS—This line is about featureless. Prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—The market is firm and most lines are advancing.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 [illegible]2

RICE AND TAPIOCA—Fair business is passing and prices continue on a firm basis.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07¼

BEANS—The market is firmed up. Demand is fair.

Beans, hand picked, per bush	1 50 1 60
" prime No. 1, "	1 45
" Lima, per lb	0 06½ 0 07

HIDES, WOOL, TALLOW AND RAW FURS—Business continues within narrow limits. Prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 09½
" " " No. 2	0 08½
Country hides, flat, per lb., cured	0 07½ 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 65 1 80
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb.	0 25
" extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14

FURS.

	No. 1,	Prime
Raccoon		1 20
Mink, dark	5 00	7 00
" pale	2 50	4 50
Fox, red	3 00	3 75
" cross	2 00	20 00
Lynx	5 00	6 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber	1 00	3 00
" prairie		1 00
Weasel, white	0 10	0 15
Badger	0 75	1 75
Fisher, dark	00	00
Skunk, No. 1		00
Marten	1 50	2 00
Muskrat, No. 1	0 32	0 30
" " 2		0 25
" " 3		0 15
" " 4 and kits		0 08

THE LATE G. F. MARTER.

Was Conservative Leader in Ontario—Temperance Man.

Death came to George F. Marter, former leader of the Conservative opposition in the Ontario Legislature, at his home in Parkdale, Toronto, early on Friday morning. He had been ill some months. Mr. Marter was a far better business man than he was a politician, which is a whole lot to his credit. His influence upon the history of his country was exerted rather as a temperance reformer than as a political adherent.

For many years Mr. Marter engaged in a general business in Gravenhurst, and it was in business he got the training that made him in his later years so capable a head of the Dominion Temperance Alliance in Ontario.

The late George Frederick Marter was born in Brantford nearly 67 years ago and early engaged in mercantile pursuits. His public spirit led him also into an active participation in municipal affairs.

Early at Gravenhurst.

He removed to Gravenhurst and built up there an extensive general store business. Though scarcely a pioneer, Bracebridge was on the march of civilization when he went there. Again he was active in municipal affairs, became reeve of his town and in 1886 was elected to represent Muskoka in the Legislature. He sat for that riding until after his removal to Toronto, in 1891, to engage in the fire insurance business. In 1894 he defeated Joseph Tait, the Liberal member in North Toronto. For many years Mr. Marter was prominent in the counsels of the Conservative opposition, and when Sir Wm. Meredith was raised to the bench succeeded to the leadership in 1894. His duties began with the opening of the Legislative session in the February following and he resigned the leadership a little more than a year later. He was succeeded by J. P. Whitney.

As a Temperance Worker.

Probably the most important feature of Mr. Marter's public life was the great influence which he exercised in connection with the Dominion Alliance. Always a staunch temperance advocate he introduced a prohibition bill into the Legislature in 1891, but he first became associated with the Alliance in 1902, when he was elected first vice-president and chairman of the executive committee. It was under his leadership that the campaign of that year was fought, and the following year he was selected to fill the office of president, a position that he continued to occupy until his death. Practically the

existing temperance platform was laid down by him, and it may be counted to his influence that the temperance cause occupies the position that it does to-day.

Globe's Tribute.

The Globe says of him: "G. F. Marter, whose death is mourned by a wide circle of friends, was of recent years one of the best known public men in the Province of Ontario. After his retirement from political life he took up with zeal and energy the work of temperance reform, to which he had long been openly committed. He was elected to succeed the late Rev. Dr. MacKay in the Presidency of the Ontario branch of the Dominion Alliance, and he discharged its exacting duties with self-sacrificing devotion. He was never known as a popular temperance orator, but his practical ability and business methods fitted in well with the character of the more recent moral reform propaganda, which relies less on arousing enthusiasm than it does on securing adequate enforcement of reasonably stringent parliamentary enactments. The local option movement has always had his earnest support, both as a member of Parliament and as a private citizen. It will cost his fellow-members of the Alliance some effort to find a successor as well qualified for the work. * * * * Always respected for his uprightness, he became, with advancing years, noticeably broader in his political outlook, and developed a strain of robust independence that made it impracticable for him to remain in Parliament."

GROCERY TRADE IN N.B.

(Continued from page 32.)

barrel, and the scarcity of the tubers is given as a reason for the high figure.

The supply of eggs is limited and prices are firm, but on the other hand, butter is now coming in freely and the quotations have eased off somewhat.

The Provincial Government has appointed N. S. Dow, dairy inspector for the counties of Carleton and Victoria. Mr. Dow has had considerable experience in connection with dairy work and Teachers' Institute lectures. It is understood the appointment is temporary, pending the return of the commissioner of agriculture, and has been rendered necessary by increased activity in the manufacture of creamery butter, the time of the other inspectors in the province being fully occupied.

Miss A. Goff is in the city demonstrating MacLaren's jelly powder.

Fred Hutchinson, representing Ganang Bros., St. Stephen, is calling upon the trade here.

Alderman John W. Vanwart is spending a few days upriver on a fishing trip.

MAKING THE PROVISION COUNTER PAY

By a Guelph Man.

Don't try to dignify your provision counter into a department; just have it a counter, neat and handy, and push it when you sell groceries. Suggest half a pound of tongue—40 per cent. profit—for supper. Just point out your delicious pea meal bacon, the best in town and you are the only man that sells it. Then a specialty, like ox tongue, at 40 cents a pound pays 75 per cent. profit, and sells to good people. Our monthly bill with a home wholesaler would run into $300. We, in a corner store, handled everything from chops to headcheese.

Don't imagine you have to be a butcher to sell provisions. Make the butcher do the work. Buy your chops chopped; buy your hams boned—that saves sawing. Get good sharp knives—like shaving, there's less danger of cutting yourself. Get hardwood slicing boards; dress up your marble table with hams, bacon, tongue, hocks, chops, sausage and bologna. Dress all these with parsley. Buy your stock fresh every day if possible. Do all this—don't forget. Sell pork and you will not only make a nice profit but increase your other sales as well.

DRUMMERS AS EDUCATORS.

"It is interesting to note with what spontaneity the demand of the retail trade throughout the country follows my Saturday talks with my salesmen," said a prominent jobber the other day. "I find that inevitably I make a strong point about a certain line of goods with my men, the orders of the following week reflects that fact. I believe I could sell white elephants if I would only make it strong and attractive to the salesmen to talk them up big."

The elephant story may be a bit overdrawn, but it is unquestionably true that the drummer has a great influence on the retailers of the country as to what they shall and shall not handle. Let there be a strenuous situation in the market with a given commodity and the jobbers send their drummers out to preach that fact, immediately the trade will respond to what they are told and buy to get in out of the rain or withhold their orders lest they go down in a collapse. It all suggests that the drummer is a great educational influence throughout the country, directly upon the retailer and indirectly on all the consumers of groceries.

T. A. Rowat & Co., Dundas street, London, are opening a new store in London south and are fitting it with Walker Bin fixtures in golden birch. It is a very pretty interior.

ADVERTISING SHOW.

At Madison Square Garden, New York, an advertising show, which ran a week and a day, has just closed. It included displays of every kind and sort of device, demonstrated method, scheme and style of advertising, with elaborate and artistic incidentals and supplemental features. One of the most interesting and valuable items in the general programme was a series of lectures given by leading New York experts on methods, scope and achievements of modern advertising.

FRUGALITY AND MEANNESS.

While frugality is unquestionably an element of success, there is probably room for exceptions to the conclusions of the American Grocer, regarding a man whose example it cites as how successful business men get a start in the world. This man, it says, "began as a teacher with less than $40 a year salary. He saved the piece of sugar he got with his coffee at breakfast, and when he had a pound sold it. After a few years he had enough to begin business in a small way. He was willing to practice self-denial in order to get a start. And that is about the only way one attains success."

Perhaps so, but the man who would be small enough to do a thing like that to-day would be so small that there wouldn't be room inside his skin to preserve a grain of self respect, let alone enough respect on the part of his neighbors to ever lend themselves to his successful business. Frugality is one thing and meanness is another. There are too many successful business men of the latter stamp already.

GARNISHEE IN GEORGIA.

Down in Georiga the retail grocers are laying plans to invade the next legislature with a garnishee bill that will garnishee. The present Georgia garnishee law does not always work to advantage. He tells a story of one of the Atlanta Association's members who recently sued a debtor and got judgment against the man on his bill, $20; then the debtor sued the merchant and got judgment against him for $200, claiming that he lost his position through the suit, which was that of a locomotive engineer.

B. Macdonald, Winnipeg, manager of the Ottawa Fruit Exchange, has gone to Kelowna, B.C., to become manager of the Kelowna Farmers' Exchange. He was presented with a handsome Masonic ring by some of his Winnipeg friends.

SITUATION VACANT.

WANTED—Experienced grocery clerk, capable of window-dressing and advertising; state age, salary and experience. Address Grocer, Box 632, Brandon, Man.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 22, 1907.)

Sugar continues to advance and is the most interesting feature in the grocery market at present. The recent advances have induced heavier buying by a few retailers, but the majority are buying only for present requirements.

Milder weather has had a marked effect on business, the trade showing more confidence in the business outlook. The railways are rushing wheat to the lake ports and as prices are high a large amount of money is being put in circulation. Wholesalers report considerable improvement in country collections.

CANNED GOODS.—There is a steady movement in all staple lines. Two-pound canned peaches are very scarce and are therefore commanding high prices. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's " "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, "	7 10
" Rivers Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

SUGAR.—Another advance of 10 cents per cwt. advances quotations to the following figures, f.o.b. Winnipeg:

Montreal granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 75
Wallaceburg, in bbls	5 20
" in sacks	5 15
Berlin, granulated in bbls	5 10
" " sacks	5 15
Icing sugar in bbls	5 90
" in boxes	6 10
" in small quantities	6 50
Powdered sugar, in bbls	5 70
" in boxes	5 90
" in small quantities	5 95
Lump, hard, in bbls	6 25
" in ½-bbls	6 25
" in 100-lb cases	6 25
Raw sugar	4 70

SYRUPS AND MOLASSES.—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 50
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 3 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS — No

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 96
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Quoted at 10¾c to 11c per lb. for evaporated and 9¾c to 10c per lb. for dried.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY — Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	3 75
" 10-lb. "	3 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	3 40
" " 10-lb. " ¾ doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04½
Rangoon rice, per lb	0 04
Patna "	0 04½
Tapioca, per cwt	7 50
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—Cornmeal has been advanced. Quotations are now as follows:

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22½
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES — In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" " " white, "	1 85

FOOD LAWS OF CANADA AND THE UNITED STATES

By A. McGill, Assistant Chief Analyst, Pure Food Branch Inland Revenue Dept., Ottawa.

Food legislation, as we understand that term, is a product of very recent years. This is easily explained, by a consideration of the facts that it is only within recent years that rapid and cheap transportation, modern methods of manufacture, new discoveries of available food materials, and above all, the resources of chemical science, have placed in the hands of food purveyors the means which render adulteration possible.

The English Adulteration Act was first passed in 1860, but only became workable in 1875. The first of the United States to carry out food legislation was Massachusetts; and in this State the food laws have been efficiently administered since 1886. The remaining states of the Union have followed, with varying promptness, the example of Massachusetts, until at the present time, I believe that every state has food laws on its statute books; and, in the great majority of cases, is possessed of the means of enforcing these laws. But there is great diversity among the various states in this matter; and I can best give an idea of the existing state of things by quoting Dr. Wiley's introduction to bulletin 69, of the Bureau of Chemistry at Washington. This bulletin contains a compilation of the food laws of the various states.

Situation in United States.

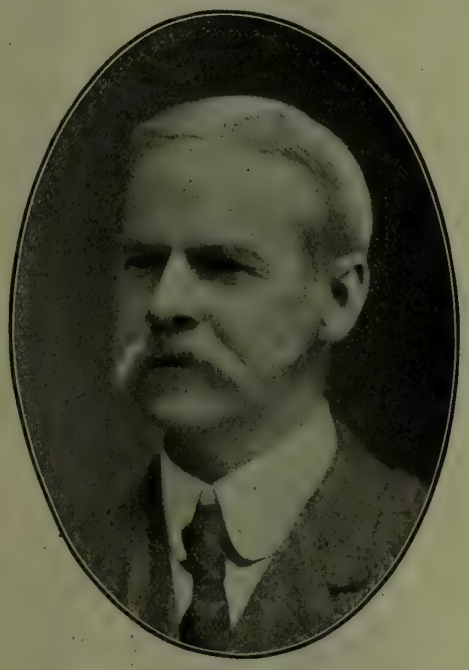
Dr. Wiley says:

"During recent years the number of states enforcing food laws has increased, and the necessity of collecting and unifying these laws has become more apparent. There is little uniformity in the laws of different states with respect to requirements of composition and labeling of food products. The food which meets all the requirements of a law in one state is sometimes forbidden to be sold in another. A manufacturer may be required to put a certain label on a food that is sold in New York and another on a similar package if sold in Illinois or in Michigan. This state of affairs has tended to make food manufacturers and dealers antagonistic to a great deal of the food legislation which has been enacted. They find it difficult to keep informed respecting the requirements of the laws and regulations of the different states in which their products are sold. This difficulty is increased in the case of the consumer.

"The lack on uniformity, even if the laws were more permanent, would cause considerable annoyance and uncertainty, but one of the most troublesome features of State legislation is found in the many changes made in the laws regulating food inspection and control in the various states.

Forty-five New State Laws.

"The first edition of bulletin No. 69 of the Bureau of Chemistry contained the laws in force in the various states on July 1, 1902. The following winter sessions of the legislatures were held in forty-five states. In three of these states new food laws were enacted, and in fourteen states very material changes were made in the laws which had previously been enforced. In the summer of 1903 bulletin No. 83, part 1, was published, in which sixty-five pages were devoted to changes in food legislation in eighteen states. In the winter of



ANTHONY McGILL
Government Analyst, Ottawa.

1903-4 the legislatures of fifteen states, including Porto Rico, met. In three states, material changes were made in the food laws at this session of the legislatures. These changes in legislation occupied eleven pages of bulletin 83, part II, of this bureau.

"In the winter of 1904-5, the legislatures met in forty-three states. It was the original intention to publish again the new legislation and the amendments enacted at these sessions. It was found, however, that the changes were so extensive that a revision of the entire bulletin, giving all the legislation now in force in the United States and Canada, seemed preferable to again printing the new laws and amendments. In some cases the new laws are identical with the old, with the exception of a few unimportant words. Although but three years have elapsed since the first publication of bulletin No. 69, it will be found that the present revised edition is materially different from the original compilation.

"The importance of harmonizing the requirements of the several states becomes more important as food legislation in the various states receives greater attention. It is believed that this compilation will do much towards securing in the near future this desirable end. It will afford to the food dealers in the various states a means of comparing the laws of each state with those of the others which it will be difficult to find in any other publication. The comparison will also be of great benefit to the manufacturers and consumers and will prove of special interest to those who in the future may be charged with the enactment of State and National legislation relating to food control."

Most Important Year.

The year 1906 was the most important in the history of the United States so far as food legislation is concerned. A federal pure-food bill became law on June 30; and further important legislation was enacted with reference to the inspection of meat, and meat-food products. There can be no doubt that most of the states of the Union will, eventually, either adopt the federal law, or bring existing State laws into practical conformity with it.

Definition the Obstacle.

I may, however, point out that the chief existing hindrance to the effective carrying out of food legislation in every country is the matter of definition. In the matter of drugs we have the pharmacopoeias to refer to; but how are we to define, for legal purposes, such common terms as flour, vinegar, pepper, mustard, whisky, etc.?

An Act of the United States Congress of March, 1903, empowered the Secretary of Agriculture to appoint a committee to establish standards of purity for food products, and a first instalment of authoritative definitions was proclaimed in December, 1904. The latest issue of a report by this committee, was dated June 26, 1906. The work of this commission has been performed with the greatest care, and with the assistance of manufacturers, dealers and importers, as well as of chemists. Of course much remains to be done yet; but there can be no doubt of the ultimate success of this work, or of its value to all concerned. In the case of most food stuffs defined, the conclusions reached will doubtless apply beyond the boundaries of the United States. It remains to be seen how far these conclusions can be advantageously accepted by Canada. Our own Act empowers the Governor-in-Council to make such regulations, from time to time, as are necessary for carrying the Act into effect, and this, of course, covers the matter of definition, so that there can be no difficulty in Canada availing itself of the work of the commission referred to, should such action be considered desirable.

WINDOW THAT DREW A CROWD

Ingenious Mechanism Turned a Trick that Aroused Curiosity — Awarded Second Prize in The Canadian Grocer Competition for February-March.

The accompanying illustration shows the window that won second prize in The Canadian Grocer's March competition. The display is Magic Baking Powder and the attraction is a magician. He has under the cloth cap in his hand a small sample can of Gillett goods and apparently by a wave of the wand in his other hand changes the color of the label from red to blue and vice versa. It is, of course, a mechanical figure.

The window is Gibbons Bros., Queen street east, Toronto, and it was dressed by one of their clerks, J. M. Thom, now with D. W. Clark, Avenue road. Mr. Thom won for Gibbons Bros. the first prize in The Grocer's 1905 Christmas window competition.

Mr. Thom, writing of the window, says:

"As this was the first time this machine had been in any store, Mr. Dobie and Mr. MacFarlane, of the Gillett Co., took the trouble to come down and see the window, and they said it was the best display they had ever had and requested me to enter in the monthly competition. There is very little to explain as to the dressing, except rows and pyramids, with two chutes filled with different sized tins, carelessly placed, while an electric bulb at the top of each chute makes it bright and catchy.

But the magician was the drawing card, both for big and small, and they blocked the sidewalk in front of the window at times. The magician is worked by motor.

THE MAGICIAN GOT SECOND PRIZE.

SIBERIAN BUTTER IN ENGLAND.

A curious factor in the provision market at the present time is Siberian butter, writes P. B. MacNamara, Canadian Commercial Agent at Manchester, under date of April 15. Huge supplies are being brought to London, and, according to expert advice, shipments will be 20 per cent. in excess of last year. The strange statement is made that there is no demand in Siberia for this butter, and it is mainly manufactured for English consumption. Last year over 600,000 cwts. were imported, though six years ago about one-third that quantity was received. New Zealand and Australia are complaining that it is adversely influencing their butter, for it can be obtained 25 per cent. cheaper. It is stated that a considerable quantity is sold in Manchester and district.

UNITED FACTORIES TO BUILD.

The United Factories Limited expect to make large alterations and entensions to Boeckh's brush factories at Toronto, owing to the rapid growth in the demand for these well known lines, the directors are making plans for new buildings and extensions in time for fall and spring trade. While weather has been backward this spring, it is indeed remarkable how business has kept up. There will be lots doing for some time to come, judging from the large amount of orders on hand.

NOTES.

L. O. Ratte, who conducted a general store at Methot's Mills, is dead.

Never lose sight of the cost of doing business. You will then probably always get a profit.

E. A. Shoebotham, of Sanitas Toasted Corn Flakes, Ltd., London, Ont., dropped in to the The Grocer on Friday last. He reported an excellent demand for the new breakfast cereal lately introduced to the Canadian trade, and stated that orders were in excess of present output capacity of their mills. A carload order in Toronto was the reason for the amiability shown by Mr. Shoebotham.

TO THE BOY IN BUSINESS

Some of the Qualities That Make for Success at the Start.

Harlow N. Higinbotham, of Chicago, began business as a boy and became a partner of the late Marshall Field, the greatest of modern retail merchants. Mr. Higinbotham was president of the Chicago world's fair and is now a prominent financier. He has written a splendid book, "The Making of a Merchant," and in the opening chapter says to the boys :—

"As a majority of business positions to-day are filled by men who entered the harness as boys, the manner in which a boy looks at his first employment is of fundamental importance. Generally he does not take himself or his duties with sufficient seriousness. He is inclined to think that he is only a boy, and that his work is of boyish inconsequence. Nothing could be further from the real facts than such an impression. To realize this it is only necessary to go into the office of any large establishment—the business heart of a commercial enterprise—and observe the swarms of boys that flit between the desks of the older workers.

"Who is always at the elbow of the executive head of an establishment of this kind? A boy! He comes into closer and more continuous contact with the proprietor, the general manager, or the department head than any adult. Because he is only a boy' he is a party to private conversations and transactions from which even the 'confidential man' might be barred. This means responsibility and opportunity, and his conduct is, therefore, of greater personal interest and moment to a business executive than he is generally inclined to think.

"Boys fail to satisfy the demands made upon them more from the lack of promptness and punctuality than by any other reason. Thousands of dismissals, rebuffs, discouragements and failures at the beginning of a career could have been avoided by these small workers had they made a cardinal point of being always on hand in their proper places during every moment when subject to duty. It is not enough that they should be generally at their stations. The time is sure to come, no matter how sparingly they allow themselves the indulgence of straying only a little from the rigid requirements of office rules, when they will be suddenly wanted—and will be found wanting!

"Many fall into the habit of being a few rods or perhaps only a few feet, from the spot where they are expected to be. This means that the busy employer must leave his desk or resort to a little extra effort to secure their attention. The actual inconvenience may seem trifling, but he is annoyed. If very charitable, he says, 'That's the boy of it,' and patiently gives the little toiler another chance. But the boy has failed to come up to reasonable requirements, and suffers accordingly in the estimation of the man that depends upon him for a certain service.

"Another seemingly petty fault very common to the younger employes is the habit of watching the clock. This is little short of infuriating to the man who is genuinely and seriously absorbed in his business. It tells him that the spirit of time serving instead of the welfare of the business is the controlling force in the work of such an employe. This is peculiarly irritating to the man who has a thoughtful and conscientious grasp of the serious side of business life. Any large employer of labor, particularly in office positions, will place heartfelt emphasis on the advice : Let the clock take be useful without regard to time or closing bells! This is the secret by which a boy or a young man of even mediocre talents may win the approval of those whom he serves. 'Anything but a time server!' has been the exasperated exclamation that has preceded many a dismissal.

"Quickness to perceive the little things which annoy a busy executive and promptness in removing them has secured the promotion of scores of boys and young men who, as the saying goes, 'have their wits about them.' Proprietors and managers of large businesses are human and susceptible to those delicate personal attentions which count so largely in home and social life. And the fact that such an attention comes from a boy and amid the hurry of business and the commercial surroundings of an office only goes to make these exhibitions of thoughtfulness more acceptable, pleasing and conspicuous.

"In a very large degree, whatever of success I have been able to achieve in the mercantile field is due to reaching out for new responsibilities and doing new things without being told. The man who rejoices the heart of the head of a great business is the man who sees something to do and does it without asking any questions. Of course, I do not mean by this that any employe should recklessly usurp the duties or responsibilities of another or of his employer ; but within the bounds of reason he should be extending the radius of his authority and responsibility, and lifting that much, as it were, from the shoulders of his employer. The latter is quick to see the force and value of such a servant and inwardly remarks : 'Here is a man who not only acts, but thinks for me. He sees through the eyes of my own self-interest and initiates and executes in my stead.' "

THE FAVORITE

WITH ALL——IS

"MELAGAMA"

TEA

FIRST-CLASS IN EVERY WAY AND—ANOTHER POINT WHICH IS TO SAY THE LEAST, OF AS MUCH IMPORTANCE TO THE RETAILER AS QUALITY——IT'S WELL ADVERTISED.

OUR LINE OF BULKS IS COMPLETE—WE CAN LET YOU HAVE SOME BARGAINS, BECAUSE WE BOUGHT RIGHT. DROP US A LINE, ALL ENQUIRIES RECEIVE PROMPT ATTENTION.

MINTO BROS., Head Office, TORONTO

BRANCHES:— BUFFALO, N.Y. NIAGARA FALLS, N.Y.

NOTE—We have a supply of linen outing caps and any clerk wanting one of these can obtain the same, free of charge by writing us, stating size of cap required. Very useful to wear around the store.

SHIPPING GREEN CHEESE TO GREAT BRITAIN

By J. A. Ruddick, Dominion Dairy Commissioner.

A PROTEST.

I am informed by some of the dairy instructors in Ontario, that many of the cheese factories are shipping their cheese in a very green condition. In fact, one instructor writes that he has seen Monday's cheese boxed and shipped on Tuesday. It is difficult to understand how intelligent men can be induced to act so foolishly, in the face of the positive warnings which they have received from time to time during the past year, as to the injurious effect of such a practice on the cheese trade of Canada. If we continue to ship green cheese to Great Britain at a time of the year when they are most likely to go into direct consumption, there can only be one result, and that will be to check the consumption of cheese enormously, with a consequent decrease in the demand, which is bound to have the effect of reducing the price before the season is over. It would seem to require scarcely a second thought to convince any person that it is a most suicidal policy to allow the cheese to be shipped when they are not in a condition fit for food and when their presence on the market will have the effect of stopping the consumption of cheese, and encouraging the consumers to look for some other article of food.

Buyers Not to Blame.

It is useless to throw all the blame on the buyers, and to let it go at that. The buyers know the danger of this sort of thing well enough, and the fact that they are offering to buy the cheese is proof that they will not act in the interest of the producer when it serves their purpose to do differently. The factory manager or salesman cannot escape his responsibility for the protection of his own business, or the business of his patrons. It is quite evident that the only way to deal with this question is for the salesman to refuse to sell the cheese until they are fit for market. I appreciate the difficulty of individual action in a matter of this kind, owing to the strenuous competition among factories, but there is nothing to prevent the salesmen on the different cheese boards from agreeing as a body not to allow cheese to leave their factories until they have attained a reasonable age, say at least ten days or two weeks. Some of the cheese boards have already done so, and I venture to say that the factories represented will reap a handsome reward before the season is over, because the district which resolutely refuses to allow the cheese to go forward until they are in a proper condition, will add very materially to its reputation on that account. I know of no surer way of forcing the market down than by selling green cheese.

Government Instruction Nullified.

Those who are following the sales on the cheese boards closely, will have noticed that certain districts are receiving a handsome premium over others, simply because they have sufficient foresight and good business judgment to recognize that it pays them to protect the reputation of their cheese in every possible way. When the patrons of cheese factories come to fully realize how vitally they are interested in the actual condition of the cheese as it reaches the consumers in Great Britain, they will make it warm for any factory manager or salesman who allows absolutely green cheese to be shipped from the factory. What is the use of the Government spending money for the purpose of instruction if cheese are to be shipped before any one can determine anything about their quality? The instructors might just as well remain at home, under such circumstances. Any of the improvements which have been made in recent years, and which have done so much to help the cheese industry, will be almost wholly nullified if this sort of thing goes on.

With the knowledge that I have as to the effect of this practice on the British market, I conceive it to be my duty to protest as vigorously as possible against a continuance of this practice and point out the inevitable results if it is continued.

BUTTER TEST.

Early this year samples of butter taken from twelve different districts in Canada were examined by the district analysts and reported upon in the official bulletin issued by the Inland Revenue Department at Ottawa. These districts included Nova Scotia, New Brunswick, Quebec, Montreal, Ottawa, Toronto, Manitoba and British Columbia. Out of ten samples from Toronto, all were found genuine; out of twelve from Montreal, six were genuine, two doubtful and four adulterated. Montreal, in fact, made the worst showing of the twelve. A good proportion of the adulterated samples contained large quantities of water and two consisted almost entirely of foreign fat.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $110—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. **WINNIPEG, MAN.**

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Hot Weather Meats

The warm weather is here at last and will be for some months. Arrange with us now to send you daily or weekly supplies by express.

Cooked Hams
Cooked Rolls
Cooked Corned Beef
Cooked Lunch Tongues
Cooked Ox Tongues
Brown Headcheese Hocks
Beef-Bolognas
Fresh Sausage

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

The Brand That Wins

Most grocers know that most particular housewives pin their faith to the famous

Corona Brand

of groceries and provisions because Corona is ***the brand of unparalleled excellence.*** The Crown is the housewives' guarantee of Purity and Quality.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The Brand
The People
Demand

When you've said that about the RYAN BRAND of

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

you've expressed the reason why you should stock no other line of provisions.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

That cheese prices continue so high is a matter of surprise in some respects, but is not otherwise than could be expected when viewed in another light. Quotations, instead of declining, as they should at this time of year, are slowly climbing upwards. This is the export season and under ordinary circumstances figures quoted this week would be quite low when compared to ruling prices. As it happens, this is not an ordinary season. The make to date has been considerably less than for the same period last year and consequently supplies are short of requirements. The spring has certainly been very backward and general conditions have been against a successful cheese making season to the present. And again, there has been a lot of short selling. The make has increased little by little, but the most optimistic must admit, slowly. Receipts have not been nearly as large as they should be to take care of the trade, which is always to be transacted this month.

To make matters worse, it is next to impossible to secure delivery from some districts in anything like reasonable time after the cheese has been purchased, owing to labor troubles. The carters working for one of the large railway companies operating into Montreal have gone on strike, and this railroad cannot take freight, cheese or anything else, for delivery from any of the districts through which it runs. Nor can the same company accept freight for transportation from Montreal, unless the shipper be willing to do the carting himself. There is further troublt through the strike of the 'longshoremen in the harbor. Sometimes good-sized lots of cheese are received by river boats, but now since the regular wharf laborers have quit work it is a very difficult matter to handle cheese arriving by water.

Such lots as are received in Montreal are rapidly cleaned out. Export demand is strong enough in itself to eat up present receipts, while the ordinary local trade must also receive its share of attention.

It would be unwise to prophesy the future, but from present indications high prices will be the rule for a short while at least. More cheese is required and better transportation facilities, then a decline may be expected.

Practically every week sees a slight decline in butter. This is not an exception. Figures asked are now nearing a level which will permit thoughts of an export trade, although they must decline still further to interest buyers in England. From all reports Old Country importers are none too anxious to buy Canadian butter and they are likely to wait for figures which suit them. There has been a great deal of money lost on Canadian butter in England, as has before been stated in these columns, and English houses have taken down the old motto, "He who hesitates is lost," and are substituting such old saws as "Slow but sure" and "Better sure than sorry." However, there is no necessity for adopting too pessimistic an attitude. Exports business will be transacted this year as every other season. Perhaps it will not open as early as some would wish, nor will it likely be large enough to suit everybody, but it will come.

Receipts are arriving mostly by express, and deliveries are not so bad as in the case of cheese. Not many lots of dairy rolls are being received. This grade arrives in bad condition, and from now until next winter dairy will come in tubs,

THE PROVISION SITUATION

A very much improved market in the Old Country has put new life into the packing industry in Canada. Prices for best have advanced from 6s to 8s in about 10 days and are now at 62s to 63s. The advance began when the Old Country agents of Canadian packers decided that the situation justified a rise. Buyers there realized that the increase in Danish killings did not make up for the decrease in Canadian and that the summer trade was very near with very small stocks on hand. The advance was realized. Then came the labor troubles at Montreal and New York with difficulty in getting supplies forward. To help on the movement the Danes last week killed two or three thousand less hogs. The change in the situation came suddenly, after months of stagnation with the Old Country market on its back. Now there is a reasonable prospect of the Canadian packers making a little money.

Maybe this is going too fast. With the improvement in prices has come the inevitable scramble for live hogs and a boosting of prices. As high as $6.65 f.o.b. country points is quoted this week, but the price is more nearly $6.50 to $6.60, while there are quotations as low as $6.40. This is an advance of from 10 to 25 cents over last week. Deliveries last week were heavier than for some time, about 28,000.

Cold weather is hindering demand for products in Canada. There is a fair consumptive demand but not nearly what it was a year ago, and not what it will be soon if warm weather sets in. The doubtful crop prospects, however, are said to be making people hesitate in their expenditures. Lard is said to be stiffening up.

Figures regarding the Canadian packing industry have been compiled by the Cincinnati Price Current and are being widely quoted, but they don't agree at all with Ontario Government reports unless a wide margin be allowed for hogs disposed of other than by way of the packing house. The Price Current states that the number of hogs packed in Canada during the year 1906-07 shows a serious decline from the totals of the three preceding years. Hogs packed during the year ending March 1 last were 1,250,000, this number being a decrease of 50,000 from the previous year, and 400,000 less than the year ending March 1, 1905, which was the record year in the Canadian packing industry, the number of hogs packed being 1,650,000. Five years ago 970,000 hogs were packed, and ten years ago the number was 800,000.

Official records for the Province of Ontario show the number of hogs sold or slaughtered in Ontario for years ended June 30 as follows :

1897	1,399,967
1898	1,592,679
1899	1,875,467
1900	2,656,049
1901	1,973,405
1902	1,991,907
1903	2,168,598
1904	2,240,083
1905	2,267,683
1906	2,222,758

PROVISION MARKETS

MONTREAL.

PROVISIONS—Canadian short cut mess pork is higher this week, and American fat back is lower. Hams are easier also. Higher prices are looked for in all hog products owing to the continued scarcity of hogs and the consequent high prices demanded. Extra plate beef is gain advanced. Lard is in fair demand. Some houses have put up compound ¼c.

Lard, pure tierces	0 12	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 50 lbs. in case	0 12½	0 12½
" " 5-lb. "	0 12¾	0 12¾
" " 3-lb. "	0 12¾	0 13
Lard, compound tierces, per lb.	0 09½	0 09½
" tubs	0 09¾	0 09¾
" " 20-lb. pails, wood	2 00	2 00
" " 20-lb. pails, tin	1 90	1 95
" " cases, 1-lb. tins, 60 lbs. in case	0 09¾	0 10
" " " 5-lb. "	0 10	0 10¼
" " " 3-lb. "	0 10	0 10½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 50
American short cut clear	23 00	24 50
American fat back	23 75	24 25
Breakfast bacon, per lb		0 16
Hams	0 13	0 14
Extra plate beef, per bbl		15 5

BUTTER—Prices continue to decline and are now lower than they have been for some time. Receipts are fairly large but stocks are not accumulating, demand being good. Large rolls are considerably lower. Dealers are not doing much in this grade as the quality of the rolls is not so good now that the warm weather is here. Farmers are putting up more dairy in boxes than in rolls.

New creamery, choice, boxes	0 21½	0 22
" " pound prints		0 22½
Large rolls	0 18	0 19

CHEESE—Cheese remains very high for some reason or other. Prices have been maintained very well. For new, dealers ask from 12½c. to 13½c., while good quality old brings anything from 14c. to 15c.

Cheese, old	0 13½	0 14
" new	0 13	0 13¼

EGGS—The egg market has not changed materially for the last month. This week there is nothing new to record. Prices are still in the neighborhood of 17½c. and 18½c. Demand is good and quite a few good-sized lots are being

Worth Commands Recognition—

A Grocery Business built upon Quality is enduring and permanent, There's Profit and Prestige to be gained selling

Clark's Meats and Beans

You get that satisfied feeling that your word is respected and relied upon—a dyed-in-the-wool reputation for handling the

Best Quality

THE NAME

FLY PAD

was registered as my TRADE MARK in 1880 and I am protected in its use under the registration act.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

stored every week. Dealers are putting away all the eggs not required for local trade, though present prices will mean high figures when the goods are offered next winter.

HONEY—Honey is very dull. Small business is being transacted. Prices are unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

TORONTO.

PROVISIONS—Demand continues fair at practically unchanged prices. Lard is firmer on account of short stocks and considerable American is being brought in.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb		0 15
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 13½	0 16
Hogs, street lots	8 90	9 50
Veal	0 08	0 10½

BUTTER—Prices have again declined, but further recession is looked for and retailers are buying only from hand to mouth. Receipts are heavy and stocks are accumulating. The product is still mostly fodder and not for keeping, so that it must be taken for local consumption.

	Per lb.	
Creamery prints	0 23	0 24
Dairy prints, choice	0 20	0 21
" " ordinary		0 19
" rolls, large choice	0 19	0 20
Baker's butter	0 17	0 18

CHEESE—A little old cheese is still obtainable at the old figures. Demand for the new cheese is increasing.

Old cheese	0 13½	0 14
New "	0 13	0 13½

EGGS—There is a slightly easier buying feeling in eggs, but the commission men's selling price continued at 18c. to 18½c. All the eggs coming are being taken care of, but the buying in the country is not so keen and pretty soon allowance will have to be made for shrinkage.

Eggs	0 18	0 18½

HONEY—Prices are nominal and without change.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY—The only trade passing is spring chickens and the price continues at 40c. Supplies are fair and demand is good.

Live Weight.

Old fowl	0	1
Ducks	0	17
Young chickens	0	13

Dressed weight.

Old fowl	0	11
Ducks	0	14
Young chickens	0	15
Tom Turkeys	0	14
Hen "	0	18

WINNIPEG.

BUTTER—Most of the creameries in the province have resumed operations, but as yet the output is vert limited. Creamery is selling at 30c. per lb. Produce houses are paying 20c. to 24c. per lb. for dairy butter, according to quality.

EGGS—The market is uncertain, but perhaps the average price is 16c. per doz., f.o.b. country stations.

CHEESE—Prices are quoted as follows :

Cheese, Ontario large, per lb		0 15½
" " twins, per lb		0 15½
" Manitoba, small (about 20 lbs.)		0 12½

LARD—The tierce price is 12¾c. per lb. Other packages take the following advances over the tierce basis :

50-lb. tins, ¼c. per lb. over tierce basis, each	6 50
20-lb wood pails, ¼c. " " "	2 75
6-10 lb. tin pails, ¼c. " " per case	8 10
12-5 " " ½c. " " "	8 20
20-3 " " 1c. " " "	8 25

CURED MEATS—Revised prices are as follows ::

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 14
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16½
Spiced rolls, long	0 17
" short	0 14½

A South Missouri paper says : "Aunt Ann Haskins had four dozen fresh eggs to freeze on her one day last week."

THE BEST IS

O'Mara's Bacon

IS THE BEST

A Trial Solicited

JOSEPH O'MARA
PORK PACKER
Palmerston, Ont.

TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

Best Goods First Class Cooking
Perfect Sterilization

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

The Manitoba Canning Co. LTD.

SELLING AGENTS:
NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

Common Sense

One of the talents essential to success in any business. Most grocers have enough of this commendable quality to prefer our

JAMS and JELLIES

not because we loudly proclaim their superiority to all other brands but because we say they are the best we know how to make. The same applies to our

PURE APPLE JUICE

Our goods are just as pure and wholesome as selected ripe fruit and fresh vegetables coupled with carefulness and perfect factory arrangements can make them.

The Belleville Fruit and Vinegar Co.
LIMITED
Belleville, Ont.

THE SEAL OF

TRURO BRANDS
QUALITY

QUALITY

Reindeer

There is a good deal in a name when it stands for quality.

It is a recognized fact that the Truro brand goods are "par excellence" the best.

"Reindeer" is the Condensed Milk to sell with profit and satisfaction.

Truro Condensed Milk Co., Limited, Truro, N.S.

CEREALS AND CONFECTIONERY

Wheat Still Advancing—Flour at Higher Prices and Unsettled—Crop Prospects in the West—Good Confectionery a Winner.

The grain trade is hanging on the crop news and all reports with any semblance of reliability are eagerly canvassed. The fact remains that prices are going higher. Grain men express the fear, though, specifically stating that they are not expressing an opinion, that we shall see $1.50 wheat. The millers naturally lean to the other side. Among them it is reported that the acreage in the west may be 10, possibly 25, per cent. less than last year. Now that the wheat is in it is reported that the country is suffering from a lack of rain. In Ontario, however, the wheat crop outlook is fairly satisfactory. Some nice warm rain would put things into very good shape. This is the pretty general view of commercial travelers.

Flour prices are advancing and unsettled. The present situation retards buying except for immediate needs, and no export business is possible.

Oats are very firm and the products are advancing, though a settled higher level of prices has not been reached. A Toronto dealer paid 45c. outside for oats on Tuesday, and they are being held in Toronto at 48c.

Confectionery.

Confectionery is like tea, attractiveness is all in the choicer kinds. High grade confectionery, well displayed, will sell itself and give a good margin of profit. The best grocers almost always handle confectionery and specialize it. For the capital expended, there isn't any more profitable department of the business. It is time now to get ready for the summer trade.

MONTREAL.

FLOUR—Owing to the continued advance in wheat millers have found it necessary to further advance prices. As will be seen from quotations, prices now asked are considerably higher than they have been for some time past. It is a question whether these figures will last, all depending upon the future action of the wheat market. Business is not very large, most people having stocked up pretty well before prices began to climb. Export trade is fair.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 2
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 20
Glenora		4 6
Manitoba spring wheat patents		5 10
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS—Prices are unchanged but an advance is anticipated within a few days. Some mills are already high-

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,
LONDON, ONTARIO

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
BODE GUM CO., 30 St. George Street, MONTREAL

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

DON'T TAKE CHANCES
Since you can stock our famous
ROLLED OATS
thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

er, but jobbers continue to quote the figures which appear below.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated " "	2 30	2 45
Golddust cornmeal. 98 lb bags	...	1 75
Rolled oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls	....	4 40

FEED—Feed is high and scarce. The market is featureless.

Ontario bran	24 00	25 00
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran	....	21 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

TORONTO.

FLOUR — Prices continue very unsettled, waiting for something definite in the wheat market. Export business is suspended. Even domestic buyers have not followed the advance, and some millers find business very slow. Others again, say that the home trade is excellent all over eastern Canada. The opinion is firmly held that prices are on a permanently higher basis for a considerable time to come.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "	....	4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40

CEREALS — Rolled wheat has been advanced 25c. Oats are advancing and the products are very firm, but a general advance has not been made yet, though some of the millers are asking more.

Rolled wheat in barrels, 100 lbs	2 70	2 85
Rolled oats, in wood, per bbl	4 50	4 75
" " in bags, per bag 90 lbs	2 25	2 62
Oatmeal, standard and granulated, per bbl	5 00	5 50
" " " in bags 98 lbs	4 02	2 00

Thos. W. Fraser, baker, of Dundee, is offering his business for sale.

F. Bradley, confectioner, of Ottawa, has been succeeded by W. C. Scott.

YOUR SODA FOUNTAIN AND ICE CREAM TRADE

Do you want to do a little better than last season? See how our rates compare with prices paid for last year's Supplies.

PHOSPHORIC ACID
FRUIT ESSENCES
HARMLESS COLORS
ICE CREAM POWDER

We can supply you at **right prices.** Drop us a line for folder.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

CANADIAN FLOUR IN WEST INDIES.

Watson, Boyd & Co., Port of Spain, Trinidad, writing to The Canadian Grocer some little time ago, said:

"What we in Trinidad want to see is the drawing of all our food-stuffs from Canada instead of, as at present, from the United States, but unfortunately there is a deep rooted prejudice against Canadian flours, on account of the past experience of the ill-keeping qualities of most brands. This prejudice must be removed and we are glad to say there is a tendency in that direction."

TELEPHONE COMPETITION.

A woodenware traveler writes:

"Uxbridge is fighting the Bell Telephone monopoly. More power to them. Competition against this company is badly needed, and there is no lack of evidence that such is the case. A shareholder of a rival concern at Markham informed the writer that their private company paid 35 per cent. dividend last year. On this basis what are the Bell people doing with their enormous income. One thing certain, commercial travelers should get special rtaes on all long distance calls."

MILK-TESTING SYSTEMATIZED.

The Canadian Cow-testing Associations, of which there will be about 50 in operation in Quebec and Ontario this year, have now got their work well in hand, and each farmer is receiving monthly reports detailing the total estimated yield of milk and butter fat of each cow whose milk he has weighed and sampled.

The work is carried on under the direct eye and auspices of the Dairy and Cold Storage Commissioner at Ottawa. About 8,000 individual cows are under regular test, their milk being weighed every tenth day and the composite samples tested each month. At North Oxford, Ontario, one cow gave 1,725 lbs. of milk in a month, testing 3.3 per cent. fat. This cow is owned by the secretary of the association there, and as a 2-year-old gave over 10,000 pounds in twelve months.

Theo Miles and J. C. Boeckh are working the Northwest and British Columbia trade at present and report business booming, notwithstanding the adverse weather conditions of the past winter, so Boeckh's brushes will be still in the lead.

Biscuits good enough to mean the difference between success and failure in the grocery business call for some attention.

Perfection Cream Sodas

are said to be just such biscuits. This decision throws

into a class by themselves. They were pure enough and good enough to merit the verdict of "Incomparable" by the women of Canada. Then that goodness has been proved lasting. Now comes the decision of practical grocers—men who know.

The inference is plain stock **Perfection Creams.**

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

1845-1906

COX'S
INSTANT POWDERED GELATINE
An old friend in a new guise.
Saves time and trouble — Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd
Gorgie Mills,
EDINBURGH

TEST

McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY 196 Purity MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade. the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited - Montreal

Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our **"PRIDE OF CANADA"** brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't.

The Maple Tree Producers' Association

Waterloo, - Quebec

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaday)

If you do any trade wth summer hotels, exhibitions, fairs, pic nics, etc., you can make a hit with

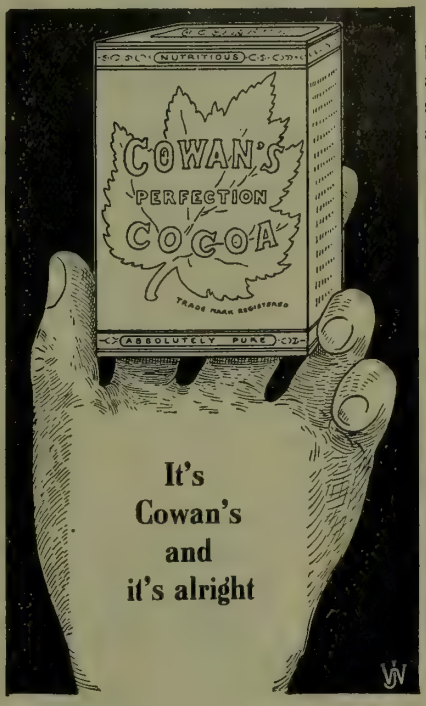
Cailler's Swiss Milk **Chocolate**

The purest of all and the safest to sell

If you haven't tasted or sold **Cailler's** you have a treat in store for you—

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

"The Maple Leaf Forever"



The national emblem means purity and quality when stamped on Cocoa and Chocolate.

Cowan's Cocoa and Chocolate

is the best marketed. If it's Cowan's it's all right and The Maple Leaf Label distinguishes Cowan's from inferior Brands.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There is nothing behind the constant demand for

Mott's

"Diamond" and "Elite" brands of

Chocolate

except purity and value.
Every grocer can depend upon always getting it right.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

CHEWING GUM

A Habit that has Created a Great Industry.

Raw Product and Process of Manufacture.

Chewing gum is a habit that has been capitalized at $9,000,000. Why people chew gum few of them could answer except the dyspeptic who work on the medicated variety as he has experimented with so many other reliefs. Pretty nearly everyone who originated in the country remembers the home-made spruce and tamarack gums for which he gathered the crude material and which were supposed to be good for coughs and colds. To-day gum, like most other things, is factory-made. A few years ago vast quantities of gum arabac were utilized in gum-making but now the gum that is the motive power for so many millions of jaws, is made from chicle. There is a little spruce, tamarack and wax gum used still, but there is comparatively so little demand for those varieties that the American Chicle Co., the gum trust, has stopped making them.

The manufacture of gum is a very simple process, and in so far as the bulk of the gum made in Canada is concerned, there need be no question as to its cleanliness. The other day a Canadian Grocer representative paid a visit to the Toronto factory of the American Chicle Co. to find out how gum was made.

The Raw Product.

Chicle is a product of the sapodilla tree of Mexico, known botanically as archeas sappotta, and is got from the sap which is collected and boiled somewhat after the manner of maple syrup. The product is a solid substance, light colored, porous, containing so much moisture, and when broken the inside surfaces appear wet. The Mexicans use the raw chicle as a gum. When Columbus came to America the natives chewed chicle to quench thirst when water was not obtainable. There is a record of Columbus having been granted rights for sapodilla so that it early assumed a commercial value in the eyes of Europeans.

Chicle arrives in this country in conveniently sized pieces for handling, wrapped in canvas. The American Chicle Co. have a warehouse for it apart from the factory. On account of the moisture in it care is taken for thorough ventilation. The chicle is placed crossways in long, narrow piles on platforms raised a few inches above the floor.

Breaking It Up.

The first course in the process of manufacture is to break and grind the chicle. This is done in a primitive-looking machine. A round iron pot, with solid bottom and grated sides receives the chicle, and a power hammer, its face armed with eight dull blades radiating from the centre, does the work. The object is to break without cutting the chicle, because the principal impurities are little pieces of bark of the sapodilla tree and if these were cut up there would be the more difficulty in getting rid of them. As the chicle is broken up the pieces fall through the round grating into a zinc covered table and a workman with a shovel returns the coarser parts to the hammer till the whole is fine enough.

The Singing Cleaners.

The ground chicle is taken to a long well lighted room with well scrubbed hardwood floors where scores of girls pick the bark and other impurities from it. Four girls sit at a table and each has before her a tray with a glass bottom over a white underlay. She spreads the chicle in a thin layer on the tray and deftly and rapidly removes the foreign matter, principally the pieces of bark. But the cleanliness of the product is not intrusted to one girl. All the chicle is carefully examined by other girls called "inspectors," who examine it, not as the others have done, but more quickly. This workroom adjoins the office and when alone with their work these girls keep up almost a constant singing. It relieves the nervous strain and monotony of the rapid search for bark impurities.

After being cleaned the chicle is spread out in bins about a foot deep in a long room with hardwood floors. Here it stays from 30 to 60 days to dry and every three or four days is turned with a hoe. Here, too, the floor is scrupulously clean. It is scrubbed after each lot of chicle is removed. Keeping the floors clean in a gum factory is something of a task, too, for a piece of chicle when stepped on flattens down and adheres as much as taffy would. After being dried it is baked and placed in an enormous steam heater kiln where the last particle of moisture is removed. The quantity of crude chicle brought into Canada last year was 4,214,259 pounds, valued at $1,049,087.

All the chicle for the nine large factories of the American Chicle Co., seven in the States, one in Canada and one in England, is prepared, that is cleaned and dried, at the Toronto factory, of which J. A. Phin is manager. Labor is cheaper in Canada than in the States and it has been found more advantageous to distribute the refined than the raw product.

Making the Gum.

The actual making of the gum is simple enough. The prepared chicle is placed in a barrel-like, steam-heated kettle and melted up or down, as you please to say it; then the necessary amount of pulverized sugar to make the chicle into the consistency of a stiff dough is added with the requisite flavoring. The barrel-kettle is fitted with curved knives that knead the contents much as bread is kneaded in a modern bakery. The cooking and kneading is altogether a four-bow operation. The batch is then removed to tables, and while still warm is further kneaded and shaped into loaves by white-suited workmen and women. It is then passed through rollers and made into long thin sheets, pulverized sugar being used as flour to keep it from sticking. The sheets are then passed two ways between corrugated rollers which mark them into "sticks." The sheets thus marked are taken to a table where girls rapidly break them into smaller sheets containing about 24 sticks each. In this form they are removed to the packing room where girls with a skill acquired by practice and inspired by the pro rata system of pay wrap the "sticks" and place them in boxes.

A Lot of Chewing.

The annual output of the American Chicle Co. is 960,000,000 sticks of gum a year. It owns more than three million acres of land in Mexico thickly wooded with sapodilla, which is a species of palm. The company pays a fixed dividend of 6 per cent. on $3,000,000 preferred stock and in 1905 earned 13 per cent. on $6,000,000 common and last year 16 per cent.

Other large manufacturers of gum in Canada are, J. D. Bradshaw, Toronto; Row and Co., Brockville; The Bode Gum Co., Montreal; and C. R. Somerville, of Stratford.

J. W. Burgess, Bala, has built a nice new store. An attractive new fitting will be Walker Bin display counters.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was in Ottawa this week on business.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

ARTISTIC TABLE DECORATIONS

Your trade will be improved by handling our specialties. The art of artistically decorating tables for various social functions has always been our study. In

"M. H. C. POPULAR" CHRISTMAS CRACKERS

we have to offer the very best value and selection as to contents, variety and color.

PAPER TABLE SPECIALTIES—Round, square and oval paper doyleys, chop holders, croquet frills, ice cream cups, pie dish frills, etc.

Lace mats and seals for your candy boxes! Do you use them ?

All goods sold by us are manufactured at our factory in Hampstead, London, England.

MANSELL, HUNT, CATTY & CO., Limited, 116 Board of Trade Building, Montreal

Agents for Ontario :
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec :
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

PINEAPPLES

will be arriving in quantities from now till end of season. Advise your customers to make arrangements for preserving stock. We are the largest receivers of this popular fruit in **TORONTO.** Our Brands are select; and will give you satisfaction.

STRAWBERRIES

are arriving from Carolina in car lots regularly and keeping quality of stock is improving very much. Watch our price list for cheaper berries.

Sorrento Oranges

For a reasonable price oranges, Sorrentos will fill the bill.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1868

FRUITS, VEGETABLES AND FISH

Slow Movement in All Lines Accounted for by the Elements—Potatoes Scarce and High—The Montreal Sales.

The recent cold snap has put a damper on trade generally. The fruit and vegetable markets especially have been almost featureless. Fish has been stimulated to an unusual activity in preparation for the extra fast day this week, and the cold weather has played its part in boosting the trade. A car of halibut was received by one dealer and disposed of in four days, at prices ranging between 7 and 9 cents.

Potatoes seen impossible to obtain. It is doubtful whether more than four cars of Delawares and three of Ontario stock were received in Toronto last week. Prices have advanced steadily and now rule 40c. to 50c. per bag higher than at the same time last year for both eastern and Ontario stock. Any supply that can be obtained is readily disposed of at these figures. New potatoes, which have hitherto been arriving in boxes, will be shipped in carload lots from now on. The first consignment came in on Tuesday and was quoted at from $2.50 to $2.75 per 100 lbs.

The Bellona orange sales in Montreal attracted a good deal of attention from buyers all over the country. The stock opened up in fair shape, but was not above the average. The Fremona's cargo will be ready for auction probably this week.

Strawberries are not yet up to the mark, but are improving. Better quality may be looked for shortly, as the Norfolk, Virginia and Maryland berries will soon be in full supply. The nearer home they can be got the better.

MONTREAL.

GREEN FRUITS — Continued unfavorable weather has handicapped business in fruits considerably and summer trade has not by any means commenced in earnest yet. Strawberries are quoted this week but are yet rather high to tempt the ordinary buyer. Valencia oranges are higher, as are also lemons. No other new lines are quoted this week.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	....	2 00
" jumbos	....	2 25
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	5 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
Cal fornia oranges, new navels	3 00	4 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	....	2 65
Valencia oranges, case	3 75	5 75
Strawberrie , qua t	....	0 32
New figs, per lb	0 08½	0 12
Florida grape fruit, box	....	6 50
Jamaica grape fruit, box	4 00	4 50
Limes, crates	....	1 25

VEGETABLES — Only a fair business is being transacted, at prices quoted below. Weather is too cold to warrant a very strong demand for various lines. Potatoes are higher than they have been for some time. Owing to the strike of the G.T.R. carters, supplies in Montreal are very short and as a result still higher figures may rule in the near future unless the labor troubles are shortly settled. As it is now, the railway company will not accept shipments in the country for delivery in Montreal. Sweet potatoes are advanced. New potatoes are lower. Cucumbers are easier.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	4 50	5 00
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 90	1 00
Green beans, basket	....	4 50
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	....	1 50
Celery, per doz	1 10	1 50
Florida celery, case	....	4 50
Asparagus, doz. bunches	6 00	7 50
Radishes, doz	0 40	0 60
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 25	1 75
" basket	4 00	4 50
Parsnips, bag	1 25	1 50
Potatoes, green mountain, per bag	....	1 20
New potatoes, lb	....	0 05
" " bbl	....	7 00
" " basket	....	2 75
Jersey sweet potatoes basket	....	3 00
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02¾	0 03½
Red onions, bbl	....	5 00
" bag	1 75	2 00
New beets, doz. bunches	....	1 50
Old " bag	2 00	2 25
Carrots, bag	....	1 25
New carrots do	....	1 50
Mushrooms, lb	....	0 85
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	1 00	1 25

FISH — Fish business has been very good during the week owing to there having been three fish days. With the exception of shad and haddock all lines of fresh fish are plentiful. Shad is 5c. higher. The season for dore is now open, and demand for this line is increasing. The price is 8½c. Smoked and salted fish are quoted at prices which are practically unchanged.

Fresh and Frozen Fish.

Haddock, per lb	....	0 05
Halibut, express, per lb	0 08	0 09
Dressed bullheads	....	0 09
Bluefish, per lb	....	0 14
Grass pike, express "	....	0 08
Mackerel, " "	....	0 14
Dore, " "	....	0 08½
Smelts " "	0 08	0 10
Steak cod, lb	....	0 06
New fuckshad, each	....	0 40

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH *Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.*

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

Sturgeon, lb	0 11	0 12
Pike, lb	0 06	0 07
Lake trout lb		0 10
Sea trout, lb		0 10
White fish lb		0 07
B.C. salmon, lb		0 12
Salmon, lb		0 20
Smoked and Salted—		
New haddies, box s, per lb		0 08
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrador salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small. " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUIT—Sorrento oranges are quoted this week for the first time. The Toronto dealers were all fairly heavy buyers at the Montreal sales of the Bellona's cargo. The strawberry supply is still light, but the stock is getting better. The first car of Arkansas berries was received on Monday and for the most part showed up firm and sound.

Oranges—		
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 25	3 50
126's	3 75	4 00
150's	4 25	4 50
176's, 200's, 216's		4 50
Navels, extra choice, 96's, 112's		3 25
126's		3 75
150's		4 00
176's, 200's, 216's		4 25
Mexicans, 126's, 150's, per box	2 50	2 75
" 176, 200, 216, 250 per box		3 00
Valencias, ordinary 420's, per case		5 00
" large, 420's, per case	5 50	6 00
Bloods, 80's 100's, 150's ½-boxes		2 25
Ovals, 80's 100's, 150's ½ boxes		2 25
Sorrentos, 200's 300's	3 25	3 75
Grape fruit, Floridas, 46's, 54's, 64's, 80's		6 00
Lemons No. 1's 300, 360	3 75	4 00
" " 2's 300, 360		3 50
Pineapples, 24's, per case	4 00	4 50
" 30's, "		4 00
" 36's, "	3 50	3 75
Apples, large red, per box of 12 doz		3 25
Bananas, Jamaica firsts per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt	0 21	0 23
" " per pint	0 12½	0 15
" Arkansas, per qt		0 17

VEGETABLES—The cold weather has reduced trade to a low ebb in all lines. New cabbage has advanced 30c., and the demand is stationary. Cucumbers are coming in more plentifully, and attracting attention at slightly reduced quotations. Potatoes are a minus quantity, and no relief is in sight at present.

Potatoes, Delawares, per bag	1 30	1 35
" Ontario	1 20	1 25
Sweet potatoes, per hamper	2 75	3 00
New potatoes, per bush basket	2 25	3 25
" Green onions, per doz		0 15
" Egyptian, 110-lb. bag	3 25	3 50
" Bermuda, per crate, 50 lbs	3 25	3 50
Cabbage, new Canadian, per case	3 50	3 75
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 30	0 40
Radishes, Roseland, per doz		0 40
Cucumbers, hot house, per doz., fancy Boston	1 25	1 75
" Floridas per hamper	4 50	5 00
Beans, white, prime, bush		1 40
" " hand-picked, bush		1 50
" Lima, per lb		0 06
" green, per bushel		4 50
Peas per bush		4 50
Tomatoes Florida, per crate	4 00	4 50
Parsley, per doz		0 25
Celery Florida, 3, 4, 5 and 6 doz., per case		4 75
Asparagus, per doz	2 00	2 25
Fancy Baltimore spinach, per hamper		1 00

FISH—Trade is brisk and has been given a fillip by the colder weather. Great preparations are being made for the 24th, the extra fast day having a good deal to do with the inceeased de-

ALL LEMON CONTRACTS

for spring delivery have been forwarded this week

Every Order Complete and as Ordered

There is money in them for you, as the market is much higher.

WE ARE LEMON SPECIALISTS

Our celebrated **Home Guard** Brand of Messina Lemons is the reason.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106 **TORONTO AND HAMILTON**

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We have some

GOOD LEMONS

300s and 360s, at $3.00 per box.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit.

Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:

200 Bags Bombay Peanut Kernels

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

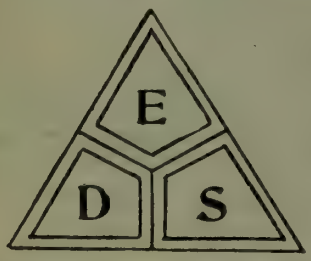
Packers and Exporters of Canned Lobsters
—Wholesale only

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

mand. Live lobsters are included in the quotations this week, and enjoy a somewhat fluctuating popularity at 17c. and 18c. There is a good movement in all fresh caught lines.

Perch, large, per lb	0 06½	0 07
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	....	0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	....	0 10
Yellow pickerel, winter caught, per lb	....	0 12
Haddock, fresh caught, per lb	0 05	0 07
Herring, per 100 count	....	1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	....	0 18
Trout, fresh, per lb	0 09	0 10
Ciscoes, per basket	....	1 35
Finnan haddie, per lb.—fresh cured	....	0 10
Labrador herring, per bbl	....	4 75
Cod, fresh caught, per lb	0 08	0 09
Halibut, fresh caught	0 08	0 09
Shredded cod per lb	....	0 08
Shredded cod per doz	....	0 90
Flounders, per lb	....	0 05
Halifax fish cakes, case	....	2 40
Live lobsters	0 17	0 18

Mr. Grocer! Could you gather the particular women of Canada into a huge auditorium and ask them to name the preferred brand of Jams and Jellies a considerable majority would nominate



E. D. S. BRAND

and there are sound reasons why they should do so. It is certain that there isn't a brand of Jams and Jellies nearly so good manufactured in Canada and none better on the world's markets. Ask for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

SALT SALT

FOR MEAT CURING AND EVERY OTHER PURPOSE

VERRET, STEWART & CO.
LIMITED

MONTREAL

Lump Rock Salt for Cattle

MUTUAL FRIENDS.

The Toronto office of the MacLean newspapers was paid a pleasant visit on Saturday last by Henry Fatum, a well-to-do merchant of Gowanstown. Gowanstown is situated in the north part of the thriving county of Perth, and as Mr. Fatum explained, though the town itself is not large, business conditions were good, upheld by a particularly prosperous farming community all round about. This was Mr. Fatum's first visit to Toronto in seven years, and he spoke of the marked improvements which the city had made during this time. Mr. Fatum is a subscriber to four of the MacLean newspapers, The Canadian Grocer, Dry Goods Review, Hardware and Metal and Busy Man's Magazine. "They are old and tried friends," he said, "and I would not like to be without them in my business. The information they give is most valuable to any retail merchant, whilst your new paper, The Busy Man's Magazine, is full of interesting reading matter." Mr. Fatum was much interested in seeing the home of these newspapers and learning how they were gotten out.

JAPAN IS HURRYING.

The value of the tea exports from Japan to Canada for the first two months of 1907 were $31,123. This is an increase of $17,670 over the total quantity exported in January and February last year. The exports of rice for the two months were $46,080, a gain of $32,627 over 1906. By a curious coincidence, the tea and rice exports for January and February, 1906, were identical in value—each showing returns of $13,-453.

NOTES.

R. Clarke, Troy, Ont., recently burned out, is rebuilding on his old site and has placed an order with the Walker Bin Company for the complete furnishing of his new store. Though doing largely a country trade, Mr. Clarke believes in having up-to-date fixtures for the handling of his large business.

Rose & Laflamme, of Montreal, are showing a very handsome and large assortment of new season's Christmas crackers, stockings, wedding cake ornaments, confectionery novelties, manufactured by Batger & Co., London, England. Their salesmen will visit the trade throughout Canada with a full line of samples.

N. Fink, a progressive grocer of Mattawa, is building a fine new store which he expects to occupy early in June. The Walker Bin people are putting in the fixtures, which are ta be oak throughout. The fittings include a 34-ft. main wallcase and shelving, counters equipped with large capacity bins, and a 30-ft. case for the display of china and glassware.

Frank Creed has returned from a successful trip to British Columbia and the Northwest in the interests of the F. F. Dalley Co., Hamilton. Mr. Creed is known to the trade from coast to coast, having represented Lamont, Corless & Co., New York, and Thos, J. Lipton in the Canadian field. He is a son of Chas. M. Creed, secretary of the Maritime Board of Trade.

HALIFAX SHREDDED CODFISH

is made to supply the needs of those who want a pure codfish in small quantities at a reasonable price. Every grocer should sell tons of it. It's A1 value.

THE ATLANTIC FISH COMPANIES, LTD.

Lunenburg
Nova Scotia

Your Canned Fish Department is not complete without the famous

"King Oscar" Sardines

Your most particular customers will thank you for calling their attention to these famous fish. If you haven't got them in stock order at once from your wholesale grocer.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

CANADIAN APPLES IN ENGLAND

The Dominion Contributes Three-Fifths of the Supply—Ontario Well to the Fore—Buying by Appearance or Weight.

J. B. Jackson, commercial agent of Leeds and Hull, England, writes forcibly and to the point on the possibilities which exist for expansion of trade between Canada and the north of England. He says: "The most remarkable development which has occurred in recent years is the great expansion in the imports of Canadian apples. According to the most reliable estimates three-fifths of the apples which have been offered for sale in the three northeastern counties during the past season were shipped here by Canadian growers, Ontario contributed the most to this supply, the shipments from Woodstock, Bowmanville, Dundas, Palermo and Colborne, being especially plentiful.

Prospects for Next Season's Trade.

"Judging by the preparations which fruit salesmen are making for the coming season there is every indication that the imports of Canadian apples will even surpass those of last season. Under the system of importing fruit direct from the actual Canadian grower to the merchant house on this side, the trade done was considered remarkable. It is computed that no less than 53,000 bbls. of Canadian apples came direct to Leeds one firm alone accounting for 35,000 of this number. With a reliable Canadian packer and a reputable English merchant house, local salesmen have begun to realize that this direct trade can be conducted with perfect harmony. There is not the least doubt that many firms who refrained from importing direct last season in order to see what success their more go-ahead competitors would meet with, will, themselves, be working under this system during the coming season, as the strict Government inspection of Canadian apples before shipment, (which is becoming to be a well-known fact on this side) gives them a greater confidence in buying Canadian-packed apples over any other fruit.

Canadian vs. United States Fruit.

"Some of the representatives who also visited the chief apple-growing districts in the United States, reported that fruit growers in that country were much concerned at the headway which Canadian apples had made on the British market, and the preference shown for them whenever they could be obtained. This they attributed to the strict Government inspection of Canadian apples before shipment, and some exporters are said to be asking that the United States Government should adopt a similar inspection to protect the reputation of United States fruit being further injured by unscrupulous packers in that country. There is also a unanimous opinion among local fruit men that the United States packers reduced both weight and the size of their barrels last season."

The Canny Scot.

According to suggestions made by some importers in the north of England, Canadian apples should be sold by weight. In Scotland this method has been adopted, for in that country the well-known superiority in the weight of Canadian apples over those of the United States has long been recognized, and for this reason, the imports of Canadian apples into Glasgow last season are said to have equalled those into Liverpool.

A barrel of Canadian No. 1 will weigh on an average 14 pounds more than a barrel of United States fruit of similar quality, and the suggestion has been made that each barrel have srencilled upon it the exact gross weight of the barrel and the net weight of its contents. The English buyer buys on appearance every time, regardless of the fact that a decision in favor of the American Eagle will sting him to the tune of just one stone. The Scotchman, on the other hand, looks neither to the left nor to the right, but fixes his eyes upon the scales, making weight the first consideration, and quality the second.

Nova Scotia Apples.

"Apples from Nova Scotia are not in demand here," says Mr. Jackson, "not because the fruit is inferior, as it is quite the equal of the apple from Ontario, but because the capacity of the Nova Scotian barrel is smaller than the one from Ontario, by at least twenty pounds. The sooner the Nova Scotia men use a barrel the equal in capacity to that from Ontario, the better for their trade, for if the smaller barrel is used much longer, their trade, as far as the Leeds and Hull districts is concerned, will be almost entirely lost."

There are between forty and fifty fruit firms in the north of England, which have capacities for disposing of from 250 to 1,000 barrels per week during the season, and who are anxious to do Canadian trade.

A BETTER MARKET FOR FRUIT.

J. S. Larke, Canadian Commercial Agent at Sydney, Australia, writing to The Canadian Grocer under date of April 15th, says: "Just now, between the cool season in Australia, high duties, and the demand in Canada, there is very little provisions, produce, or fruit being shipped from Canada though there is no doubt that the British Columbia apples could be more profitably sold in Australia than in the Canadian new provinces. Of course fish is a standatd article and the short pack of salmon makes the demand larger than the supply at ordinary prices.

NOTES.

S. G. Morse has sold his general store branch at Ruthven.

D. D. Munro & Co., grocers, of Montreal, have dissolved.

J. E. Ogle, grocer, etc., of Orillia, has sold to Wm. Swinton.

Wm. Hurtuboise, grocer, of Montreal, has sold to D. Hamilton.

F. C. Melbalk, general store, Agassiz, B.C., has been burnt out.

H. Gremier, grocer, of Montreal, has sold out to J. V. Edmond.

George Hopkins, general store, Egbert, has been succeeded by G. Thompson.

Raymond Freres, grocers and liquor merchants, have dissolved.

Rousseau & Lafrance, grocers, etc., of St. Gregoire, have dissolved.

J. O. Johnston, general store, of Englehart, have been burnt out.

Cook & Co., general store, of Granite Creek, B.C., have been burnt out.

F. X. Doucet, grocer, of Montreal, has been succeeded by Mrs. E. Aubet.

H. Schaefer, of Ayton, Ont., grocer, has been succeeded by C. Koehler.

A. G. Kilcoyne, general store, of Martindale, has retired from business.

R. J. Gordon, general store, Kars, Ont., is reported to have sold out.

J. A. Fulerton, grocer, of Albert, N.B., has been succeeded by Geo. Milburn.

The assets of N. Francoeur, general store, Horning's Mills, has been sold.

The stock of M. H. Denton, general store, Hornung's Mills, has been sold.

Elliott & Lambert, general store, Mildmay, are discontinuing their business.

J. J. Gorman, general store, of Haileybury, has suffered partial loss by fire.

Elliott Bros., bakers, etc., of Brantford, have sold their grocery business.

Austin & Jordan, grocers, of Vancouver, have closed out their business.

The Wm. Strachan Co., soap manufacturers, etc., of Montreal, have dissolved.

A. F. Dey & Co., general store, Finch, have been burnt out. They carried some insurance.

J. McClure & Son, general store, Paisley, have been succeeded by W. J. McClure.

Mrs. E. S. Carr, general store, Jacksonville, N.B., has sold out to Nelson Turney.

Wm. Glen, general store, of Woodstock, N.B., has sold out to C. E. Williams.

McIntosk & Hamilton, grocers, of Haileybury, are discontinuing their business.

McMurray, Sanders & Co., of Lennoxville, general store, have been succeeded by McMurray and Hall.

Mrs. A. Vaillancourt has succeeded Mrs. S. Jodoin in the general store business at Coaticook, Quebec.

H. Rivard & Co., of Three Rivers, grocers, have dissolved, and Hormisdas Rivard continues the business.

Sargent & Boright, proprietors of a butter factory in Masonville, Quebec, have been succeeded by G. G. Griggs.

An extension has been granted to Goodridge Alan & Sons, general merchants, of St. John's, Newfoundland.

Fraser, Viger & Co., grocers and liquor merchants, of Montreal, have dissolved, and the firm has been made into a limited company, of which Alexander D. Fraser is president.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE.

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

SPECIALTIES WANTED.

NOVELTIES and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

SITUATIONS WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detial in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

RABBIT EXPORTS.

While experiments are being made in one of the Australian states, writes D. H. Ross, Canadian commercial agent for Victoria, with the object of annihilating the execrated rabbit—they are not, at least, in some directions—being looked upon with great favor. The Victorian inspector of exports has prepared a return showing that in the export of frozen rabbits there is a valuable asset to the country. It is estimated that in 1906 over £600,000 was paid to Australian exporters for their rabbits, besides which about £39,000 was spent in labor and materials for the crates in which they were packed. Upwards of £90,000 was expended in shipping freights to London. Further benefits were derived in the freight paid to the various Australian railways for transportation of rabbits to the ports of shipment. The number of crates exported from Australia in 1906 was 944,573, each crate containing 24 rabbits, which were inspected, graded and frozen —so far as Victoria is concerned—under government supervision.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

HOW ABOUT YOUR METHODS?

There are cigars on the market which no wise grocer would care to handle and no grocer can afford to stock. Sometimes poor cigars checkmate shrewd buying and more than ordinary enterprise. Better, surely, to stock my

PHARAOH and PEBBLE

not because I say so, but because hundreds of grocers have proven their superiority as trade-builders.

Fifteen cents could not buy a better cigar than my ***Pharaoh.*** It retails at ten.

Pebble is the equal of most ten cent cigars and retails at five. And a big percentage of all the grocers in Canada say that

My Way of Doing Business is Better.

Are you posted? Your name and address on a post-card will bring particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

T. & B. Sells More Than Tobacco

More men would enjoy the pipe if they only knew of a tobacco as good as **T. & B.** The mere fact that this famous brand has made more pipe smokers than any other brand manufactured in Canada talks strong in favor of your stocking

T. & B.

Cool and fragrant as the soothing weed can ever be—a tobacco non-smokers not only tolerate, but enjoy—not a nip in a ton of it—just the tobacco she'd gladly order for him in preference to all others. Surely **T. & B.** is the brand you ought to stock. Remember

T. & B. SELLS MORE THAN TOBACCO

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

IX COMMANDMENTS OF GROCERY MANAGEMENT

A Westerner's Views on the Elements of Successful Store Keeping.

By X.Y.Z., Edmonton

A few weeks ago The Canadian Grocer invited correspondence on Shop Management. Well, in details, we all have different ideas, but after all there is only one road to success, and that is the road of hard work and by laying the foundation of your business on general fundamental principles, i.e., profit and loss. Without a knowledge of the details which go to make profit or loss your business is very flimsy, and you will be amongst the nine out of every ten who commence business but go to the wall.

I will give very briefly what I would do if I were to take the management of the grocery department in a big general departmental store, that is about the same as a separate grocery.

I. On my first entering the department I would secure an introduction to my subordinates, shake hands with each one and couple with the introduction some appropriate remark. Give a quick and perspective glance to counters, scales and fixtures, taking care not to let those who may be in charge of those things notice I am observing or taking a mental note. Those untidy counters, inaccurate scales and dirty fixtures will be all straightened up within a week or so without any great splash or to-do, almost without jar to those who have hitherto allowed them to get untidy. This will be done by gentle and polite suggestions or by a little extra unobtrusive effort of my own. Example is better than precept.

II. After carefully noting my staff and the building I would go direct to the stock. Take notes of what stock we require and of what stock wants clearing out. Then I would go to the invoice clerk and get a list of the wholesale houses with whom we have an account. Say I am wanting soap. Well, I know a hundred case lot is cheaper than a five case lot by 10 per cent. But have I the space for it? How long will it take me to dispose of it? A year! Well, then, I won't buy one hundred cases, for my capital is limited and I can invest it better by turning it over quicker on other articles which otherwise I would not be able to stock were I to tie my capital up in soap. Perhaps the money would be better at the bank at 4 per cent. than in soap, risking a fire insurance, at 3 per cent. Then, again, should I have a respectable balance at the bank my bankers would more agreeably accommodate me with an overdraft should I ever require it.

Cut to Suit Your Cloth.

If your capital is limited, buy within its limits. A boss of mine had a full, complete and big stock of canned goods, but we were sold out of certain lines for which there were daily enquiries, and consequently the disappointing of customers and losing of sales. Why was this? Well—whisper—we had sunk our capital in canned goods. A customer whom we had disappointed lots of times by being "sold out," "expecting it every day," " just ordered," smote me in such a way that I will never forget the importance of keeping a good, varied stock of sundries. She said: "Oh, dear, dear, I'll go to Smith's; you can get anything there." Now, boys, keep your stocks up or else the customers by going to Smith's so often will get a liking for Smith's, and we will finally find Smith's have got the best of them. The lesson is: Have a grocery stock, not a canned goods or proprietary soap stock.

III. I now go to cashier for information as to our annual turnover, cost of working expenses, what capital there's invested—for I intend to pay interest

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

of 5 per cent. on capital invested; see that the book debts have been sufficiently depreciated in value. Having got this information, I find the working expenses are 10 per cent. of the gross turnover. My first invoice arrives: 1 box soap, $5.50; cartage, 25c. I enter it in cost book thus: $5.50 plus 25c. plus 10 per cent working expenses equals $6.33 per box. Thus, $6.33 includes freight and departmental cost, and to sell at $6.33 per box is to sell at a sure and certain loss. Well, I have got the cost. What profit can I get? It is a proprietary line and the net profit will be only 4 per cent. Like sugar, it won't do to push. So we must push sundries, which leave a net profit of 20 or 30 per cent., to make up for the unprofitable handling of common soaps and sugars.

Do not guess at your freight and cartage charges. It's just as easy to have the correct charges added to invoice as it is to guess, and, besides, your mind is at ease because you know you are on the right side. Your neighbor may guess at freight and working expenses, but he is a fool and some day he will find it out. If you cannot get working expenses out of an article don't sell it—that's all.

Do Your Own Delivering.

For goodnes sake keep your own rigs. By doing so you will make a departmental saving. The contractor who is now delivering your goods makes a profit out of you, and you cannot afford to be a philanthropist yet. You are neither Carnegie or Gould. Even if you were a millionaire your charity could be credited in a more noteworthy way than given to a contractor who, after all, seldom patronizes your establishment; besides, it's positively certain your own employe takes more interest in the welfare of your business than the contractor's man.

I remember a lazy driver having a sack of bran to deliver but as our neighbor's rig was passing our consignee our driver dumped the bran into their rig and our neighbor delivered it. As soon as I found out what had happened I went to our driver, and said: "Gilbert, you have done a silly thing. You've introduced Allen Bros. to our customer. Their traveler will call upon them. You must never do such a silly thing again." Their traveler did call, and quoted such cutting prices that it was with great difficulty we managed to keep our customer. Most emphatically, by all means, even though at extra cost, keep your own rigs and men. There's lots of advantages, but to say the least—it's efficient and a good advertisement.

V. Never reprimand your assistant in the presence of a customer except in serious cases. Cross words hurt a customer and makes her feel uncomfortable. You will have more weighty effect if you leave the matter over until the boiling point has simmered itself. You and your arguments will be more forcible and impressive and you will win the respect of your subordinate.

VI. Always be on top of your work.

VII. Whatever you sell a lot of, in small quantities, have them ready weighed up. Weights are more correct and the orders are despatched quicker.

VIII. Always have your employer's interests fore and foremost in all your actions.

IX. Cleanliness, punctuality, honesty and patience are essential features to success.

MARKET CONDITIONS ON THE ATLANTIC COAST

Halifax, N.S., May 20, 1907.

The advance in the price of flour in the western provinces has had its effect on the Halifax market. While the merchants here are inclined to discount the unfavorable reports from the west by fifty per cent., they believe, however, that the price of flour will advance materially. It is not the usual proceeding of the local dealers to respond immediately to the western market, yet they have found it necessary to stiffen the price on this occasion, and the prospects bid for a further increase. The increase is not confined to any particular brand, but is general. The advance is from fifty to seventy-five cents per barrel.

All provisions have a higher tendency. Plate beef has advanced from fifty cents per barrel, and pork is from fifty to seventy-five cents higher. Lard is again stiffening up in sympathy with pork. Beans have advanced from five to seven cents per quart by the barrel, and they may go still higher. Sugar continues strong and with an upward tendency. The refineries made another advance of ten cents per hundred pounds last week. This advance, however, was not unexpected. The probable shortage of the tomato crop will advance prices. California raisins are still very fine.

EGGS.—The price of eggs is advancing, and the receipts are slackening up considerable. They are now quoted at 17 cents for Nova Scotia stock, and 16 cents for Prince Edward Island. The receipts of eggs from the island up to the present have been away below the average, but it is thought these conditions are due principally to navigation. As the cold storage men are now commencing to stock up, the price is likely to go still higher.

BUTTER.—On all sides the complaint is heard of the scarcity of butter. The creameries are taxed to their utmost to supply the demand, and there is very little dairy butter being marketed. Small tubs are very scarce. Creamery is quoted at 27 cents, and it costs the consumer 30 cents. Dairy tubs cannot be bought under 28 cents at retail. Judging from the present outlook, it will be some time before any relief as regards prices will come to the consumer.

BEEF AND PORK.—There is a good demand for pork at the present time, but there are very few fresh carcasses marketed. Navigation between Prince Edward Island and the mainland has greatly affected shipments from the former place. The local pork packers, Davis & Fraser, and the A. J. Matthews Co., are both doing a large business, and they are kept busy filling local orders. Prices on all pork products are very firm. Following the example set by some of the Ontario packers, the local men here are now selling boiled ham to the grocers, and it is a very salable article. Some of the local grocers say that the home-prepared article is preferable to the imported, as they can get supplies at short notice, and it is always fresh. In buying from Ontario firms the grocers could not get their orders filled as promptly as they would have liked, and then the transportation was very slow. Beef is not over plentiful, and the price has not changed since last quotations. The market is almost bare of poultry. Some turkeys are offered for sale, but the price asked is almost prohibitive. Fowls are quoted at $1.25 to $1.50 per pair, and good birds are scarce at these figures.

The appearance of the brown tail moth in some of the orchards in the Annapolis Valley has caused considerable alarm among the fruit growers and every effort is being made to stamp it out. Government horticulturists are lending the fruit growers valuable assistance in their efforts to save the orchards from destruction by this pest.

Fred Pierce, of Pierce & Wiltse, general store, Athens, is dead.

W. A. Sadler, representing Edwardsburg Starch Co., was in Toronto last week. Mr. Sadler was doing some special work among the retail grocers of the city.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and old water baths. A. McNICOL, Prop.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

TOWER HOTEL
GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Elec tric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

HALIFAX HOTEL
HALIFAX, N.S.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

HOTEL IMPERIAL
Large Sample Rooms
Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

You can make money as well ase oblige your customers if you handl our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

Don't Throw Money Away

More than a few grocers are doing that very thing. They persist in worrying along without—or with any old awning whereas the Bartlett Brand of

Roller Awning

has been adopted by all shrewd merchants. We claim to make the best awning ever marketed in Canada and we're willing to prove to the man who is willing to invest one cent to find out.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure :

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASED PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS :

Tedhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

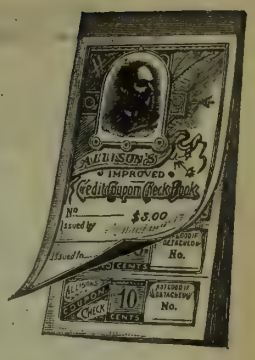
It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Book-Keeping Leaks.



It's only once in a long time that you can find a clerk who is a good salesman and a methodical accountant too. If his mind is on selling goods, he is careless with his accounts; if he is long on method he is shy on salesmanship—they don't mix. In either case you get the worst of it. And the same fact is true if you are your own clerk.

ALLISON COUPON BOOKS

do away with all that. You can cut out the bookkeeping, and save time and losses. Simple and easy as the cash system.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

How to Retail Gasolene

With a Bowser Storage Outfit you can sell gasolene with safety, because the Bowser prevents the formation of dangerous gas.

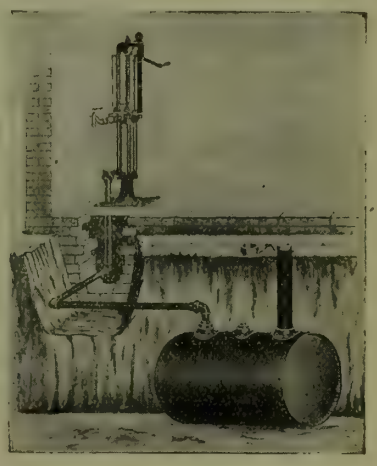
You can sell gasolene at a profit, because the Bowser prevents all losses from evaporation, leakage and waste.

Besides safety and profit, with the Bowser you can handle gasolene with as much cleanliness and convenience as though it were sold in package form.

Send to-day for catalog B, which describes the Bowser Gasolene Storage Outfits.

S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



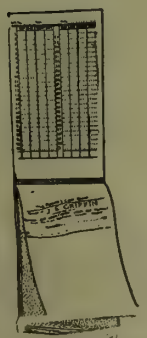
Cut No. 42
Long Distance Outfit

Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

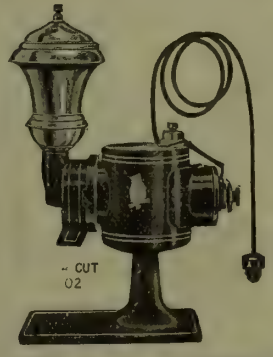
"Duplex" Counter Check Book



is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

$250 CASH

To obtain the active co-operation of the retail grocery trade in Canada we are offering cash prizes to the above amount to the retail grocers or grocery clerks who sell the largest quantity of our Pickles and Sauce between June 1st and Dec. 1st, 1907.

The prizes will be awarded as follows:—

1st Prize $100.00	4th Prize $25.00	7th Prize $5.00
2nd Prize 50.00	5th Prize 20.00	8th Prize 3.00
3rd Prize 35.00	6th Prize 10.00	9th Prize 2.00

Every bottle of the goods mentioned below is contained in an outside wrapper and the retail grocer or grocery clerk who sends to our Toronto agents the largest number of these outside wrappers on or before Nov. 31st, 1907, will receive the first prize. The sender of the second largest number of wrappers will receive the second prize, and so on.

The competition is open to any retail grocer or grocery clerk resident in the Dominion of Canada.

Wrappers in which were contained any one of the following lines will be accepted as proof of sale, viz.—

Maconochie's Panyan Pickles, Maconochie's Panyan Sauce,
Maconochie's Extra Special Pickles,
Maconochie's Suffolk Pickles, Maconochie's Finest Pickles
Moconochie's White & Co. Worcester Sauce
Maconochie's Marmalade, Maconochie's Jams or Jellies

Any of the above lines can be obtained from first-class wholesale grocers in any part of Canada. In the event of your not being able to obtain them, write to our Toronto agents for price list and names of jobber who carry the goods in stock.

All wrappers must be in the hands of our agents,

The MacLaren Imperial Cheese Company, Ltd., Toronto, Ont.

not later than November 31st, 1907.

Wrappers must be sent Registered, Postage paid, and accompanied with name and address of sender.

The names of prize winners will be published in the Canadian Grocer.

There are no other conditions attached to the competition, simply by pushing the sale of our lines and saving your wrappers you have a good chance of winning one of the nine cash prizes.

Maconochie's Pickles, Sauces, Marmalade and Jams are the greatest value ever offered in Canada, and show the retail grocer a good sure margin of profit.

Maconochie Brothers, Limited

London, England

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 24, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 20 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English 36/10's.... $2 85

Canada Flakes "Household." 24/25 s 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins,"	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case..... per doz.,	$ .90
1 " " 4 " " "	1.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	2.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa. ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	39c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	26 c
6-lb. bxs., 12bxs. in case. ½-lb. pkgs.	26c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.		1 75
10 " " 4 " "		3 00
Rep. quarts, 1 " "		6 50
Imp. " 1 " "		9 00

Cheese.

Imperial—Large size jars....	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

The only trouble with

BORDEN'S BRANDS

is that the manufacturers cannot keep up with the ever-increasing public demand. This demand is due to quality in

"EAGLE BRAND" Condensed Milk and
"PEERLESS BRAND" Evaporated Cream.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
30 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8 40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

½-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	$0 10½	20-lb. tins	2 13
½-bbls.	0 10½	Cases 3-lb. "	0 11½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
Pails	2 23	" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
4-lb. jars "	0 35

Old Crow," 12-lb. boxes—

¼-lb. tins, per lb.	35
½-lb. tins "	0 33
1-lb. tins "	0 32½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz, per doz	0 90
Pint " 3 doz	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ¼-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages		$ 2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, " {30 1-lb. " {60 ½-lb. "		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

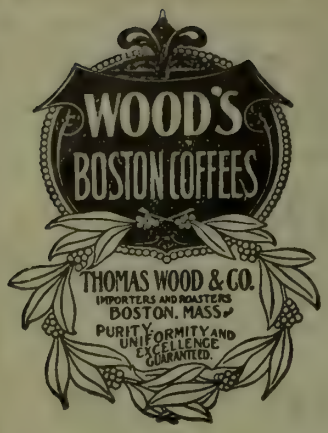
Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.



ONE LITTLE WORD

Anything that is "BEST" may be said to have reached the limit of present wisdom.
Nothing is more true than that "the best things are the most difficult."
It is not therefore without difficulty that

Best in Quality. Best in Purity
Best in the Roast. Best in the Blend.

are made the crucial test in preparing for market

"WOOD'S COFFEES"

They present an example of difficulties overcome.
They ARE the Best.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

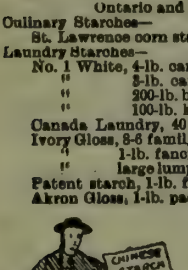
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case.	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starches—	
Boxes of 45 cartons, per case.	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 1-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs.	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 36 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 06½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

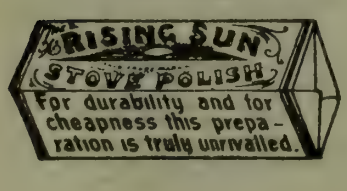
LAUNDRY RUBBER STARCH.

Agents, Rose & Laflamme, Montreal and Toronto.
32 packages in case, per case 2 35

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight.	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight.	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes.	10 00
Sun Paste 5c. size, ½-gross boxes.	5 00

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 02⅞ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.	1 10 each
3 " 38½ lbs.	1 50 "

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case.	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.	4 40
1 " " per case.	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's.	2 40	Bbls, per lb.	0 02⅞
" 12—5's.	2 45	½-bbl. "	0 03
" 6—10's.	2 40	Kegs "	0 03½
" 3—20's.	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 02⅞ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.	1 10 each
3 " 38½ lbs.	1 50 "

2-lb. tins, 24 in case, per case . . 2 00
5-lb. " 12 " " . . 2 45
10-lb. " 6 " " . . 2 40
20-lb. " 3 " " . . 2 35

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.	$0 20	$0 25
" " ½'s.	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s.	0 36	0 50
Gold Label, ½'s.	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	retail	wholesale
"A," ½'s and 1's, tins	0 50	0 35
"B" ½'s, ¼'s and 1's	0 40	0 30
"C," ½s and 1's	0 30	0 22
"D," 1's	0 25	0 20

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

LIPTON'S TEAS.
Airtight Tins Only. Ceylon and India Black Blend A, pink label, 1's and ½'s. .. 0 35 0 50
" B, orange label 1's, ½'s, ¼'s. 0 30 0 40
" C, blue label, 1's and ½'s.... 0.22 0 30
" D, green label, 1's only 0 20 0 25

MOTHER'S FAVORITE HELAGANA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 25
" " 1 lbs. & ½s.	0 22	0 30
" " 1 lbs. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 42	0 60

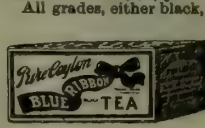
We pack Japans in all grades at same prices, anything over 60 lbs. prepaid.

Black Label, 1-lb., retail at 30c.	$0 19
" " ½-lb. " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s..	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.	0 20	0 25
Green Label, 1's and ½'s.	0 22	0 30
Blue Label 1's and ½'s.	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.	0 42	0 60
Purple Label, ½'s and ¼s.	0 55	0 80
Embossed, ½'s and ¼'s.	0 70	1 00

Cases, each 60 1-lb.	$0 35	
" " 60 ½-lb.		0 35
" " 80 1-lb.		
" " 120 ½-lb.		0 38

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	$....
" II 40-lb. boxes.	....
" III 80-lb. boxes.	....
EMD AAA Japan, 40 lb " at.	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes.	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 35	0 60
" Golden Rod	0 30	0 50
" Fleur de Lis	0 25	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s.	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
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REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1463 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies
Correspondence Solicited. Highest References.

ROBERT ALLAN & CO.
General Commission Merchan t
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad" Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
nd Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., — Toronto
Highest references — Commissions solicited

PRUNES
"CARNATION" BRAND
SANTA CLARAS
IN STORE
Quotations at request.
Anderson, Powis & Co.
Toronto Agents

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Get Ready——Now's the Opportunity

The best sellers in the grocery trade last year were :

ROWAT'S

Lime Juice
Lime Juice Cordial
Lemon Squash
Raspberry Vinegar

In Fancy Stopper Decanters to retail at 25c.

Our First Spring Shipment Arrived

New Pack Herrings and Haddies are now being offered by the packers and they are all asking us more than what we'll sell them to you at to-day. Better stock up now at our special quotations because prices are sure to advance.

Canned Herrings and Haddies

$3.60 per case—while they last.

A chance of a lifetime—at the prices we are offering.

Marmalade

(A well-known brand)

10-oz. Glass Jars,	3 doz.,	40c. per doz.
16-oz. " "	3 "	90c. "
Wine Quart Gem Jars,	3 "	$1.80 "

We will be candid—this is last year's brand, but it is in good condition. **Excellent value at the prices.**

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, Al, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle isthe centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS CEREALS POULTRY
LIVERPOOL, Produce Exchange Bldg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"

"Made in Canada" from specially selected pulp. Let us send you samples.

TRADE MARK

CANADA PAPER CO.
LIMITED
Toronto Montreal Windsor Mills, Que.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

You can make money as well ase oblige your customers if you handl our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

"Grocer Hashisownbrand bought flour of a firm of good millers and sold it under "Peerless" Brand. He worked up a large and profitable trade, when the siren came, in the person of a talkative salesman of another mill, who offered what he claimed was as good or better flour for 50 cents per barrel less. The bait was taken, and in three months Hashisownbrand had lost his trade in Peerless flour and then excused himself with 'I didn't mean to.'"

DO YOU SEE THE POINT?

Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose Brands have been on the market for over a quarter of a century.

You have been selling some, or all of these brands ever since you have been in business. You know that your Customers have been well satisfied. You know that the Canners' guarantee is behind every tin, and that you run no risk.

DON'T listen to the siren. HOLD FAST to those Brands that have satisfied your customers in the past.

On the chance of making a few extra cents you cannot afford to lose your trade.

CANADIAN CANNERS, Limited

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short sighted policy to stock an inferior brand of canned goods. You clinch both reputation and profit by stocking the housewife's favorite, the far famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you've never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand.**

The Old Homestead Canning Co.

PICTON, ONTARIO

Ask For The Proofs

I claim that my brand of Jams and Jellies is the best by test of any manufactured in Canada. The particular women of the Dominion have been educated up to this fact. They declare that

E. D. S. Brand
JAMS and JELLIES

are by far the most wholesome and purest that can be bought at any price.

Important—I wish every Grocer in Canada, who has not proven my claims, to send us a post card asking for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Satisfaction Both Ways.

¶ Nowadays the go-ahead grocer stocks only those goods that he knows will please his customers and at the same time afford satisfaction to himself.

Magic Baking Powder

is delightfully satisfying to the housewife who buys it, because it makes the lightest and most wholesome kind of biscuits, cakes, etc.

¶ It affords satisfaction to the grocer who sells it, because it is splendidly advertised and yields him a substantial profit. DO YOU SELL IT?

E.W. GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
CARMAN, ESCOTT CO.	WINNIPEG
C. E. PARADIS,	QUEBEC

Valencia Raisins

Next Time You
Order, Ask for

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agents:
Rose & Laflamme
Montreal and Toronto

SPEAKING OF SAUCES

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

Paterson's Worcester Sauce?

Honestly now, do you?
We don't.

ROSE & LAFLAMME,
AGENTS,
MONTREAL & TORONTO

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valentia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Rranges,	from Seville	**Cinger,**	from Jamaica
Ned Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Cutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Blended in Ceylon **TEAS** **In 50 lb. Boxes**

Our original blended Teas are put up in the above shape and are perfect in draw. It will pay you to get samples and prices before buying. These Teas are sure to please.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystaline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Never mind what your forefathers used to do, they did some things well and many very badly.

Black-Green-Mixed

It's the living palpitating present that you have to deal with "NOW." The modern methods versus the antiquated.

No man with his eyes open can be ignorant of the fact that in the matter of Tea sales "SALADA" leads all others by an unreachable distance.

THERE MUST BE A REASON

Yes, certainly—imitators have tried to jostle its progress.

But where are they to-day ? Wholesale terms in return for Postal.

Address "SALADA" Toronto and Montreal or New York

PHENIX

WASHING POWDER

Our ***first large*** shipment has been received and we are now prepared to fill all orders ***immediately.***

If you are not booked yet write us to-day before our supply is all gone.

Phenix is the most wonderful cleanser on the market. ***It always gives satisfaction because it thoroughly cleanses.***

Many other washing powders are said to be first-class, but ***none can approach Phenix.***

Phenix has stood the test.

AGENTS REQUIRED EVERYWHERE

Address

C. A. CHOUILLOU & CO.

14 Place Royale MONTREAL

Distributing Agents for Canada

Keep your stock of

STERLING

BRAND

PICKLES

in good assortment for approaching holiday and picnic season.

MADE IN CANADA BY

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

E. NICHOLSON

D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A.B.C. 4TH EDITION WESTERN UNION; ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg,

NO. 3

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

On March 1st, we opened in ***Edmonton, Alberta,*** Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in ***Edmonton,*** in a four storey solid brick building, 50 x 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in ***Winnipeg*** and ***Calgary.*** If you wish to place your account with a ***live, pushing*** and ***energetic Brokerage house*** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY WINNIPEG EDMONTON

GREIG'S
WHITE SWAN
PREPARED
COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

Don't Turn Your Back

ON SUCH AN OPPORTUNITY OF INCREASING YOUR BUSINESS AS YOU WILL HAVE IN THE

Greater Montreal Pure Food Show

TO BE HELD AT **THE STADIUM,** CORNER DULUTH AVE. AND ST. HUBERT ST., MONTREAL

July 1st to 7th, 1907

Write to-day for full particulars if you have not yet obtained a booth.

Do not wait till the last minute, you stand a poor chance then.

Booths are on sale at reasonable prices.

The fair will be up-to-date in every respect.

Delays are Unprofitable!

Montreal Grocery Clerks' Association

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E. **Montreal**

CANADA'S DEMANDS

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive every attention. On May 1 last our new Canadian branch, under the management of Mr. A. E. Carson, was opened and all correspondence relative to the Canadian trade should now be addressed to

THOMAS J. LIPTON, 75 FRONT ST., E.
TORONTO

Tea Merchant

HIS MAJESTY THE KING

By Special Appointment

WHERE THE BRITISH FLAG IS FLOWN THERE THE FINEST TEA IS GROWN

THE FINEST TEA —THE TEA OF KINGS
IN
THE FINEST PACKAGE —THE KING OF TEAS

LIPTON'S TEAS

PACKED IN AIRTIGHT TINS ONLY

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

OUR mammoth factory is now running to its fullest capacity refining the best grades of imported raw sugars obtainable, and hereafter we will be in position to supply the trade with

Crystal Granulated Sugar

throughout the entire year.

The quality is not surpassed by anything on the Canadian market to-day, and for any purpose for which sugar is used, is equal in every respect to the best in the world.

Ask for samples and prices.

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives:
MASON & HICKEY, WINNIPEG

Thousands of Particular Women declare that the delicious goodness and vitalising qualities of Ripe, Juicy Fruit and Fresh Vegetables are preserved in

FARMER BRAND

Canned Fruits and Vegetables

This fact explains the ever-increasing demand for **Farmer Brand**—tells the whole story of our race for supremacy in the Canned Goods industry.

Our ideals were high when we started business. We determined to be something more than just another canning concern. So we engaged the services of men who had come near making the canning of fruits and vegetables an exact science. With practically unlimited capital and controlling vast areas of the best fruit and vegetable lands on the face of this planet, we were able to live up to our ideals.

We can——**the goodness,** not some of it but **all the goodness** of ripe, juicy fruit and all the **energy-building qualities** of fresh vegetables. Do you wonder that the women of Canada insist on

Farmer Brand

Can you meet the demand?

FARMERS' CANNING CO.

Limited

BLOOMFIELD, ONT.

Direct Results from Selling ONLY RED ROSE TEA

Hundreds of merchants have had equally as good results as Mr. Barnes

April 19, 1907

T. H. Estabrooks,
St. John, N. B.

Dear Sir,—

Your letter of April 10th, 1907, to hand stating that my business with you in 1906 increased about 25 per cent. over 1905.

For the last year I have handled no other Tea but "Red Rose." I have found that Red Rose Tea gives better satisfaction than any I have ever handled, and if you continue sending me as good Tea in the future as you have in the past (which I believe you will) I will handle no other.

Please send me by first trip up of Steamer "Crystal Stream" 1 case Red Rose Tea, and greatly oblige.

Yours truly,
D. W. Barnes.

TORONTO OFFICE,
3 WELLINGTON STREET, EAST
G. H. CAMPBELL, Manager

T. H. ESTABROOKS,
ST JOHN, N.B.

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars 'Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE MARKET

BEE BRAND JELLY POWDER

Retails at 6 for 25c. with good profit. An enormous seller.

Our ***Special Box*** contains six flavors—

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY and
NUTTO

but we pack any flavor required.

Write us for free samples and prices

Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

TWO STANDARD LINES

"GOLDEN RULE" Sardines

"OAK BAY" LITTLE NECK Clams

NEW PACK GOODS.
PROMPT DELIVERY.
Every Tin Guaranteed.

INSIST on getting the above brands. They are **MONEY-MAKERS.**

Packed Only by

McDonald Packing Co.

FAIRHAVEN, - N.B.

Sole Distributing Agent for Canada:

J. W. Windsor, - Montreal

There's a Smack

about the Flavor of

Aroma Tea and Aroma Coffee

that appeals to drinkers.
There's a steadiness in the growth of your trade and profits in handling these lines, and that makes a grocer glad.

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

TIME FOR CAUTION

The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay the higher prices. We urge grocers in their own interest to stick to lines they know to be good, and to get their orders placed without a moment's delay. The new output of "Essex" goods is a step nearer perfection than anything previously attempted in Canada, with nothing in sight to equal them for quality and flavor.

Telephone and telegraph orders receive prompt attention.

The Essex Canning and Preserving Co.

8 Wellington St. E., - TORONTO

Royal Crown Witch-Hazel Toilet Soap is a Skin Food, Too

It quickly becomes a favorite, especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by wide-spread advertising.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto,
Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St., Montreal,
Agents for Quebec and Lower Provinces.

24

The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for

2 in 1

and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Grocery Sugar

We offer a nice, bright, dry crystal grocery yellow in barrels at an attractive price. ***See our travellers.***

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

It's in the Preparation

Beware of **imitations** coarse,
They follow, but cannot endure;
The Cocoanut wanted is "White Moss,"
Clean, wholesome, good profit and **pure.**

ARE YOU SELLING IT?

Ask our agent in your district for samples and information.

The Canadian Cocoanut Co.
107 Legauchetiere St West, Montreal

Vancouver, B.C.—J. F. Mewat & Co. St. John, N.B.—W. A. Simonds.
Winnipeg—J. M. Scott. Quebec—Albert Dunn.
Kingston, Ont.—W. H. Dalby.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.
58 McGill Street, - MONTREAL

DON'T THROW MONEY AWAY

Every fruit grower, every grocer, every vegetable grower loses large sums annually through windfalls, early ripenings and overloaded market.

Every cent of this can be saved.

Our Modern Canner will preserve your perishables simply, easily, cheaply.

Write for Booklet.

Modern Canner Co.,
Canadian Branch, St. Jacobs, Ont.

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited
28 St. Peter Street, Montreal

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

BECAUSE

we have always given uniform and high quality, our sales, last season, of the

CONDOR Japan Teas have **Exceeded 3000 80-lb packages**—

No such result could have been obtained unless we had, **BEYOND QUESTION, THE BEST. Market in Japan is higher, but we still quote:**

Condor I, 40-lbs., **42½**c.
Condor II, 40-lbs., **37½**c.
Condor III, 40-lbs., **35**c.
Condor X, 80-lbs., **30**c.
Condor IV, 80-lbs., **28½**c.
Condor V, 80-lbs., **25**c.
Condor XXXX, 80-lbs., **22½**c.
Condor XXX, 80-lbs., **20**c.
Condor XX, 80-lbs., **18½**c.
Condor LX, lead packets, **27½**c.
Golden Pheasant, lead packets, **20**c.

Come in and have the best—The Condor were never beaten

BECAUSE

we sell Coffees on the same principle as we sell Teas, our sales of them have quadrupled since the installation of our gas roasting plant, 16 months ago. We import the best, selected in every country of growth, for their cup qualities, we blend them scientifically and we roast them perfectly—**We have and we give the best, beyond compare, for the money. A trial order will convince you.**

OUR STANDARD BLENDS ARE:

WHOLE OR PURE GROUND

Imperial, **15**c.
Plantation, **18½**c.
Special, **20**c.
Old Crow, **25**c.
V.S.C., **27½**c.
Condor, **30**c.
EMD **35**c.
La Parisienne, **40**c.

Madam Huot's Coffee—A gem without its equal—1-lb. tins, **32**c., 2-lb. tins, **62**c.

It will pay you to ask for samples and prices of Teas, Coffees, Spices and Vinegars before buying.

The E. D. Marceau Co., Ltd.

MONTREAL

KOPS (England)

Non-Alcoholic Beverages

Still and Sparkling Wines

ALE and STOUT

Lime Juice, CORDIALS and Liqueurs, strictly temperance drinks for

TEMPERANCE PEOPLE

Pleasant, Palatable, Wholesome not even approaching the limit of spirits allowed by the Ontario License Act for so-called temperance drinks.

Kops ALE and STOUT

are brewed from the finest Kentish Hops, contain all the healthful and nourishing qualities of good Ale and Porter, but brewed in such a manner that they contain no more Alcohol than **newly made bread.** A perfect nourishing and palatable tonic for invalids and delicate people. These goods have been submitted to Dr. A. R. Pyne, M.B., M.C.P. & S., Toronto, Dominion and Ontario Analyst and certified to by him as above, also by many eminent English Analysts.

First-class Grocers and Druggists should stock these goods.

Fullest guarantees given as to their purity and non-alcoholic qualities.

Orders can be placed through wholesale Grocers, or direct with

KYLE & HOOPER

27 Front St. - - - TORONTO

Sole Agents for Ontario

For Bang Up

RED RED SALMON

BUY VICEROY

Price $1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

202 McGill Street

P.O. Box 2360 ***MONTREAL***

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

We use precautions at every step so that you may get the best grades of Coffees in a fresh and perfect condition with all their native qualities unimpaired.

Chase & Sanborn,

The Importers, **Montreal**

TOMATO CATSUP

CANADA PRIDE

Pts. c/s 2 Doz. *12 oz. c/s 2 Doz.* *Qts. c/s 1 Doz.*

Nothing better in the market. *PRICE RIGHT.*

WARREN BROS. & CO., Limited

TORONTO

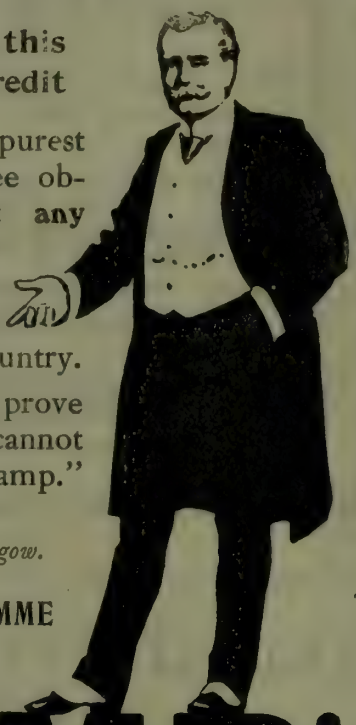
An article such as this always does you credit

'CAMP' COFFEE is the purest and most reliable coffee obtainable **anywhere at any price.** That's why it has made a grand name for itself both here and in the Mother Country.

¶ One trial order will prove conclusively that you cannot afford to neglect "Camp."

Manufactured by
R. Paterson & Sons, Glasgow.

Agents: ROSE & LAFLAMME
MONTREAL.



'CAMP' COFFEE

Buy only
RIVERDALE BRAND
Canned Goods.
WHY?

The Lakeside Canning Co.
LIMITED
WELLINGTON, ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

WM. GALBRAITH & SON,

WHOLESALE GROCERS

80 and 82 St. Peter Street - - - MONTREAL

We continue to control "Canada's Pride" Canned Goods for the City and District of Montreal. These goods have won their way to first place amongst the Canned Goods of the Dominion. Try them.

CANNED FRUITS

All Canners are practically sold out, stocks in hands of wholesalers are rapidly running out.

We have yet a full range of

Apples, Gallons and 3's
Blueberries, Gallons and 2's
Cherries, Red Pitted, 2's in Heavy Syrup
" " Unpitted, 2's in " "
" Black Pitted, 2's in " "
" White " 2's in " "
" " Unpitted, 2's in " "
Currants, Red, Gallons
" " 2's in Heavy Syrup
Gooseberries, 2's in " "
Grapes, 2's in Heavy Syrup
Lawtonberries, 2's in Heavy Syrup
Peaches, Yellow, 2's in " "
Pears, Peeled, Gallons
Pears, Unpeeled, Gallons
Pears, Bartlett, 2's and 3's in Heavy Syrup
Pears, Flemish Beauty, 2's and 3's
Pears, Light Syrup, 2's
Plums, Lombard, Gallons
Plums, Green Gage, Gallons
Plums, " " 3's in Heavy Syrup
Plums, Lombard, 2's in " "
Plums, Damson, 2's in " "
Plums, " 2's in Light Syrup
Raspberries, Red, Gallons
" " 2's in Heavy Sprup
Rhubarb, 2's in Heavy Syrup
Raspberries, Black, 2's in Heavy Syrup

JAMES TURNER & CO., Limited, Hamilton, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and n Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST **LAUNDRY SOAP**

Vinegar—White, Cottell's

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally by T. Johnson Stewart.

"High and mighty thoughts in an ad. are like flowers at a funeral—pretty; but don't put much life into the subject."

Rusty Mike's Diary.

There have been a few ads. sent in lately full of high and mighty thoughts—one primed with quotations from Shakespeare and another shot with phrases which only Lord Byron could have coined. Picturesque! Well, yes. But picturesque literature is seldom advertising. The business world is material through and through. Material interests only sway the lady who sits on the family wool sack. And she has not time to read Shakespeare, or Lord Byron or Macaulay before shopping. Besides, grocery ads, should be grocery ads., nothing more—nothing less. The space costs money. Tell your story. You wouldn't talk over the long-distance telephone with your wholesaler about the new theology or the imperial conference. These subjects are mighty interesting, but Mrs. Jones wants to know something about your groceries and provisions. It would be as reasonable to talk political economy over the long distance telephone when you intended to talk business as to talk poetry in an advertisement which should be all business.

* * *

Although some ads. sent in the last two weeks have been poetical in the extreme, yet we have received more than the average quantity of really good ads.

Fitzpatrick & Co.'s ad. appears for the first time in print. This ad. was struck off on the typewriter and then copied on a mimeograph, because there is no local paper in Lambton Mills. The wording of this ad. is exceptionally good. The writer wastes no time, but gets down to the essential facts at once. Fitzpatrick & Co. realize the superiority of newspaper publicity to all other brands- of advertising, but their ad. seems to me to be about the best they could do under the circumstances.

* * *

C. E. Choat & Co., Halifax, say: "We always send the same wording to each paper and we notice that some ads. are set up so much better than others when the material is exactly the same."

I think that most advertisers experience the same thing. The best set-up ad., as a general rule, is the most attractive ad.; but this is just where the shrewdest critic on earth would go up against it. What appeals to me—what seems attractive—may or may not be attractive to the other fellow. I cannot discern any material difference in the set-up of the ads. sent in. There is one thing sure, that the writer of your ad. has not been at all explicit. The printers seem doubtful of his meaning "C.O.D. for some," stands serenely alone in The Mail copy. It isn't quite so lonely looking in The Echo, while The Recorder has tacked it on in front of "Best Quality Lime Brushes." Undoubtedly The Recorder ad. is some better than the other two. However, your copy could not have been very neatly or clearly arranged when two printers stumble at the same place. The Recorder man used his brains, and he discovered what you meant. Apart from this fact, the other two ads. are very creditably displayed. We will be pleased to give you the opinion of our expert on printing and set-up whenever you desire.

* * *

Mr. McCrea, of Guelph, sends us in "The ad. that shook the town."

This is what Mr. McCrea says, "You may think it strange to cut on an article like bread—so staple—so little profit; but in our case we found it a great benefit. Bread is 10c. in Guelph; 8c. other places. The people were complaining bitterly, and in one week our sales rose from 20 loaves to 200 per day. We wouldn't deliver bread alone, so the people had to order their groceries to get the bread. The Guelph bakers shut our supply off but we are now getting better and cheaper bread from Galt. It pays to do the right thing at the right time."

Of course it pays. We would like to reprint McCrea's ad. but space forbids. However, if our readers will turn up our last talk in a recent issue of The Grocer they will have a pretty good idea of Mr. McCrea's advertising style.

A Few Seasonable Reminders

Maple Syrup—

We have a quantity of the finest quality offered, brought in from Quebec Province. Try some at 30c. per qt. You will find it a treat.

Seeds—

are needed just now. We have most varieties of vegetable seeds in bulk, also vegetable seeds in packages, 2 pkgs. for 5c. and 25c. per doz. pkgs.

All kinds of flower seeds in packages, at 2 for 5c. and 25c. per doz. pkgs.

Onion sets, splendid sample, 10c. per lb.

Housecleaning Time is Here—

See our range of Scrub Brushes, from 5c. to 25c.
Mops, 10c.; and with spring, 15c.
Stove Brushes, 15c., 20c., 25c.
Whitewash Brushes, 15c., 25c., 40c.
Whiting, Lime and Alabastine in packages.
A good line of Mixed Paints, Sterling Brand.
(True to the name.)

FITZPATRICK & CO.

LAMBTON MILLS

He wastes no space but gets down to facts right away.

* * *

That's the main thing about all advertising. Don't waste space and use common sense. The people of your town simply want to know the values you have for them—the wholesomeness and purity of your groceries and provisions. High sounding phrases may be all right in some cases, but they are all wrong in grocery advertising.

TELEPHONE AS ORDER CLERK.

The average retail grocer has long since come to regard the telephone as an essential to his business, but one of questionable blessing. True. it brings him trade without the necessity of sending around his delivery order clerk, but it is also convenient for the housekeeper that the grocer may be called on to send up a yeast cake and use the time and wear and tear of a delivery wagon and driver to do it. One grocer says that since he put in the telephone he has had to triple his delivery service to accommodate the little calls made on him by 'phone.

In view of this questionable benefit of the 'phone, the experiment being tried by the largest grocery house of Mossup, Connecticut, is worthy of consideration. This house has undertaken to replace its order clerks by the telephone and will undertake to make it a success. Fifty telephones have been installed in the houses of regular customers at the expense of the grocery house, and hereafter the users of them are expected to send in their orders direct to the store, thus eliminating the order clerk. If it turns out that the scheme is a success, more 'phones will be established and a private exchange established with the grocery store as its "Central."

PURE FOOD LAW RESULT.

Not only has the manufacturer and dealer in honest food products come to regard the Pure Food Law as his best friend, says the New York Journal of Commerce, but so has the public generally. From various classes of trade come reports that since the law went into operation, it has served to inspire confidence in goods which had fallen into disrepute by reason of adulteration and impurities which prevailed under the old system. One of the most notable of these is package coffee, trade in which has enjoyed a decided improvement within the past six months, attributable to the assurance of the Pure Food Law. Coffees in packages had come to be understood by discriminating consumers as goods justly to be regarded with suspicion. Peas, beans, chicory, rice and various grains were freely mixed with real coffee, and once ground would escape detection. But the Pure Food Law has changed all this. It is now a punishable offence to make or sell such mixtures unless the truth is plainly told on the label. Wherefore, legitimate coffee houses have come to sell more and more package coffee in the ground form, till once more the trade has assumed profitable and creditable proportions.

FROM GROCER CORRESPONDENTS

BROCKVILLE.

The 1st of July celebration, to be held annually here, is now an assured fact, the committee having secured enough of the necessary to warrant their going ahead. A fine program of sports and entertainment, including balloon ascension, horse races and a 10-mile road race, having been arranged. The advertising committee are hard at work on their share of the labor.

A large and enthusiastic meeting of the Retail Merchants' Association was held last Thursday evening in the town hall. Delegates were elected to represent the Brockville branch of the association at the convention to be hald in Hamilton on the 2nd, 3rd and 4th of July.

A committee was appointed to wait on the manufacturers to try and have them arrange to have their pay-day on Friday evening, instead of Saturday, as is now the custom.

The object of this is to give the merchants a chance to close their places of business on Saturday night at ten o'clock.

The sum of $100 was voted to the 1st of July celebration committee. A resolution was here read re the Wednesday half-holiday, which was duly seconded.

Considerable discussion pro and con was held as to the advisability of having the holiday, some being in favor of a five o'clock closing hour during the week, while the majority favored the half-holiday during the months of July and August. After nearly everyone present spoke on the resolution, it was put to a vote and carried.

The 8th Royal Rifles, of Quebec, spent the 24th and 25th in our town, and all seemed to enjoy themselves.

During the afternoon of the 24th a program of sports was arranged and took place at the fair grounds, in which a number of the military and civilians took part. On the afternoon of the 25th both officers and men were entertained by the 41st Regt., and treated to a boat ride up the St. Lawrence river among the islands, arriving back in town about 6 p.m., leaving again for Quebec about 11 p.m.

EDMONTON.

H. W. Adams, F. J. Leonard, W. A. Hoffman and Warren Beckhart, all connected with Swift & Co., Chicago, are in Edmonton, at present. They have secured 20 acres at the junction of the Canadian Northern and the surveyed line of the Grand Trunk Pacific, and purpose erecting a large packing plant, with subsidiary factories on the property. Plans have been accepted for the work and calls for its completion by September of this year. The plant will have a large killing capacity and at first will be able to dispose of at least 500 hogs, cattle and sheep, and will be in a position to handle 5,000 each day as soon as the country can produce the quantity.

Monnville, eighteen miles north of Edmonton, promises to become quite a coal mining centre. The present capacity of the mines is 350 tons a day, and the company expect to increase it to 1,000 tons. Some of the capitalists interested are Mr. Alfred Allayne Jones, Dr. Chas. W. Wilson, of Montreal, Messrs. J. H. Morris, Chas. Carey, J. H. Picard, Oscar Sessier, and others.

W. H. Harvey & Co. have 75 men at work laying carbolineum, with which a number of streets in the city are to be paved.

E. E. Vincent, Alberta, manager of the Office Specialty Company, is in the city this week.

Kennedy Bros., of Summerside, P.E.I., have purchased a number of lots here and intend erecting a wholesale warehouse this summer.

J. J. McLaughlin & Co. are instaling machinery and expect to begin the manufacture of aerated waters next week.

The building permits for the first two weeks of May run up to almost $200,000.

The first volume presented to Alberta provincial library arrived this week. It came from John Ross Robertson, of the Toronto Telegram, and is a copy of Morgan's Canadian Men and Women.

Col. Talbot, M.P., for Bellechasse, with a party passed through here this week. They are heading for the Brazean river and will prospect for coal, etc. Brazean is about forty miles south of the proposed line of the G. T. Pacific.

The Edmonton Logging Co., composed of local capitalists, of which the president is Robert F. Lee, of Crofts, Lee & Gallinger, have sold out their interests in Vancouver Island for a sum in the vicinity of $200,000.

R. A. Bowes and R. Van Frank, of the Home Bank department, in connection with the Northern Bank, are in the city establishing this branch of their institution.

The Oscar Brown Co. have the credit of unloading the first carload of bananas in Edmonton, shipped directly from New Orleans. It was ten days in transit.

The week just ended. though a little cool, has been fine, sunny weather, and seeding has been going ahead briskly.

P. E. Bulchart, of the Great West Land Co., will go to the coast and possibly south to California on a holiday trip for the benefit of his health.

KINGSTON.

Thousands of merchants, travelers and business men and their employes enjoyed a big treat last week in the spring number of The Canadian Grocer. It certainly is a credit to the MacLean Publishing Co., and well worth the whole year's subscription to any merchant. The wholesalers who doesn't have his name in its columns is blind to his own interests, and the retailer who is not a subscriber is two dollars ahead and hundreds of dollars behind. The information each week is better than Cobalt at 10 cents a share.

John Eves, grocer, Market street, has closed down, not being able to re-lease

his present premises, as they are going to be used for offices. He has bought a boat and intends carrying freight in the upper lakes.

Those who tendered for institutions for the coming year and for the military camps are not pleased at the advance in prices. Potatoes went as high as $1.25 a bag on our market, and a good many are wanted, and the price tendered is around 90c. Too bad; no wonder the Government gets rich.

Chas. Porter, for the past thirty years a faithful employe of Fenwick, Hendry & Co., wholesale grocers, severed his connection on account of ill-health. His fellow employes presented him with a gold ring. He has gone to see his son-in-law, Frank Brown, of Farnaham, Que., who had his leg taken off in a railway accident.

Hard to get good brooms. Some of the corn used looks like hay. Illinois corn is dear and scarce. Some factories are not putting up anything under 25c. brooms.

There seems to be a steady advance in all lines and the prospects of futures going higher makes the grocer load up. Every storehouse is full of sugar and flour.

Kingston expects to reduce gas for lighting and heating to one dollar. Everyone feels good over it, especially business men.

Victoria Day passed off fine. Everyone was pleased. A finer day couldn't be ordered. The fair grounds had an audience of 7,000. The games were good and the horse races the best in years. Nothing is equal to an honest horse race. That is, leaving out the betting and jockeying. Why? Because then the best horse wins.

Crowds came on excursion boats from many parts of the States, Canadian and American flags floated from many buildings. One Yankee lady put the Stars and Stripes on top, but had to change the position and put the Union Jack above, and a lady made her do the act.

The Humane Society are taking active steps to protect dumb animals. Some boys seem to be born with a devil in them. As a rule a slow driver will sit and gape at a baseball match, then grab his whip and make the horse go like mad to make up. The poor horse cannot complain and that is where the society comes in. Several drivers lost their places lately and were given short notice. May the good work proceed. The meanest man I know of is the one who beats a willing horse. There are exceptions; some lazy horses need a touch-up, but they know a thing or two and generally get fat. Don't fault your delivery horse for being a little lazy, he will last longer than his giddy brother who wants to make a 2.40 clip.

A few grocers met on the corner of the market and discussed the market by-law prohibiting merchandising before 10 o'clock. The president of the Growers' Association said it was a darn shame for the city council not to wipe off all such by-laws, which were injurious to the county and city. He was going to bring the matter before the city council next meeting, and counted on the support of the local merchants and Retail Merchants' Association. Mrs. Brown, with the plaid shawl, sitting on a rig close by, said, "More power to your elbow, Bob. I am disgusted sitting here listening to people asking prices and thumbing my butter. I want to sell out and get some dry goods and hardware. I have twenty miles to drive. I am told that only one alderman is in favor of sustaining the by-law and that the other aldermen are afraid of him, for he has two big fists and knows how to use them. My daughter in Chatham says the same darned by-law is there, but they are going to kill it this summer and bury it deep." The man with the monocle said, "Hear. Hear. I can't see why the merchant can't quit business for half an hour and attend a meeting once in a while for their betterment. Stick in the mud—stick in the mud." Meeting together often created harmony and harmony is what is wanted in grocery circles to-day; too jealous of one another, too much knifing, and going-to-run-the-other-fellow-out-of-business. What rot! Give it up, boys, and forget about the other fellow. Lend him a bag of potatoes if he runs out and you will feel happier and gain true riches that is not affected with moth or rust.

ST. CATHARINES.

The various branches of business are so interwoven that speaking of one touches the other. The grocer is so intimately associated with the market gardener that both classes must be in unison. It is thus in St. Catharines, and the gardener brought to the grocer some of the finest asparagus ever grown, though the season has been backward. Early spring vegetables were late to mature this season but the gardeners feel hopeful that the result will be satisfactory.

The village of Merritton, a suburb of St. Catharines, is a manufacturing centre that attracts public attention. W. Thompson is one of the leading grocers, and being in a good locality does a lucrative and safe business and owns the store he occupies as also his dwelling house. Mr. Gander is another of Merritton's prosperous grocers who, being in the heart of the business centre, captures a good many of the mechanics and workers in the manufactories.

Among the manufactories are the Riordon paper mills, the Lincoln paper mills, the cotton mills and James Wilson's foundry. Thorold, immediately south of Merritton, once a centre of manufactories, has lost by fires many of the most prominent flour mills, though two remain—the Welland Flour Mills, owned and operated by the Hedley-Shaw Milling Company, and the Fife Mills, owned and operated by Rowantree and ex-Mayor Munro.

Leslie McMann, ex-mayor of Thorold, chairman of the Board of Trade, a veteran of the Fenian Raids of 1870, is one of Thorold's most prominent and prosperous citizens and as a grocer conducts an extensive trade. Mr. McMann is a native-born citizen of Thorold. His father, Benjamin McMann, held a trusty position on the Welland canal for many years.

J. Simson is another of Thorold's old established grocers, having been in the business many years. He, too, has the confidence of his fellow townspeople and is popular.

Robert Dougan is another of Thorold's native born citizens and embarked a number of years ago in the grocery business. He is one of Thorold's sturdy sons and at one time was in the hardware trade.

WOODSTOCK.

From time to time the statement which is so often made, that the cost of living is continually going up, is substantiated by material increases in the purchase price of articles of every-day and every-meal consumption. The latest staple article of diet to advance in Woodstock has been bread, which went up one cent a loaf this week. It now sells at five cents for the pound and a half loaf instead of four cents as for some time previously. Some weeks ago the bakers of the city decided to abolish the two-pound loaves, and make none larger than a pound and one-half. The price was accordingly reduced from five to four cents. In the past three or four weeks, however, flour has advanced thirty cents per hundred pounds, and as the result, at a meeting on Saturday the bakers agreed to put the price back to its old position, without, however, changing the size of the loaf. It is improbable that the price will go higher.

Elmer Day, of Morden, Manitoba, was in the city the other day, and dropped in to see your correspondent. Mr. Day is here for a few weeks, visiting in this city and in the vicinity of his former home is East Missouri township. He is not as pessimistic in regard to this year's crop in the Northwest has has been the tone of many interviews and statements coming from the West. Of course, he says, the acreage of wheat this year will not on the cultivated part of the country be as great as last year. But there is continually so much more land being brought into cultivation, there will this year be so much more than last, that the difference in the amount planted with wheat will not be as great as it seems. He thinks if the weather from this time is half way favorable, the crop will be fair.

At this stage of the spring not much has been heard about the weekly half holiday. This is doubtless due to a great extent to the backward season. When men are going around in their overcoats and gloves, and have experienced so few really fine days that they may be almost counted on the fingers of one hand, they do not think very much about the necessity or pleasure of a weekly cessation from labor for the suace of half a day. Last year nearly all trades and lines of business enjoyed half holidays, but things were pretty much muddled by the manner in which they were arranged. Grocers and some other lines observed one afternoon in the week, barbers another, lawyers still another, while various of the factories closed one afternoon, each choosing the day which best suited its individual convenience, without consulting the general interests of the whole. The result very naturally was that people from the country hardly knew when to come in to town to do shopping, if they were unable for any reason to come Saturday, and no matter what day they struck very probably the premises of some person or firm with which they wished to do business would be closed.

If anything is done this season towards establishing a holiday, an endeavor will be made to so arrange things that the confusion of last year wi,l be avoided, while all its benefits, and more, will remain. But who wants to talk of holidays when on this, the twenty-seventh day of May, snow has been falling in occasional flurries all day?

W. M. McElheran has returned from Winnipeg, to become business manager of the Sentinel-Review, the position which will be vacated this week by R. F. Parkinson, as noted in this column a week or two ago. Mr. McElheran was formerly manager of the job department of the Sentinel-Review. Less than a year ago, he went to Winnipeg as western manager for the Farmers' Advocate. The West did not come up to expectations, and as a place to live, he says, cannot touch good old Woodstock, hence his return. Mr. Parkinson goes to Montreal to become associate advertising manager for the McDougall publications.

Speaking from the pulpit of the Central Methodist church Sunday evening, the pastor, Rev. G. H. Cobbledick, in giving a sermon on the proper observance of the Sabbath, made an earnest plea to his congregation that they refrain from leaving unnecessary shopping until Saturday night, and then ask that parcels be delivered that night. It was time he spoke. The practice of ordering goods Saturday night, which might just as well have been purchased early in the week, is very common. That is what keeps many a proprietor and his clerks, working up to a late hour and sometimes even past the midnight hour into the Sabbath, straightening up his stock and premises ready for Monday morning opening after a busy day's trading. And this is not the worst. By their thoughtlessness, these people keep boys of tender years at work until late Saturday night delivering parcels long after such boys should be at home. Such conditions are not peculiar to Woodstock. They exist all over, despite all the endeavors made from time to time to secure their correction. Though for a time it would seem strange, it would cause no permanent inconvenience and no actual financial loss to merchants, if all stores and shops closed at six or seven o'clock Saturday nights the same as they do any other night in the week.

Trade has not yet picked up very much, but little can be expected while this weather continues.

YARMOUTH N.S. NOTES.

Cain Bros., Yarmouth, have recently put on a fine covered delivery wagon for their grocery business, which is a credit to the firm and which shows their progressiveness. This firm, in the lobster season, makes a specialty of shelled lobster, sending it to the homes all ready for the table, which is much appreciated by housekeepers. The store of this progressive firm is laid out in a very fine way for the display of their goods, and is one of the best kept stores in this vicinity. No wonder the firm are doing the bulk of the grocery business in this town; their store is full of activity from morning till night.

It would be well for the "Poor Food" inspectors to make a round of this section, for there are a lot of inferior goods being sold and there is grave doubts as to their meeting the requirements of the pure food law.

W. P. Crosby has recently moved into his new store, two doors north of the old one. This is one of the best fitted-up stores in Nova Scotia, everything in the fittings being of the latest and best. Mr. Crosby makes a specialty of carrying the finest goods, and reports his sales as double what they were this time last year.

The right man in the right place is what the knights of the grip say of Manager Geo. A. Pattee, of the Grand hotel, Yarmouth. Mr. Pattee is an American hotel man and he knows how to run one. It is by far the most popular hotel in Nova Scotia. There is no bar at this hotel.

Jacob Boyd, the north end grocery man, of Yarmouth, is an ardent sportsman. He has brought home some wonderful fine catches of trout the past week. Jake has a spot all to himself that the other followers of Isaak Walton have not yet got on to, and if he has his way they will not get on to it just at present. The two strings we saw were beauties, running from ½ to 2 lbs. It made one's mouth water to see them.

G. Murray Cain, the cash grocer, of Yarmouth, is certainly doing quite a business. His prices tell and he sells and buys entirely for cash.

The many friends of Mr. McGrath, of Dichrie & McGrath, Tusket, will regret to hear he was under the weather for a day or two recently. Mr. McGrath is very popular with the travelers.

T. G. Hatfield, of Tusket, has begun to build a new store at the three corners, which will be by far the largest in Yarmouth county. Mr. Hatfield is one of Tusket's and Yarmouth county's most progressive merchants.

Under the new management the Ellis hotel, at Port Maitland, promises to become one of the most popular summer resort hotels in the province. The new manager, Mr. Baker, runs an automobile to and from Yarmouth during the summer months twice a day.

"Dad" Fuller, the most popular man on the road, was a recent visitor to Yarmouth. The Flavelle Milling Company are to be congratulated on having so popular a representative as "Dad." Everyone is his friend, travelers, merchants and hotel men.

Yarmouth, N.S. and Vicinity.

One of the most progressive and up-to-date firms in the Maritime Provinces is that of Nickerson, Grant & Co., of Yarmouth, jobbers of fruit and confectionery, and manufacturers of mineral waters and fruit syrups. This firm also puts up one of the best breakfast foods on the market. "Whole Wheat and Meal." They have also a fine trade in "Not a Seed" raisins, which are put up specially for them and which are giving the best of satisfaction to the trade. This firm's advertising of "Whole Wheat and Meal" is unique, and a very handsome picture represents a fine moose head in burnt wood effect. They are also agents for the United Fruits Co.'s line of steamers for the Maritime Provinces.

HAMILTON.

The tomato situation here looks as if this year's crop would be a short one. Growers say that the plants are not doing at all well and when the season opens for transplanting they will not be in as good a condition as they should be and as the growing time promises to be very short the outlook is not encouraging. For some cause or another the wholesale grocers are not pressing the sale of futures and it is generally supposed that the Canadian canners are not as anxious this year as they have been to fill up the trade with futures or possibly the retailer has found out that the run of the market pays better than loading up with stock that takes him nine months to dispose of.

One enterprising firm is quoting for sporty grocers a speculative price on corn, peas and tomatoes, with a guarantee of sixty per cent. of the order filled if crop is short. This looks better than buying at open figures and letting the seller fix the price. That way looks too much like the seller betting on a sure thing.

The firm quoting prices for futures seems to have done a pretty large business, from what can be learned about it. This may be an incentive to others to follow suit and the retailer will know just about where he is at if he buys on a settled price.

Trade here is a little quiet; the extremely cool weather seems to have had a depressing effect. Our market, one of the best in Canada, has been a little slow the last few days, farmers seeming to have little to bring in at present, but it has been a splendid season for the market gardeners who have a hot-bed attachment. They have sold immense quantities of lettuce, spinach, onions, radishes, etc., at fancy prices. Growing this green stuff for city trade looks like a veritable gold mine and pays better than most of the Cobalt stocks!.

R. T. Steele, formerly of Lucas, Steele & Bristol, has become a very large factor in the Laidlaw Lithographing Co. It is expected that this concern will become one of the largest in its line in Canada.

E. Hazell, of Hazell & Dawson, Main St. grocers, was operated on on Sunday at the City Hospital for appendicitis. He is a very popular young man and his many friends are hoping for his early recovery.

LONDON.

The Retail Grocers' Association is to hold a meeting to-morrow night, when the picnic matter will likely be settled. The committee has obtained rates from the Grand Trunk to the following places: Toronto, Hamilton, Sarnia and Detroit, and from the Canadian Pacific to Toronto and Detroit. Whichever place the majority prefer will be the one chosen.

In this connection it has been learned that if the association so desires it can successfully fight the individuals who have a cut-and-dried arrangement with the Michigan Central to run an excursion to the Falls as a "grocers' picnic" on whatever day the association may chose for its outing. It seems that according to an agreement among the railway companies no persons except those formally organized, holding regular meetings with duly elected officers, can run excursions on any of the roads. The parties having to deal with the Michigan Central are not an organized body, and consequently in contracting with them the railway company is violating the agree-

ment. It is not improbable that the Grocers' Association will put the matter to the test.

Mr. Vanderveer, who was recently elected secretary of the Retail Grocers' Association, finding it impossible to devote the time to the office necessary, has intimated his intention of resigning, and Mr. Hays, the former secretary, has been prevailed upon to again take the position.

Quite a number of grocers in the outlying parts of the city are in the habit of keeping their stores open to all hours every night in the week, and the association is endeavoring to bring them into line and induce them to observe a uniform early closing hour, as in the down-town stores.

With the retirement of C. H. Lee from the grocery business, the central part of Dundas street is left with but two or three grocery stores, where once there were a score or more. The cause of this undoubtedly is the high rents prevailing on this street, which the profits of the business will not permit the grocer to pay. More remarkable still is the fact that many of the best locations on both Dundas and Richmond streets have been taken by Greeks and Turks, who appear to possess the secret of paying the highest rents and still making money out of restaurants, billiard rooms bowling alleys and shoe shine parlors. The fine premises of W, J. Reid, the Crystal Hall, on Dundas street, is the latest to be turned over for this purpose at an annual rental of $7,000 or $8,000. What grocer could stand such a rent as this ?

During the past two weeks flour has twice advanced—first 10c., and then 25c. per cwt., Thus far, however, the grocers have only made an increase of 20c.

Garden stuff is remarkably backward this season. This time last year homegrown strawberries were in the stores. Now the berries have barely formed.

Brokers' advices regarding California fruits indicate about half a crop of prunes. The prospects for raisins thus far are good. No Spanish quotations have yet been received. Teas continue high. Raw sugars, if anything, are easier, while refined show no change in prices, the market being stiff. Wholesale business has shown considerable improvement the past two weeks. Canned goods are moving slowly, owing to high prices, although there is still some cutting among retailers.

In connection with their new, big establishment in the East End, Gorman, Eckert & Co. will have a large canning factory, where vegetables of various kinds will be put up on a large scale. This is an entirely new branch of business for this firm, but that they will make it a "go" no one familiar with their business methods and enterprise doubts.

PETERBORO.

The usual agitation has been started for the weekly half-holiday during the summer months. Needless to say, the grocery clerks are enthusiastic over the idea. But it is not likely that they will get it. Last year an effort was made to have all the stores close for half a day each week. All the larger stores, and especially those in the centre of the city, signed the petition, but one or two kept open. This year very few grocers will sign.

Another important feature is that many of the grocers handle fruit during the summer, and as fresh fruit will not keep, the grocer stands to lose considerable by the half-holiday. One grocer said that last summer he invariably received a large shipment of fruit the morning of the half-holiday or just before a regular legal holiday and very often he lost more than the profits on the whole consignment through spoilage. Then, the grocery stores close at six o'clock every night the year round, except Friday and Saturday nights and nights before a holiday. Clerks have no trouble in getting off any time they wish, and therefore the merchants do not think it fair to themselves to give a half-holiday also.

Cheese and Flour.

The cheese makers in this district had an idea of running their factories on Sunday. But when a despatch from Kingston was received to the effect that the Lord's Day Alliance there intended to prevent such work, the idea was dropped.

The flour mills in the city are all running to their full capacity, and have many orders ahead. The article turned out here is of a superior quality and the demand is rapidly increasing. The Peterboro cereal mill will shortly double its capacity. After waiting for several weeks the Peterboro Cereal Co. yesterday received the two big rolls which will be used in manufacturing the new cereal known as Korn Flakes, The rolls are the first of the kind made in Canada and special patterns had to be made for them. There are two rolls which are 24 inches in diameter and 24 inches long, while the journals are 6 inches in diameter. Both the rolls and journals are water cooled. The rolls weigh one ton each, while the whole machine weighs six tons and is capable of exerting a pressure of thirty tons. The machine cost $1,500, and will be installed the first of the week.

The export trade of cereals, except rolled oats, has been found by some of the local manufacturers to be unprofitable and that end of the business is being dropped. The reason given is that the English people have not yet been educated to the use of modern breakfast foods, and to accomplish this means a very large amount of money spent in advertising. A great deal has already been spent but not in the right way and until a new scheme, one which will appeal to the English people, is adopted, the export business is not likely to prosper. Mr. Sutcliffe, of Manchester, England, was in the city last week trying to make arrangements with W. H. Meldrum, manager of the Peterboro Cereal Co. for handling their goods in England. It is likely that Mr. Sutcliffe's firm will get the agency, although the local firm is not anxious about the Old Country trade. The local demand is growing so rapidly that it keeps the mills running night and day to handle the orders.

Canned Goods a Profitable Investment.

In speaking with Mr. Davies, manager of T. Kinnear & Co.'s branch here, your correspondent learned that the very late season and cold weather did not affect the wholesale grocery trade. He said that business is getting better every week. The only difference noticed so far is that the price of early vegetables is very firm and it will not likely be any cheaper until the weather becomes more seasonable. Canned goods, such as fruit and vegetables, will very likely be much firmer next year, as prospects for early fresh fruit are very poor.

When asked what he would advise retail merchants to do who happened to have a large stock of canned fruit and vegetables on hand at the present time, Mr. Davies replied that for himself he would hang onto them. He would not advise any merchant to put any canned goods on the bargain counter this year. There is every indication that next fall the output of the canning factories will be considerably smaller than usual, and the demand for them is continually on the increase. It looks as though it might be good speculation to purchase a large stock of canned goods now, if they can be got at a right price, and hold them until next fall and winter.

OTTAWA.

Grocery trade here is reported quiet, owing somewhat to the very cold weather, farmers being busy and not coming in; also as is usual towards the end of the month business slackens considerably.

The judgment rendered by Justice Britton on Saturday last in connection with the case of D. Halliday, asking for the quashing of the early closing by-law, which case was tried here a short time ago, was received by most merchants with a sense of great disappointment, as the advantage of closing their stores at 6 o'clock on ordinary week days and 9 p.m. on Saturdays, was being felt as a blessing and just what you would call ideal conditions for the grocery trade. In fact some of those who approved the by-law when before council expressed their regrets for doing so after having a taste of the new regulation. However, things are not much changed, as the general by-law closing all stores in the city at 9 p.m. Saturdays will include the grocers, this fact having been pronounced so by the city solicitor to-day, so that 7.30 p.m., the hour stated in the old by-law for ordinary week days, and 9 p.m. in the general by-law, will govern the closing of grocery stores for a time. It is generally agreed by most of the leading grocers, that they will still close their stores at 6 and 9 p.m. by mutual consent now that the people are educated to these hours, so that very little change will be noticed, regardless of the recent decision of the courts.

* * *

The Retail Grocers' Association will go to Alexandria on June 26 for their annual outing. It will take the form of an excursion from Ottawa, and, at Alexandria on that day a large picnic will be held by the Roman Catholic Church there, which will provide the programme and also the meals. The Montreal Grocers' Association will hold their annual outing the same day at Alexandria, so that altogether some 5,000 or 6,000 people are expected to be in attendance as the church people hope to see a large turnout from their own neighborhood. Special rates from Ottawa and all intervening points will be

given by the Grand Trunk for that day on the Grocers' special train.

* * *

The Ottawa delegates to the Retail Merchants' Convention in Hamilton, July 2nd next, are looking forward to the pleasure of meeting so many of their confreres from Ontario.

Ottawa is holding an Old Boys' Reunion which promises to eclipse anything of its kind ever held. Most of the capital's best citizens are entering into the spirit of the thing and are helping to make arrangements on a large scale in the way of entertainment. The city will look its prettiest and any old resident of Ottawa should not fail to arrange for a visit at this time. It's simply going to be immense.

STRATFORD.

The market on Saturday was fairly attended by both buyers and sellers, but there is little change to note in prices. Eggs sold at from 16c. to 17c. per dozen, and butter was slightly easier at 22c. per pound. There are very few apples now and for what were seen the price of 25c. per peck was asked. Farmers express the fear that if the cold weather continues the crop this year will be poor. It is said that early apples have already been blighted by the frosts. Tomato plants were offered at 25c. a box or 15c. a basket, and cabbage plants at 30c. a hundred.

Owing to the backwardness of the season green stuff is not offered in large quantities yet. On the market Saturday it sold at the usual prices of 5c. per bunch. However, despite the scarcity of the article, our city grocers are managing to meet the demand.

W. J. Norfolk, the popular grocer on Ontario Street, was forced to vacate his old stand and has moved across to the other side of the street. His former premises have been leased to the manager of a new theatorium. Mr. Norfolk's new stand is larger than his former one, and he has had it retouched in many ways, making it one of the best grocery stores in the city. It is well lighted, bright and clean, and is an even better stand than his former one.

Special Number a Winner.

Your correspondent called on a Grocer subscriber the other day and was greeted with the following remark: "I tell you what, The Grocer got out a splendid Spring and Export Number last week. I thoroughly enjoyed reading the news of the grocery trade contained therein." Others spoke along the same lines and one handed us the following clipping which he said should be read by all clerks. "Send it to The Grocer where it will be read by hundreds of clerks."

Don't forget loyalty to your employer.

Don't get sore and take it out of customers.

Don't let a customer stand without attention; show him or her at least that you know he is waiting.

Don't use slang in addressing customers.

Don't growl at taking a short luncheon on busy days.

Don't talk about bad luck.

Don't forget the old customer is one of the most valuable.

Don't misrepresent your goods.

Don't dodge the cranky customer; he can teach you.

Don't think no one else can fill your place.

Fruit Damaged.

On Monday it snowed here in the afternoon, and frosts followed at night. The grocers are of the opinion that the fruit season will be a failure in more ways than one. The frost is bound to affect the progress of all lines of fruit. Some of the grocers complain of loss of business on account of the backward weather. At this time last year the green goods were plentiful while at present the supply is somewhat scarce.

A glance over the industrial and commercial relations of Canada, the United States and Europe brings to the mind the importance of the biscuit manufacturing business. During the past few years this branch of industrial

W. J. MOONEY
President Stratford Board of Trade.

life has been one of phenomenal growth. One of the outstanding instances of this truth is found in the story about the Mooney Biscuit and Candy Co, of this city, a company which has in four years jumped into prominence in the business world. It is only four years ago that the manager and president of the company, W. J. Mooney, who is also the new President of the Board of Trade, put into effect his idea of starting a factory. Prior to that time he was a hustling traveler. To-day the company are enlarging their five-storey building and have branches in Montreal, Winnipeg, Toronto, Hamilton, Ottawa, Calgary and Sydney, C.B. Mr. Mooney is a man who thoroughly understands every department of the business. The Mooney Perfection Cream Sodas are to-day considered the best made in the Dominion. In the few seasons since the company started to do business trade has extended to the West Indies and even to the Arctic regions, while their products are to be found in all parts of the Dominion.

INGERSOLL.

By the death of Arthur L. McCarty, son of Mr. and Mrs. A. J. McCarty, which occurred on Tuesday of last week, Ingersoll lost one of its most popular young men, and a musician whose abilities were recognized wherever he went. The deceased had been in poor health for some time and his demise at the early age of 30 years was deeply regretted by a wide circle of friends. Several weeks ago the deceased returned from Portage la Prairie, Man., where he had been residing for upwards of a year and a half as the leader of the band of that place. When he reached Ingersoll it was known to the members of the family and his intimate friends that the end was not far distant.

As a musician the late A. L. McCarty had few superiors. When a mere boy he sprang into prominence as a clarionet player, and from thirteen to seventeen years of age he was connected with Ingersoll bands. His career was one of continual advancement. He became a complete master of the clarionet and his ability won recognition from such a famous organization as the Guy Bros.' minstreals, with whom he toured Canada and the United States for two seasons. As a band leader he was also eminently successful. He was associated with Ingersoll bands in this capacity for some time and his services were not only appreciated by the members, but by citizens generally.

In 1900 he engaged in the confectionery business in London, which he conducted very successfully for four years. During his residence in the Forest City he was a member of the Evans orchestra. In the summer of 1905 he went to Toronto, where he was identified with the Queen's Own band. The funeral, which took place on Thursday afternoon to the Ingersoll Rural cemetery, was very largely attended. Many floral tributes from friends far and near indicated the high esteem in which the deceased was held.

The Much-abused Elements

Many have been the complaints that have been heard during the past few weeks at the weather conditions. The weather is always a ruling factor in connection with trade and merchants generally have had just cause for complaint this season. In place of the bright sunshine and balmy zephyrs, characteristic of the month of May, and which always add a swing to business generally, there have been snowfalls, and high winds that compelled one to cling tenaciously to the winter overcoat and the heavy underwear. One passes the clothing store, where the straw hats are artistically exhibited, with chattering teeth and a longing for the opportunity to step in and buy. The general inclination is one of willingness to be separated from a couple of dollars if the investment would bring about a more salubrious climatic change. The grocers, however, have not the same cause for complaint, as those engaged in other branches of mercantile trade, and while the clothier, the tailor and others are waiting for the bright days, the grocer is still handing out the "necessaries of life."

It is gratifying to the Ingersoll grocers, to know that there is a consistency about their trade that is probably not found everywhere, and the week ends always balance up well. The farmers

who do not get into town on Saturday usually manage to get in some day the following week, and in this way trade is kept up to a uniform mark.

Eggs.

People who rely upon the market for their supply of eggs invariably feel the effects of the rounds of the buyers in the country. It has been a long time since the price of eggs was kept at such a high point as has been the case this speing. Two weeks ago all that were offered were freely taken at eighteen cents a dozen. On Saturday last the price showed a slight reduction, the majority of the sales being made at sixteen and seventeen cents. It appears that the large buyers buy up the eggs almost as quickly as they are gathered and that many farmers would rather dispose of their supply on the premises than take the time to drive to town, even if they can get a cent or so more a dozen for their offerings. This state of affairs has had the result of greatly curtailing the market offerings, and the vendors do not lose much time in learning that they practically control the situation.

* * *

From what can be learned from the surrounding country the backward weather has had a disastrous effect. Considerable Fall wheat is said to have been killed, while it is also feared that much of the fruit, especially plums and cherries, have been seriously damaged. Some farmers who have large plum orchards went to the trouble of protecting their trees by lkeeping a fire burning all night, but the majority of producers did not take any precaution and it is believed that they have suffered severely.

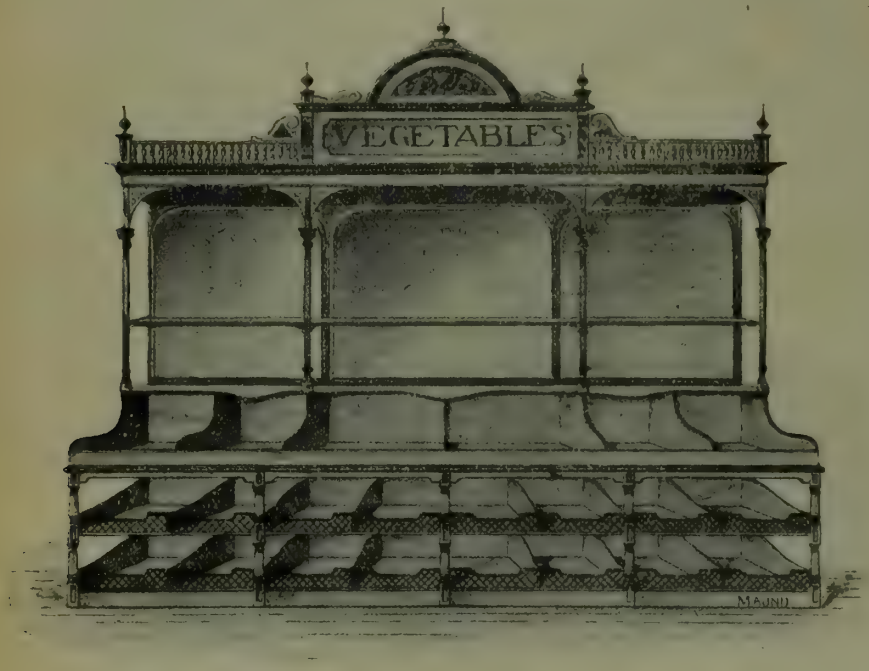
With the commencement of spring the demand for canned goods generally has shown an improvement and the indications point to a rather brisk trade in these lines.

Arrangements are now being made for a monster 12th of July celebration. It is expected that several counties will send large contingents of Orangemen, and that one of the most successful celebrations in the history of the town is anticipated.

GROCERY TRADE NEWS OF NEW BRUNSWICK.

St. John, N.B., May 27.

Despite the cold and backward weather business continues brisk and jobbers report that trade up to the present time is ahead of last year. High prices rule in almost all lines. Cheese declined half a cent and cornmeal has advanced ten cents. Manitoba flours now sell at $5.75 to $5.95 a barrel, and Ontarios are quoted at $4.55 to $4,85. The cold weather is having a bad effect on the harbor fisheries and the indications are that the catch will be very much behind the past few seasons. Only a limited catch of gaspereaux is reported, and salmon and shad are only being taken in small numbers and may be classed as luxuries, salmon selling for thirty cents a pound wholesale.



STORE SUGGESTIONS—Stand for Displaying Vegetables, English Design.

Eggs are very firm, but butter is coming in quite freely and the price is dropping somewhat. Potatoes are very scarce and there is a big demand for them at $2.25 to $2.50 a barrel. Only a limited quantity are arriv ng on the river steamers, as the farmers are holding them back for seeding purposes. Nova Scotia and P.E.I. shipments have arrived during the week, and prices ranging from $2 to $2.50 a barrel were paid.

* * *

M. J. Butler, Deputy Minister of Railways, and Hon. H. R. Emmerson visited the city on Thursday last, and with G. M. Jarvis, divisional superintendent; L. R. Ross and other terminal officials, went over the I.C.R. terminals and mapped out some important changes that will be welcomed by wholesale grocers and merchants in general. It was decided to commence the erection of a large flour shed near the Mill street crossing. It will have a capacity of 7,000 barrels and is expected to prove a great convenience.

Another important step will be the extension of the yards by the moving of freight shed No. 3. This shed will be moved out to the Paul street line and rebuilt. This will give room for the laying of several tracks, which are sorely needed at the time the heavy winter traffic is on. During their visit Mr. Emmerson and Mr. Butler attended a meeting of the harbor committee, which was appointed recently to make arrangements for the future development of the harbor. The committee will meet again in the near future and prepare plans, which will be submitted to Mr. Butler. He has promised them every assistance.

The members of the grain commission appointed by the Dominion Government arrived in the city last Thursday, and after inspecting the shipping facilities, wharves and elevators, left for Halifax. They appeared very much interested in the work now being carried on to provide more room for the increasing business of the port.

Elijah Terxa, of Fredericton, and Parlelou Terxa, of Boston, have bought out the grocery business carried on at Fredericton for some years by the Two Barkers, Ltd.

GALT.

Grocery affairs in Galt are rather quiet at present, owing to the backward state of the weather. "We simply cannot supply the demand for green vegetables," said a Main street merchant to your correspondent.

Galt was visited by a regular winter blizzard on Monday. The snow fell at intervals almost all day, and the wind reached a high velocity. None of the old timers can remember a year in which there was such a severe snowstorm as that on May 28.

Considerable anxiety is felt among the Galt grocers regarding the probable outlook for the fruit crop. The reports of heavy frosts in the fruit growing district are serious, and the merchants here who do a large fruit business have about decided that their income this year from that source can be estimated in very few figures.

Joseph Zuccaro has requested your correspondent to state that the groundhog which fell a victim to his trusty revolver was interred with all due solemnity.

The grocery store of Pat Radigan is being remodelled and repainted, and, when finished, will present a much improved appearance.

The merchants in Galt are beginning to renovate and repaint their premises in order to make a good showing when the Old Boys return in August next.

There is a rumor current that a new grocery store will shortly be established in a new building to be erected on South Water street.

The half-holiday project is still a dead issue, and the probabilities at the present time point to the fact that the project has been interred with the epitaph "Requiescat in Pace."

The grocers in Galt speak in most complimentary terms of the excellent special spring number issued by The Grocer. One merchant made the re-

mark that he had seen many trade journals, but that The Canadian Grocer was easily the best.

CHATHAM.

Ald. Potter has, since the beginning of the year, been the head and centre of a hard fight on behalf of municipal ownership in connection with the civic lighting plant. The alderman is a staunch advocate of continuing the lighting business as a municipal undertaking, and is a steadfast opponent of the proposal in certain quarters to transfer the lighting to the Chatham Gas Company, a private corporation. As chairman of the civic property committee, Ald. Potter has had his work cut out for him lately, his investigations into the subject of lighting involving much labor and research. At a recent council meeting, when it was decided to refer the matter to the Ontario Municipal and Railway Board, Ald. Potter was warmly congratulated both by Mayor Stone and by Ald. Kerr, the chief champion of private contract, on the manner in which he had attended to the work of his committee.

"There is every indication of a boost in the prices of beans this season," said N. H. Stevens, president of the Canada Flour Mills Company last week. "The prices have already advanced 45 cents in Detroit, and it is likely there will soon be a corresponding advance here. In spite of this the crop, it is feared, will be a poor one. The farmers are afraid to plant for fear of their plants being frozen and the seed wasted. The cold is still so severe in the north that the prospects for the bean crop here are not very bright."

There is still another canning factory in view for Kent county. This time Blenheim is the prospective location. On Monday evening Bates & Lloyd, the promoters of the enterprise, met the Blenheim council and discussed the project. The council decided to submit a by-law to the electors, providing for a loan of $10,000 for ten years, repayable without interest.

30 Per Cent. Assessment.

Henceforth the assessment of Chatham retailers will, in all likelihood, be on the basis of 30 per cent., instead of 35 per cent. as heretofore.

Such, at least, is the interpretation of the Assessment Act given by no less an authority than Provincial Secretary Hanna in a letter to Secretary Mills, of the Board of Trade.

At the organization meeting of the retail merchants last winter, Dominion Organizer Brubaker brought the matter up, claiming that Chatham retailers were assessed at too high a rate, higher than that obtaining in certain towns and smaller cities. The matter was referred to a committee, who waited on the Provincial Secretary at Toronto. While they failed to see that gentleman personally, the Assistant Provincial Secretary expressed the opinion that under the act the 35 per cent. assessment applied to Chatham.

Secretary Mills wasn't satisfied with this interpretation. Like Organizer Brubaker, he was a resident of Berlin at the time the act was drafted and remembered that in its original form it placed the rate for cities at 30 and for towns at 35 per cent., the extension of the 30 per cent. rate to towns over 10,000 population being made at the instance of Berlin, where the retailers claimed that it was unfair to levy on them a higher rate than in cities whose population was smaller.

Provincial Secretary's Letter.

Mr. Mills accordingly laid the matter in detail before Provincial Secretary Hanna. In reply Mr. Hanna wrote:

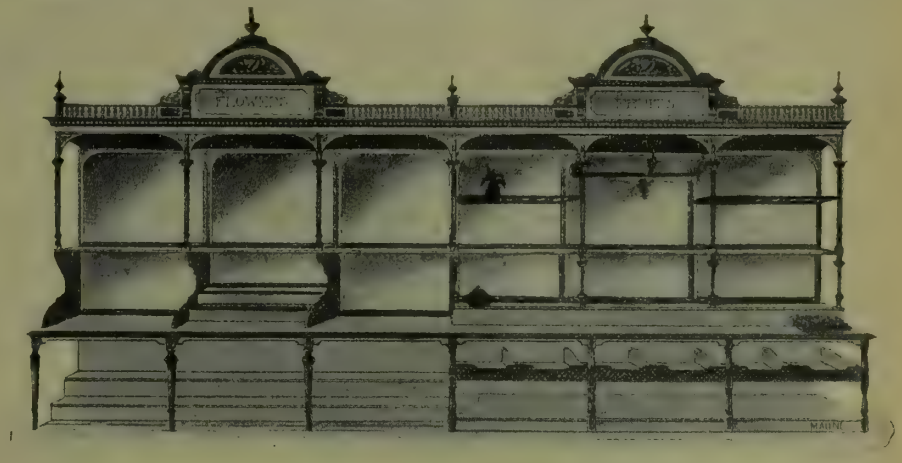
"Replying to your letter re percentage of assessment payable by the retail merchants in Chatham, it would seem that the words 'in other cities' in line 4, sub-section 1, section 10 of the Assessment Act must be construed to mean 'all other cities,' and the limitation of population applies only to towns. Under the general law, a town cannot be erected into a city until it contains 15,000 inhabitants, and I think it must be assumed that a city incorporated by special act containing less than 15,000 becomes subject to all laws applying to cities."

After pointing out that Chatham was clearly subject to the act, the Provincial Secretary went on to state that, while the matter was not entirely clear of doubt, he was of the opinion that under the act the business assessment of Chatham should be on the 30 per cent. basis.

The letter was laid before a special R.M.A. meeting Tuesday evening, when Messrs. C. H. Mills and G. W. Cowan were appointed to wait on the city council and lay the Provincial Secretary's interpretation of the act before them.

If the council refuse to carry out this interpretation—which is thought to be exceedingly unlikely—a test case will be made.

That the grocers, despite unfavorable hours, are doing their share in the work of organization, is strikingly evinced by the fact that their section of the R.M.A. is one of the most active in the city. In addition, at Tuesday evening's special meeting of the R.M.A. members of the grocery trade comprised fully fifty per cent. of the gathering.



STORE SUGGESTIONS—Stand for Flowers and Fruits Suggested by English Expert.

NOTES.

D. Nephew, grocer, etc., of Finch, has been burnt out.

Charles H. Lee, of London, grocer, is closing out his business.

Smith, Avery & Mills, grocers, of Saskatoon, have dissolved.

Gelinas & Co., general store, of St. Alexis des Monts, have dissolved.

Noel Gibeault, grocer, etc., of St. Johns, has sold to Eugene Rodieu.

W. C. Allan, general store, Buchanan, has been succeeded by Gillespie Bros.

Philippe Desbarnais, grocer, of St. Rosaire, has been burnt out. Some insurance was carried.

J. W. Low and Hamilton & Co., who conduct general stores at Finch, have been burnt out. Both the establishments were partially insured.

Frederick Kyle, of McMeekin & Co., tea merchants, London, was in Toronto this week visiting the firm's agents, Geo. Musson & Son. He went on to the west and California and will return this way in the course of a few weeks.

Davidson & Hay are placing on the market a new English sauce called Hindoo, of which they expect great things.

C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., will start to-morrow on a trip to Halifax, Sydney, St. John, Quebec and Montreal, especially in connection with the firm's business for Maconochie's goods. He will visit the eastern agencies and soon after his return will go to the Pacific coast on a like errand.

NEW CONNECTION FOR OLD FIRM.

Nicholson & Brock, the birdseed and mince meat manufacturers, have arranged with Frank L. Benedict & Co., of Montreal, to act as their representatives in that city.

Nicholson & Brock are a live firm and deserve all their success. This new venture should go far towards enlarging their trade in Ontario.

HAWKERS' AND PEDDLERS' BY-LAW

Retail Merchants' Association Prosecute Case at Galt—Magistrate Says By-law is in Restraint of Trade—Decision Will be Appealed.

The first real case of an infraction of By-law No. 87, known as the Hawkers' and Peddlers' By-law, was heard in the Galt Police Court by Magistrate Blake on Tuesday, May 28.

Wesley G. Hull, of London, was charged that on May 27th, 1907, he being a transient trader, or a person not appearing on the assessment roll of the town of Galt in respect to business or income assessment, unlawfully offered goods for sale, contrary to By-law No. 487.

The Retail Merchants' Association, who are prosecuting the case, were represented by M. A. Secord, and the defendant by J. H. Hancock, who pleaded not guilty for his client.

Mr. Secord said that the defendant was being prosecuted under Section 3 of By-law No. 487, which reads as follows :

> Every transient trader or other person whose name has not been duly entered on the assessment roll in respect of income or business assessment for the then current year, and who may offer goods or merchandise of any description for sale by auction or any other manner, conducted by himself or by a licensed auctioneer, or by his agent or otherwise, is liable to prosecution.
>
> The words "Transient Trader" wherever they occur shall extend to and include any person commencing in the municipality the business in the said clauses mentioned ; who has not resided continuously in such municipality for a period of at least three months preceding the time of the commencement by him of such business therein.

Never Asked for An Order.

Chief Gorman and Town Clerk McCartney gave evidence to the effect that the defendant had not secured a transient trader's license, and the latter to the fact that the defendant's name did not appear on the assessment roll of the town.

Mrs. Mary Christie was called by Mr. Secord, and said that Hull had sold her three pounds of tea on Monday. He had delivered the tea.

To Mr. Hancock : Did not buy tea on Monday, but had ordered it same time previously, and it was delivered on Monday.

This evidence closed the prosecution and Mr. Hancock called the defendant, Mr. Hull, to the stand.

Mr. Hull said that he was in the tea business for himself with headquarters in London. He had regular customers, and at certain intervals he supplied these with a certain quantity of tea. He did not carry samples. Had no stationary premises in the town of Galt. He never delivered the tea at the time of taking the order and never asked for an order.

To Mr. Secord : Had standing orders with customers. By this he meant that he delivered so many pounds of tea once every two months. Took three pounds of tea to Mrs. Christie on Monday and received $1.15. Had also delivered tea at Mrs. Christie's on March 25. Had been supplying Mrs. Christie since November, 1906. Did not live in Galt.

To Mr. Hancock : Tea delivered on Monday was ordered March 25th.

To Mr. Secord : "I have no transient trader's license and have not had this year."

Three Opinions.

Mr. Secord submitted that the prosecution had made out a case under Section 3 ; the defendant was not a resident of Galt, not on the assessment roll in respect to business or income tax, and, finally, he had sold tea. Mr. Secord said that all the facts considered he would ask for a conviction.

Mr. Hancock submitted that no case had been made out. The by-law said "offer goods or merchandise for sale." At the time the tea was sold there was no offering of goods or merchandise. Mr. Hancock said the defendant simply took orders on foot and then delivered the goods. There was no provision in the by-law regarding the delivery of goods. Mr. Hancock submitted that no case had been made out against the defendant.

Magistrate Blake said that he had no doubt that Mr. Hull had both offered for sale and sold tea. The point was whether or not Mr. Hull was a transient trader. If he was not a transient trader he could peddle tea until kingdom come; if he were a transient trader he would be fined.

Mr. Hancock said that he would submit that Mr. Hull was not a transient trader, for the reason that he could not be placed on the assessment roll.

Mr. Hancock said that if there was a conviction the case would be appealed.

Mr. Secord said that a person who did not continuously reside in town was a transient trader. If a person was on the assessment roll, in addition to that, he would have to reside in town before he could comply with the provisions of the by-law.

In Restraint of Trade.

Magistrate Blake said that so far as the evidence was concerned he thought that Mr. Hull was a transient peddler. The magistrate said that in his personal opinion the by-law was in restriction of trade, but that officially he would have to follow the law as laid down in the by-law. As the case was a technical one he wodld impose a nominal fine of $1 and 50 cents costs, which would allow for an appeal.

Mr. Hancock, at the conclusion of the case, said that an appeal would be made and the by-law tested.

T. A. Rutherford, president of the Retail Merchants' Association, F. L. Hamilton, secretary, and a number of other merchants were in court and took notes of the proceedings.

Toronto's Transient Traders.

In connection with this case it may be interesting to note that Sub-section 14 (a) of the Transient Traders Act was passed in 1906 in consequence of a decision of the Privy Council in the case of City of Toronto v. Virgo (1896) appeal cases p. 88.

The City of Toronto had assumed to pass a by-law prohibiting any hawker, etc., from prosecuting his trade or calling in any of the streets or portion of streets in the city of Toronto therein named. The hawkers contended that this by-law was invalid as going beyond the powers in that regard conferred on the city by the Municipal Act. They argued that the power to "license, regulate and govern" did not include the power to prohibit and prevent, which had been assumed by the city. Their contention was upheld by the Privy Council and the by-law was held to be in excess of the city's powers, therefore of no effect.

Sub-section 14 (a) was accordingly passed to cover this point, and under the power conferred by this amendment the Police Commissioners of Toronto passed in July, 1906, a by-law prohibiting the sale of fruit, candies or peanuts from any basket or from any wagon, cart, or other vehicle upon the principal business sections of Yonge, King and Queen Streets, under penalty of $50 and costs or six months' imprisonment.

The provisions following the words "peace officer" in the first proviso to Sub-section 14 were also added in 1906.

A COMPLIMENT.

The Stratford grocers have just received the annual spring and export number of The Canadian Grocer. It is a very bright number and besides containing a large budget of grocery news from the Stratford correspondent, it also reproduces a pen and ink sketch of the "maple product" window recently exhibited at H. T. Barker's store. The sketch was made by Albert H. Myers, a clerk in Barker's store.—From the Stratford Daily Herald.

TAILOR-MADE HOUSES.

J. M. Taylor, grocer, of Montreal, is dabbling in real estate futures. He is building two good looking three-flat dwellings on Rozelle Street and says he has experienced no difficulty in finding tenants. The houses, which are comfortable, roomy and well designed, will be ready for occupation in September. Why do not more grocers go and do likewise ?

MRS. RICHARD CADBURY DEAD.

Mrs. Richard Cadbury, wife of the millionaire English chocolate manufacturer, recently met death under peculiar circumstances. She had concluded a tour of the world with her four daughters, and was returning on the Empress of India when, on May 21, during a terrific gale, she was thrown violently down the saloon stairway of the steamer and died of the effects. The body was embalmed and is being taken to England by her daughters.

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Limited.

JOHN BAYNE MACLEAN - - *President*

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BUTTER.

The North of England is the stronghold of Danish butter, and if Canadians mean to make any impression with their product it is essential that they should follow the Danish method of packing. The present system of shipping butter in boxes is ruining Canada's chances of obtaining any foothold in the Leeds and Hull districts. The butter should be shipped in casks and the Canadian trade agent at Leeds reports to the Department of Trade and Commerce at Ottawa that practically every dealer has suggested continually that all Canadian butter sent to the north of England should be packed in this manner. If we do not conform to the requirements of our customers, we need expect no consideration or favor at their hands. Independence carried too far becomes pigheadedness.

CAUTIOUS CHICAGO.

Owing to the packers having notified the commission men that they will no longer stand the loss on condemned cattle, and that they will refuse payment on cow-stuff until it has been passed by the Government inspectors, meat prices in Chicago are expected to take a big jump within the week.

The commission men have notified all their customers of the action taken by the packers, and have advised them to withhold all shipments of cattle to the big markets controlled by the trust untill the matter is adjusted. Meanwhile meat will be virtually at a premium before the week is over, and it is a bold man who undertakes to phophesy where the prices will go to. Chicago, at any rate, has learnt her lesson from "The Jungle," and is taking no chances. Mr. Sinclair will be growing egotistical.

WHEAT.

A well-known daily paper recently wired 130 of its correspondents the following questions:—"Have farmers stopped seeding wheat? How does acreage compare with last year? Has there been any growth? What acreage is being sown to coarse grains," On this somewhat comprehensive list they demanded 50 words of information from each man, and the summarized result can hardly fail to be instructive.

The average tenor of the reports is optimistic, but indicates that in Manitoba the wheat acreage will be from 8 to 10 per cent. less than last year. Saskatchewan, while a gain is confidently looked for, will not show so large an increase as was originally anticipated. From all points throughout the west the soil was reported in splendid condition and well seeded. Some warm weather, followed by light showers, will ensure a crop equal, if not in excess, of those reaped in the last two years.

The wheat market may conceivably suffer as a result of these improved crop conditions. Its extraordinary activity is certain to be somewhat depressed, but no one is likely to object to that. What is of quite as much importance is that confidence in the west will be restored and strengthened by the present favorable outlook.

A PARABLE.

There was a Grocer who refused to read the Advertisements in his Trade Journal. He said it was Principle, and he spelled it with a capital P. He said he Knew his Business, and he Knew who he wanted to Buy from, and no one could Teach Him anything. No—Sir-ree. The Rut he lived in finally grew so Deep that he was scarcely visible to Passers-By.

Just at this Time, along came Opportunity, and, seeing the Wretched Condition of the man, he bent down and offered him his Hand. The Rage of the Grocer over this Piece of Presumption was Terrible to witness. He cursed Opportunity for daring to Address him, and his face expressed Eleven different kinds of Emotions at once. He looked as though he would like to Break Something, and that, if he had a Preference, was the Fifth Commandment. Growing speechless at length, with the Unaccustomed Effort of his own Eloquence, he stood silent and Glared at Opportunity, who thus proceeded to address him:

"Your Evil Temper," said he, "is surpassed only by your Colossal Ignorance. You are Immersed in your own Egotism, and though you may consider yourself a Living Encyclopedia of all Knowledge since Noah left the Ark, you will find that opinion shared only by Yourself. I am glad to have met you, however, for you present a New Field for my Exertions. Henceforth I shall devote myself to the Extinction of your Species." Saying which he turned on his heel and left the grocer to His Thoughts.

EGGSTRAORDINARY

Truth is stranger than fiction, but it is not upon that basis that we submit the following item. Let it stand, without fear or favor, strictly upon its own merits.

W. Marriott, an Old Country farmer, found in his farmyard an egg whose length was 7½ inches, whose circumference was 6½ inches and whose general appearance was like unto the product of a youthful ostrich. While not wishing to place any undue strain upon the credulity of our readers, it is our plain duty to add that within this oviparous monstrosity there lurked a second egg, perfectly formed and pure white. After this, the least we can do is to supply what Mr. Marriott's modesty or imagination forbade his giving utterance to, and assure our readers with all the veracity at our command that within the second egg, peacefully sleeping and perfectly self-contained, reposed a young turkey, which, as soon as it was liberated, rose, and with great dignity picked its way across the yard to the kitchen, whence it has not since reappeared.

Gilmour & Co., of Brockville, are losing their local representative, who is going to Victoria, B.C., having accepted a position in the far west.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:—
Canned peaches—Advanced.
Canned lobsters—Scarce.
Japan tea—Firm.
Seeded raisins—Prices withdrawn.
Nuts—Firm and higher.
Beans—Higher.
Compound lard—Advanced.

Montreal, May 30, 1907.

Jobbers do not complain of lack of trade, but say demand is very fair for most lines. The backward summer is handicapping business more or less, but everything considered, satisfaction is expressed with the volume of orders being received. Strike troubles are over and it is easier to ship goods by boat, but it is still rather difficult to obtain prompt shipment of merchandise by rail. Collections are good in most quarters.

Prices are climbing in nearly all lines. Japan teas are firmer and the market is advancing. Quite a good business is being done in most teas. Sugar is about steady with only fair business. The weather is against this article. In molasses, first lots of new crop have arrived, and customers are being supplied daily. Canned peaches are higher, 15c. to 20c. a case. All canned fruits are very scarce. Canned lobsters are hard to obtain, few jobbers having any stock worth speaking about. Prices on seeded raisins have been withdrawn. Prunes are strong, with advancing tendency. All nuts are very firm and in many cases higher. Coffee appears to be firmer now that the Brazilian Government has ceased buying. Evaporated apples are rather quiet. Beans have been advanced and are firm. Compound lard is ¼c. to ½c. higher. Bulk olives have been advanced 15c. to 20c. a gallon. Imported castile soap is up ¾c. to 1c. a pound. Glucose has been advanced 10c., while pot barley is also selling for higher prices, $2.40, an advance of 30c., being asked per bag. No barrels are obtainable.

SUGAR — Sugar is about steady but business being transacted is not large owing, to some extent, to the unfavorable weather.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 5J-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES — First shipments of molasses have been received by several houses and they are now supplying their customers. Demand for molasses to arrive is good. Advices from the Islands are to the effect that practically the whole crop has been sold up. The crop this season seems to have fallen short of anticipations.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 32½	0 33½
" in barrels	0 31½	0 32½
" in half-barrels		0 34½
New Orleans	0 32	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 02
" ½-bbls		0 03
" ¼-bbls		0 03½
" 38½ lb pails		1 50
" 25 lb pails		1 10
Cases, 2 lb tins, 2 doz per case		2 00
" 5-lb. " 1 doz. "		2 45
" 10-lb. " ½ doz. "		2 40
" 20-lb. " ¼ doz. "		2 35

TEA — Japan teas continue interesting. There are many rumors going the rounds. Some are informed that prices at present ruling in Japan are 2c. to 3c. above those quoted this time last year. Cable advices received by those in a position to know would indicate that, while the market is firm with an upward tendency, there has not been the increase in prices stated by some. Actual business has been transacted at figures which are certainly not 3c. above last year's quotations. Teas which are sold by the importers at 20c. and more are scarcely any higher than they were in 1906, perhaps ½c. or so, while lower grades will be rather higher than last market. Some tea men find quite a demand for old Japans in preference to new crop, but as stocks of old cannot be at all large there is little likelihood of much business being done in this quarter. Indians and Ceylons are firm, with very good demand for the better grades. China greens are in fair demand.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Prok·n Orange Pekoe	0 20	0 39
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	9 19	0 22
" " pinhead	0 30	0 35

COFFEES — Reports from Brazil state that the Government has stopped buying, having purchased about 6,000,000 bags, which means about half this year's crop. The fact of the Government's going out of the market seems to have lent same strength to the situation and it is likely there will be considerable buying now. Local coffee men are wondering what the Brazilian Government is going to do with the coffee now on its hands. Its movements will be watched with interest.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09½
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

DRIED FRUITS — There has not been a great deal doing in this market lately, but demand is improving, and during the week there has been a little more activity than usual. Prunes are looking up, there being quite a demand for this line. The market is strong. Quotations on seeded raisins have been withdrawn by California houses. Some expect that seeded for August-September shipment will be very scarce and, consequently, high, but it is too early yet to say definitely. Currants are firmer abroad and quiet locally. Nuts are strong all around. Tarragona almonds are selling 14½c. to 15½c., an advance Prospects are for a larger crop this year. First shipments will be made end September or beginning October. There is a stronger feeling in walnuts, stocks abroad being gradually cleaned up. Peanuts are very firm and higher in primary markets. Strong demand is reported, especially for low grades. Filberts are quoted 12c. to 13c.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees, per lb	0 04	0 04½
Sairs, per lb.	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 10
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½s		1 50
Californian Raisins—		
Fancy seeded 1-lb. pkgs		0 11
Choice seed d. 1-lb. pkgs		0 10½
Loose Muscatels 3 crown		0 09½
" 4 crown		0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 08½
50-60s	0 08
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90 100s	0 06
Oregon prunes (Italian style), 40-50s	0 07
" 50-60s	0 07
Oregon prunes (French style), 60-70s	0 08½
" " 90-100s	0 06½
" " 100-120s	0 04½ 0 05

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 07½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb.	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES — There has been no change in the spice situation since last report.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES — Demand is but fair at 10c. for small lots. A

better price can be had on large orders.

BEANS AND PEAS — Beans are stiff and prices are advancing. Peas are firmer.

Choice prime beans	1 45	1 50
Soup peas, whole, bag 2 bushel	2 25	2 35

MAPLE PRODUCTS — The maple syrup season is just about over. Except for the tail end arrivals little is coming in. Maple sugar is in fair demand at lower prices.

Pure maple syrup, bulk, per lb	0 05½	0 07
Compound maple syrup, per lb		0 05
Pure Townships sugar, per lb	0 06½	0 07½

RICE AND TAPIOCA — Rice continues to sell at the old figures. Tapioca has not changed locally, little business being done. Reports from Singapore state that stocks are not at all heavy, and holders are asking firm prices.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 07	0 07½

MONTREAL.

PROVISIONS — Lard, especially compound, is very firm. This latter has been advanced ½c. to ½c. a pound within two weeks. Oil is very firm, hence the higher prices. Smoked meats are higher, as will be noticed. Plate beef has been put up another $1 and supplies are very limited. There is not much of last summer's pack offering.

Lard, pure tierces	0 12	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb. "	0 12⅝	0 12⅝
" " 3-lb. "	0 12½	0 13
Lard, compound tierces, per lb	0 09½	0 10½
" tubs	0 09⅝	0 11⅛
" " 20-lb. pails, wood	2 23	2 28
" " 20-lb. pails, tin	2 13	2 18
" " cases, 1-lb. tins, 60 lbs. in case	0 10½	0 11⅛
" " " 5-lb. "	0 10½	0 11⅛
" " " 3-lb. "	0 10½	0 11⅛
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork		23 50
American short cut clear		24 50
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 13½	0 16½
Extra plate beef, per bbl	15 50	16 50

BUTTER — The market this week is slightly easier, lower prices ruling. Figures will have to decline still furthey, however, before any export business can be done. Local trade is very good. Dairy, tubs, is quoted this week. Large rolls are about finished.

New creamery, choice, boxes	0 21	0 21½
" " pound prints		0 22
Large rolls	0 18	0 19
Dairy, tubs	0 17	0 20

CHEESE — Cheese is in good demand and business being transacted is fairly large. For old, some are asking as high as 15½c., but purchases have been made at 14c. Export buiness is increasing as the make becomes larger. The Old Country markets are pretty bare and all that we can ship will be easily placed in England. Importers object to the present prices as being too high, but they must pay them now, and probably for some weeks to come, or do without the cheese.

Cheese, old	0 14	0 15½
" new, large		0 13½
" " twins		0 13½

EGGS — Prices have not changed materially since last report. The market is firm under arrivals none too large. Dealers are asking 17½c. to 19c. for No. 1 and 21c. for selects. There is not much storing being done at present.

HONEY — Continued cold weather is affecting the honey industry and the outlook is none too bright for a good crop. One farmer writes that cold weather has killed off nearly half his bees and he does not expect to have nearly so many hives as in former years. Farmers in other sections of the country are meeting with like experience. Meantime trade locally is dull.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

CANNED GOODS

MONTREAL—All canned fruits continue very scarce, greatly handicapping trade. Many jobbers are asking figures above list prices, peaches, for instance, selling at $2.20 to $2.25 for 2's and $3.25 and $3.50 for 3's. Orders are being taken for new crop goods at open prices. Cold weather is affecting vegetables considerably. Canned lobsters are practically unobtainable. Few jobbers are supplied, and those having a stock are getting the prices. Business in this line will not be brisk now, owing to this scarcity, until the end of June, when new pack appears on the market. Imported sardines are going well, but other canned fish are slow. Canned meats are selling better than they have since the exposure. Canadian brands are in strong demand while American lines appear to be recovering somewhat from the severe blow dealt them a year ago.

TORONTO—Very firm markets all along the line characterize the canned goods trade. The season has now gone so far that at least two or three weeks additional consumption is assured. That means at least 5 per cent. increased consumption for the year, which is not a small consideration. Stocks of canned fruits are getting into small compass and the backward season brings a short pack of tomatoes within the range of possibility. Peaches, yellow, 2's, are advanced to $2.25. Pears are firmly held. Golden wax and Refugee beans are higher.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal		2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		6 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow		2 25
2½'s, yellow	2 65	2 62½
3's, yellow		3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup		2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59

VEGETABLE

Asparagus—		
2½'s, tips, California		3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole, " "		0 92½
3's, sliced, " "		1 25
3's, whole, " "		1 15
Beans—		
Fancy brands		
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)		0 90
Gals.		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85

Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's	0 80	0 83
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		4 00
" 1-lb. flats		4 30
" ½-lb. flats		2 25
Mackerel		1 10
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "		1 95
½-lb. " "		1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz		1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½s		0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100		4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic		1 20
" imported	1 35	1 60
Herrings in tomato sauce, domestic		1 00
" " " imported	1 30	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 400
" 2s, "		2 5
" 6s, "		7 50
" 14s. "		17 50

	Per dozen tins.	
Chicken, 1's, boneless		3 00
Turkey, 1's, "		3 00
Duck, 1's, "		2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet		1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 40
" 1½'s "		2 50

ONTARIO MARKETS.

POINTERS—
Business—Less active.
Sugar—Continues firm.
Active trade in canned goods.
White beans—Higher.
Butter—Lower.
Provision markets—Firm.

Toronto, May 30, 1907.

Trade is not as brisk this week as it has been, but a fair business is passing and there is no complaint about collections. The lull is generally attributed to the cold weather and more active buying is expected to result from the return of seasonable temperature. Little sugar is moving at present, but the market is firm. Canned goods are the feature of trade at present. There is an active demand for both vegetables and fruits and stocks of the latter are getting into small compass. Prunes are selling well and spot stocks are pretty low. This line is especially interesting because of the outlook for a short crop and high prices the coming season. There has been a marked advance in white beans primarily, though it has been only partly communicated to the jobbing trade. There are now indications of a normal sultana raisin crop.

TEA—Demand continues about normal but considerable difficulty is encountered in securing lower grade tea of a kind good enough for this market. Latest mail advices from London report a strong demand for tea up to 7d. per pound.

COFFEE—The visible supply of the world on May 1 was 16,009,449 bags; a month before it was 15,397,742 bags, and on May 1, 1906, it was 10,356,157 bags. The large increase is of course due to the abnormal production in Brazil which it is claimed by the opponents of cheap coffee, will be small this year and next. Locally, trade is normal at about unchanged prices.

SUGAR—While sugar is not selling as briskly as a little while ago, the market continues firm. The raw market has been somewhat inactive, but firm. The situation now turns more upon beet than Cubans. Reviewed last week. Willett & Grey say: "The influence rfrom Europe was on the whole not entirely satisfactory. Daily fluctuations up and down from 9s. 10½d. to 10s. to 9s. 11½d. at the close, indicated uncertainty for the immediate future of beet sugar. The quotations for the home markets, while not very stable in appearance, still maintain actual business to a moderate extent at full prices, the last spot sales being 3.92c. per lb., or 1-16c. above last week."

D. Rattray & Sons, Montreal, under date of May 27, say of raws: "Our market, referring particularly to British West India sugars, has been quiet and featureless, but very firm, holders asking 2⅝c C. & F. basis 96 degrees, equal to 3¼c. duty paid Montreal. Barbados grocery grades are also higher, holders asking an advance over previous prices.

"The New York market has also been quiet, but firm. Cuban sugars have sold at 2 9-16 C. & F. basis 96, equal to 3.92 duty paid New York, and sales are rumored at 1.32 higher, 50,000 to 100,000 bags having been sold at the advance."

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 30, 1907.

BUTTER—Prices declining. Demand good.

CHEESE—Market firm under fair demand.

EGGS—Prices advancing. Now asking 18c. to 19c. dozen.

PROVISIONS—Firm.

In regard to refined, D. Rattray & Sons say: "Owing to the unseasonable weather, both here and in the U.S., the demand has been very quiet. At the moment we see no reason to expect immediate further advances, but the tendency is for higher prices as the season progresses. All refiners are holding firm at list prices. Greenock refiners have advanced their prices, owing to the higher quotations ruling with them for raw sugars."

Paris lumps, in 50-lb. boxes		5 35
" in 100-lb. "	5 05	5 25
St. Lawrence granulated, barrels		4 70
Redpath's granulated		4 70
Acadia granulated		4 70
Berlin granulated		4 60
Phoenix		4 70
Bright coffee		4 50
Bright yellow		4 55
No. 3 yellow		4 55
No. 2 "		4 40
No. 1 "		4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

MOLASSES AND SYRUP—For all that is doing in these lines here at present these prices might be omitted. Quotations are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 4
Corn syrup, bbl., per lb		0 2½
" -bbls "		0 03
" kegs "		0 0[illegible]
" 3 gal. pails, each		1 5[illegible]
" 2 gal. " "		1 10
" 2-lb. tins (in 2 doz. case) per case		2 00
" 5-lb. " (in 1 " "		2 45
" 10-lb. " (in ½ " "		2 40
" 20-lb. " (in ¼ " "		2 35
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 [illegible]35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95

DRIED FRUITS—Prunes are selling pretty well and stocks on spot are getting into small compass. Some houses are short on some sizes and some on others. Estimate for the coming crop is being reduced and is now placed at 40 per cent. of a year ago. Prices of futures at the coast have advanced another cent and the average now is about 5 cents, compared with 2¾ cents a year ago. Reports from Smyrna now indicate, with favorable weather, a normal crop of Sultana raisins, about 40,000 tons. Greece reports almost a Canadian winter, with the season now 3 weeks behind. Conditions are not unfavorable, however, if the dreaded peronosporos can be kept down.

Referring to Sultana raisins in the special spring number of May 17, it was said "Stocks in all consuming markets are low and low opening prices are looked for." It should have read, "high opening prices are looked for."

	Per lb			Per lb	
Prunes Santa Clara—					
100-120s	0 04½				
90-100s, 50-lb boxes	0 05½	0 05½	60-70s, 50-lb boxes	0 07	
80-90s "	0 06	0 06½	50-60s "	0 07½	
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	**Citron**	0 21 0 22
Orange	0 11	0 12		
Apricots, per lb			0 25	0 26
Peaches, "			0 18	0 20
Figs—				
Elemes, per lb			0 13	0 15
Tapnets, "			0 03½	0 04
Bag Figs			0 04½	0 05
Currants—				
Fine Filiatras	0 07½	0 08	**Vostizzas**	0 09½ 0 10
Patras	" (8½)	0c½		

Uncleaned, ½c less.

Raisins—		
Sultana	0 12½	0 15
" Fancy		
" Extra fancy		

Valencias, selected	0 09	0 09½
Seeded, 1-lb packets, fancy	0 11	0 11½
" 16 oz. packets, choice	0 10½	0 11
" 12 oz. " "	0 09	0 09
Dates—		
Hallowees 0 05	Fards choicest	0 09
Sairs 0 04½	" choice	0 08½
Domestic evaporated apples	0 09	0 09½

NUTS—Trade is slow. There is difficulty in getting good Brazil nuts. One first-class Toronto confectioner has stopped using them.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb	0 13½	0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES—Quotations are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 12

RICE AND TAPIOCA—There is a pretty good movement of rice and tapioca. Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07⅛

BEANS—The market in the bean-growing district has advanced 5 to 10 cents.

Beans, hand picked, per bush	1 50	1 60
" prime N. 1, "	1 45	1 50
" Lima, per lb	0 06½	0 07

HIDES, WOOL AND TALLOW—Prices are steady. Receipts are lighter than usual at this time of year. There are not many hides in the country because killings are fewer than ordinarily at this season.

Hides, inspected, cows and steers, No. 1		0 09½
" " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 13
" No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 25
" " extra		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 30, 1907.)

With fine, seasonable weather business is once again very active and wholesale houses are experiencing one of the most active seasons on record. Trade was retarded by unfavorable weather and pessimistic crop reports, but it is coming now with a rush.

Price changes are few and comparatively unimportant this week. Canned mushrooms are practically off the market and orders placed for delivery this spring cannot be filled. There are no stocks on hand except a small supply left over from last year. This is commanding a price of 25c to 30c. per tin. Canned plums are also practically unobtainable and canned peaches (2's) are in very scant supply. Sugar is steady at the advance noted in last week's issue.

CANNED GOODS—Canned peaches (2's) are practically off the market and hence command a high price. Canned plums are practically unobtainable. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 75
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " flats, per case	15 50

SUGAR—The price is steady since the recent advance. We quote :

Montreal granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 75
Wallaceburg, in bbls	5 20
" in sacks	5 15
Berlin, granulated in bbls	5 10
" " sacks	5 15
Icing sugar in bbls	5 90
" in boxes	6 10
" in small quantities	6 50
Powdered sugar, in bbls	5 70
" in boxes	5 90
" in small quantities	5 95
Lump, hard, in bbls	6 25
" in ½-bbls	6 25
" in 100-lb cases	6 25
Raw sugar	4 70

SYRUPS AND MOLASSES—Quoted as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 50
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " "	0 08½
" 12 oz pkgs, per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS — No change in price. We quote :

Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14½
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95

California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case		8 75
" 10-lb. "		8 65
California honey 1-lb. glass jars, 2-doz. case		4 80
" 5-lb. tins, 1-doz. case		5 40
" 10-lb. " ½ doz. "		10 80
" 60-lb. " per lb		0 14

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4½ cents per lb. We quote :

Japan rice, per lb., cwt. lots		0 04½
" " 50-lb. lots		0 04½
Rangoon rice, per lb	0 04	0 04½
Patna "		0 04½
Tapioca, per cwt	7 50	7 75
Sago, per lb.		0 04½

NUTS—

Almonds, per lb		0 16
" (shelled), per lb		0 33
" " in small lots, per lb		0 11½
Filberts		0 11½
Jumbo peanuts, roasted		0 17
" " green		0 14
Diamond peanuts, roasted		0 14
" " green		0 11
Walnuts, new, Grenobles, per lb		0 1
" " Marbots "		0 1
" " shelled, "		0 30
Pecans, per lb	0 15	0 16
Shelled walnuts, January delivery		0 [illegible]
Brazils, per lb		0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack		1 85
" 40 " "		0 22½
" 20 " "		0 85
" 8 " "		0 39
Granulated oatmeal, per sack		2 50
Standard, per sack		2 35
Cornmeal "		1 60

EGG CASES—In good demand at following prices :

No. 1 egg case, complete	0 45
No. 1 " without filler	0 31
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" " " white, "	1 85

FOR SALE.

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

AGENCY WANTED.

DO you want a live man to represent you, act as your agent or, help you manage or advertise you business? Wrightson Thorp, has wide experience of tea, coffee, general grocery, provisions, wholesale and retail, gained in the City of London and in Canada; Wrightson Thorp is looking for responsible position, with money in it, in an ambitious firm; references second to none. Address Wrightson Thorp, Toronto.

CANADIAN FLOUR IN THE ORIENT

Our Trade Hindered by Cheap American Grades—Transportation Inadequate—China and Japan Demand a Special Flour—What Newfoundland is Doing.

By Alexander MacLean, Commercial Agent, Japan

Since the Japanese tariff, effective just six months ago, gave a decided preference to wheat over flour, there has been some inquiry for wheat quotations and as to the probability of supply. Although there have been some transactions, the general report is that prices are too high. One of the latest answers is that "You Canadians are too well off, your prices show that you have a better market than we can offer you."

To a recent inquiry for business from a Canadian milling company, a leading firm here say that they will be very glad to hear from the Canadian company with their best proposals, but "at the same tihe we must admit that although we have tried for a long time to do business in Canadian flour, we have so far been unable to make any headway owing to the competition of the cheaper American qualities."

Another leading firm thank this office for the information but "regret to say that owing to the high price of Canadian flour it is impossible for us to do business, therefore feel that it is useless to trouble the inquiring company with our correspondence." These are representative houses, with widely extended connections, who know the market thoroughy, and whose business it is very desirable to have. There are others, who take up the inquiry, first-class houses, too; but they have the same market to cater to, and great expectations are therefore not in order. The general tenor of correspondence with the milling and grain operators in British Columbia and Alberta impresses one with the comparative unreadiness of the trade there to present a strong front in this market. Milling and elevator facilities are as yet seemingly in the early preparatory stages. And that is after all only a reasonable condition, because these things involve large expenditure of money which could not be ventured upon unless the crops to supply them could be anticipated.

Transportation Facilities.

Then there is the matter of transportation facilities. The Canadian Pacific has a great name, and has done and continues to do great things for Canada, in the Orient. But the opinion here is that the traffic is up to the facilities; and that flour and grain from Vancouver will not compete with those products from Seattle and Tacoma until the facilities are greatly increased.

As to the unreadiness for efficient exportation to this market, I find in the Vancouver Daily Province an interview very much to the point, under date of March 6.

The manager of a Vancouver milling company, interviewed, says that "within the last thirty days we have received inquiries for approximately a million bushels of hard wheat for shipment to the Orient, principally to China. We have shipped about a thousand tons of this hard wheat to the Orient within the two or three months, and the reports we have received from there are that the grain is very satisfactory for mixing purposes. The indications are that a large amount of our grain will be used by the mills in the Orient in the future; in fact they are very anxious to secure our grain. They mix it with the softer wheats from Australia and Puget Sound, and it adds strength to their product.

Good Prospects for Alberta.

"The trouble with us is that we are unable to get this wheat, as what surplus there was—probably about two million bushels of milling wheat in Alberta—was in the greater part moved east last fall because of lack of elevator capacity. There are large amounts still in Alberta, but they are being held for milling purposes. The surplus stock for export is now practically exhausted. Were that not the case this Oriental business could be handled.

"Could we not get the wheat from Saskatchewan? No, it costs too much to get the grain from there, because the long haul to the coast is too expensive.

"I have just returned from an extensive trip through Alberta, where in the grain trade I found prospects for the coming summer extremely bright. A very large increase of winter wheat is in the ground, and this grain is looking exceptionally well. From present indications Alberta will have at least five million bushels of wheat for export this year, where she had less than two million bushels available last year. We are confident that a large part of that surplus grain will move to Vancouver. While the demand from the Orient is now making itself manifest, I believe that in the future Mexico will take quantities of our highest grade grains.

"We are now installing machinery in our flour mill. We expect to commence operations in time to place our flour on the local market by May 1.

"As to surplus for export, we have sufficient inquiries from the Orient alone to enable us to operate our mill night and day from the start. We have our eyes on the Orient, and expect to develop that trade as rapidly as conditions warrant; but we intend for the time to make Vancouver and British Columbia our principal market, and will use nothing but No. 1 hard wheat from the Northwest in the manufacture of our flour. Our surplus stocks will be exported."

What the party giving this interview says, is consistent with what I have be-

fore me in his company's correspondence with this office. It is consistent, too, with what has always been advanced upon this subject in these reports; that is, that the flour and grain trades of Canada tributary to the Pacific are not yet ready, but are getting ready, to take an aggressive part in the Oriental market.

I would say here, that, in order to effect profitable competition in the Japanese market with Oregon, Washington, and California flour, it will be necessary to make a specialty of flour manufacture acceptable to this market.

PTOMAINES.

Poisoning by ptomaines probably is as little understood as any of the common ills that befall man. Only recently, says the California Fruit Grower, has ptomaine poisoning been reduced to anything like scientific knowledge. In our ignorance of the cause and action of this poison we have nursed many popular delusions. For instance, canned goods have long been believed to have been the most prolific source of ptomaine poisoning, while, as a matter of fact, they are about the freest from danger. Canned goods generally are prepared from the fresh material, used before there is chance of decomposition to reach the danger point.

Furthermore, they usually are carefully sterilized. And if the bacteria of ptomaine have been at work gases will have been produced, the ends of the can will be bulged out and the presence of poisoning, or chance of it, thereby easily detected.

Throughout the entire scientific world recently special attention has been paid to the subject of ptomaine poisoning for the purpose of preventing and treating it. Professor S. C. Prescott of the Department of Industrial Biography of the Massachusetts Institute of Technology, has given to the world lately much valuable information concerning his experiments.

The word ptomaine is derived from the Greek word for corpse, the first ptomaines having been discovered in bodies. The name was suggested in the early '80's by an Italian scientist. The ancient Hebrews knew the danger from this source, and one of the commandments in Deuteronomy is: "Ye shall not eat anything that dieth of itself; thou shalt give it unto the stranger that is within thy gates, that he may eat it." Which was a valuable safeguard for the "chosen people," but a little rough on the other fellow.

Food poisoning may be caused in various ways, the substance most commonly affected being meat, sausage, fish, milk and cheese in which bacterial action produces ptomaine poisoning readily. These bacterial changes usually take place in the flesh before it is cured or cooked.

A FISH STORY.

A well known meat firm on the upper west side of New York is hoping this story will not get out. The firm in question enjoys a fine trade in sea food on Fridays, and last week received a big consignment of a certain shellfish. The manager looked over the stock and decided that a sign on the window would help to dispose of them. Calling one of the clerks to him, he ordered him to print a sign on the window to help sell out the stock. The clerk did as ordered and returned to his work. In a few moments one of the partners entered. There was a frown on his face and he called the manager to him and entered into a noisy discussion. The clerk who printed the sign was called to the front and severely reprimanded as a result.

"Next time," cautioned the irate partner, "next time that you put up such an insulting ad. you'll lose your job, young man."

"But—but what is the matter with it, sir?" stammered the poor clerk.

The partner led him outside and pointed at the window. Beneath the names of the partnership appeared the advertisement in the following manner:

o.....o
: :
: John Brown & Co. :
: :
: Lobsters. :
: :
o.....o

CROPS DELAYED BY WEATHER.

The very backward state of the weather has prevented full and accurate reports being obtained by the Ontario Department of Agriculture from the fruit centres of the province regarding the condition of the orchards, as the stage of growth is nearly two weeks later than usual, and in most parts of the province fruit trees have not got into leaf or blossom by the middle of May. Several reports speak of plum trees dying, but some attribute this to the severe winter of 1903-4 having told on the vitality of the trees. Other fruit trees have come through in good condition and give fair promise of fruiting should spring frost be escaped. Complaints are made of injury from the San Jose scale and the oyster shell bark louse, but more spraying than ever is being resorted to in order to overcome these and other orchard pests. There are reports of injury to small fruits by the winter.

THE BUSINESS MAN.

"If a young man does not find romance in his business, it is not the fault of the business, but the fault of the young man. Consider the wonders, the mysteries, connected with the recent developments in that most spiritual of all agents — electricity, with its unknown, and, perhaps, even unguessed powers. He must indeed be a dull and prosaic young man who, being connected with electricity in any of its forms, is not lifted from humdrum business to the region of the mysterious. Business is not all dollars. These are but the shell—the kernel lies within, and is to be enjoyed later, as the higher faculties of the business man, so constantly called into play, develop and mature. He must possess one of the rarest qualities—be an excellent judge of men—he often employs thousands. He must know how to bring the best out of various characters; he must have the gift of organization—another rare gift; must have executive ability; must be able to decide promptly and wisely."—Andrew Carnegie in System.

A GOOD PROPOSITION.

For the past half-century Branson's coffee extract has been widely known among the British public and has obtained many awards at the leading international exhibitions. In England the Branson's essences are handled by such reputable firms as Crosse & Blackwell and E. Lazenby & Sons, and their advertisement "Call a spade a spade and Branson's coffee essence perfection" is as well known as any advertising phrase on this side of the water. In addition to a large home trade Messrs. Branson have a wide export connection and have recently entered the Canadian market. Green & Co., 23 Scott street, Toronto, are the sole agents for the Dominion, and are making a specialty of the proportion of best chicory. This preparation is recommended by the "Lan- "Sherefi" coffee, which is prepared from specially blended and high grade coffees, with the necessary proportion of best chicory. This preparation is recommended by the "Lancet," The organ of the medical profession in England, and is a good seller. Attractively packed and at a price which shows a good profit to the retailer, it is an article which up-to-date grocers find profitable and satisfactory.

MAPLE SYRUP FOR TOBACCO.

Maple syrup is used for many purposes and is appreciated in many ways, but evidently we have not yet seen the limit to the purposes to which it can be put. Tobacco manufacturers are now, some of them, using maple syrup to flavor their chewing tobacco, instead of the sweet licorice formerly employed. The Grocer learns that one large manufacturer is searching all over the Eastern Townships to secure sufficient quantity to fill his wants for the coming year.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Grocers' Sundries

Large English manufacturing firm about to open extensive advertising operations throughout Alberta and British Columbia wish to communicate with a reliable house in Calgary and also Vancouver, having connection with retail grocers throughout each province. Box 147, Canadian Grocer, Toronto.

EFFECTIVE WINDOW DRESSING

Picture of the Montreal Soap Window—Illustration of a Good Window Display Spoiled by Goods on the Outside.

A very effective window display of Sunlight Soap was made recently at P. Campbell & Co.'s store, 42 Victoria St., Montreal, is shown in the accompanying illustration. Although the space inside the window was very narrow, yet with the aid of "staging" the dresser was able to show what could be done under such difficulties.

At the back three large posts were erected with cross bars at the top. These were covered with colored paper, and white tape was used to carry out the decorative idea. At the base large cartoons of Sunlight were placed, while 5-cent packets were so piled up that the housewife was at once attracted. The different posters, both large and small, were a great help in adding to the effect. Those of a more comic nature caused passers-by to stop, which is just what a smart poster should do. The window was arranged by one of the clerks, K. Harrison.

A Nice Front with a Defacing Fringe.

WESTERN FOOD SHOW A WINNER

The preparations for the coming Food Show in Winnipeg July 1-13 demonstrate that as in all matters the west will lead in push and progress. Out of a total of 70 booths, 56 have been sold and for the 14 remaining booths there are at this time more than 25 applications. The exhibits embrace every article in the food line and the exhibitors come from all sections of the Dominion and many from the United States.

When the Retail Merchants' Association of Western Canada decided to have a food show, the committee appointed to manage the exhibition determined that the show should be the largest and best ever held in the Dominion and Secretary W. A. Coulson, upon whom the main work devolved, mailed in his circulars boldly stating that "this will be the best and largest food show ever held in Canada."

In addition to the seventy booths in the main hall, the two rooms on the side of the entrance will be fitted up with exhibits. One of these, 40 x 50 ft., will be used by the Lipton Tea Importing Co., and will be fitted up as a tea garden. Montreal, Toronto, Hamilton, Calgary, Victoria and other cities in Canada, with Chicago, Minneapolis, Battle Creek, Pittsburg and New York in the States, will have exhibits from manufacturers seeking the trade of Western Canada. The Association will meet in convention at the show and this has been one of the features not overlooked by wise manufacturers.

The show will be conducted as a strictly high grade, dignified, food exhibition and no vaudeville stunts will mar its business methods.

Winnipeg and the west is young, but its growth is the wonder of the world. The Retail Merchants' Association is young, but in a trifle over two years has grown from 26 to 1,800 members and while this is the first food show they have held, it will demonstrate how things are done in the west.

Sunlight Soap Window—Dressed for P. Campbell & Co., Montreal.

BOAR'S HEAD AGAIN HIGHER.

A further advance in Boar's Head compound lard makes prices read: Tierces, 10⅞c.; half-barrels, 11⅛c.; tubs, 11⅛c.; wood pails, $2.28; 20-lb. tin pails, $2.-18; cases, 3's, 11⅞c.; cases, 5's, 11¾c.; cases, 10's, 11⅝c.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street, - Montreal

REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized

linings. For grocers, butchers, clubs and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

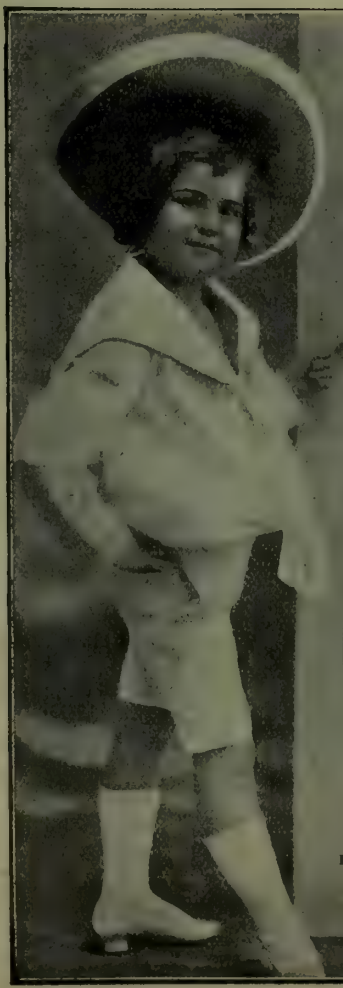
IN ADDITION

we will give you a watch for good work.

Write at once.

The MacLean Publishing Company,

10 Front Street East, Toronto



DON'T
BUY
CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you.

If You Cannot Wait

for our Representative to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithographing Company
Limited
London, Canada

BACON CURING IN ENGLAND.

The first of two lectures on bacon curing was delivered by Mr. Loudon M. Douglas, of 3 Lauder Road, Edinburgh, at the Borough Polytechnic, London, on May 15th, and there was a considerable attendance. The lecture was illustrated with original lantern slides, which lent a degree of interest to it not otherwise to be attained. The lecturer dealt at considerable length with the various breeds of pigs grown at home and abroad, and the methods of feeding them, and animadverted on the total absence of systematic teaching of pig-breeding and bacon-curing at any of our twenty-two agricultural colleges. The absence of opportunities for acquiring this knowledge hindered the development of the business, while other nations were busy preparing more and more bacon for British markets. The imports of bacon from Denmark and Canada have gone up enormously, and when we were practically at a standstill, the Governments of these countries were using every effort to encourage bacon-curing—all the produce being intended for us. There was one co-operative farmers' factory being built at Roscrea in County Tipperary, and it would be the first of its kind in the United Kingdom. In Denmark there were thirty-three such factories and all were successful.

The bacon-curing pig did not necessarily belong to any of the recognized breeds, but might be classified as a special type. A fine cross was had by using a large Yorkshire or a Tamworth boar with Berkshire sows, but we had no definite data as to whether the reverse process would not be equally successful.

Bacon-curing might be conducted in several ways: (1) On the farm; (2) In the provision shou; (3) In the factory. On the farm and in the shop it was necessarily a simple business and involved only a little care. The lecturer proceeded to give specific data for curing in the small way. In his second lecture, which was delivered at the Borough Polytechnic, London, on May 22nd, he dealt with curing in the factory and showed many views of the processes throughout.

MILK IN REFRIGERATOR CARS.

Bringing to Montreal milk from a distance, in refrigerator cars, is the problem being tackled by Dr. McCarrey, chief food inspector of the city. Dr. McCarrey says that he is arranging to see officials of the C.P.R. and G.T.R. in regard to the matter.

About a year ago officials of the road in question waited on the hygiene committee of the city council in regard to this question. The committee was anxious that the companies should run refrigreator cars, as is done in many American cities. The companies, however, could not see their way to do as asked. They explained that the great difficulty to be faced was to get sufficient milk to warrant the running of such cars. It is now contended by Dr. McCarrey that as the population is growing rapidly, and as the milk supply is increasing daily, the railways may be induced to look on the matter in a different light.

Dr. McCarrey explained that if milk was brought to the city in refrigerator cars it would be in far better condition than when hauled into the city in baggage cars. Arrangements could be made that the milk vendors be at the stations the moment the refrigerator cars arrived. The result would be that citizens would get milk quite cool and in good state. It might also be possible to get milk vendors to construct milk carts in a manner that they would hold a certain amount of ice. Such a system would also do much towards preserving the milk.

STOPPED CUTTING PRICES.

Grocers who complain of the rate cutting and associations which aim to have manufacturers of food products fix and maintain the retail price of their goods are citing the instance of the N. K. Fairbank Company of Chicago and the way it recently handled a rate cutter. It appears that recently a certain grocers advertised cottolene at cut rates, and as that was one of the products sold at a fixed rate, the local grocers' association made complaint to the company. Investigation showed that the advertiser was merely trying to work off some old stock and rather than have him do so at cut prices the company took it off his hands and replaced it with new.

NEWFOUNDLAND TAKES GOOD FLOUR.

It is interesting to note that in Newfoundland the flour most in demand of late years has been of a high grade—Manitoba patent, American Spring patent and second patent being chiefly in request. This is a marked change for the better, and has taken place during the last fifteen or twenty years. Formerly the United States had a practical monopoly of the fishery market, supplying it with low-grade flour such as what was then known as New York Supers and Twos.

"For fishery supplies" says E. D. Arnaud, "the lowest grade now required is winter wheat 90 per cent. The bulk of this flour is imported from the United States, say 2-3 American and 1-3 Ontario wheat. Winter wheat patents are not wanted in any quantity, the demand now being for either Manitoba patent of American Spring wheat patent, the consumers having arrived at the conclusion that with the latter flours they get better results, and more bread than from the soft winter wheats.

"Manitoba patents and second patents are becoming more popular each year, and it would appear that in time they will, to a large extent, shut out the American Spring wheat flours The demand during the fall of 1906 was altogether in favor of the former in the cash trade, but as the American flour was quoted lower than the Manitoba it suited the merchants better for supply purposes and the credit trade, there being a larger margin of profit on the same."

H. Gilbert Nobbs, Canadian manager of Holbrooks Ltd., was in Winnipeg last week, a guest at the Royal Alexandra Hotel.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $110—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

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THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **WINNIPEG, MAN.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Hot Weather Meats

The warm weather is here at last and will be for some months. Arrange with us now to send you daily or weekly supplies by express.

Cooked Hams
Cooked Rolls
Cooked Corned Beef
Cooked Lunch Tongues
Cooked Ox Tongues
Brown Headcheese Hocks
Beef-Bolognas
Fresh Sausage

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

More Trade and Better

comes to the man who stocks the brand of groceries and provisions the particular women of Canada demand.

Corona Brand

is so much better than the next best brand of groceries and provisions that there is no comparison.

Mr. Grocer! When you place your orders with us you are not placing them with your own competitors. Besides, you get the brand that assures a bigger and a better trade.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous

RYAN BRAND

of provisions may appear some day.

Shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because they are convinced that the Ryan Brand is the best on the market to-day.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese continues firm at prices which are about the same as those which ruled last week. There seems to be no end in sight, the market looking strong for the future as far as can be seen. Lower prices than now rule are bound to come, but dealers are beginning to wonder when. At the country boards stiff prices have been paid all along, and as a result any business transacted has been at figures which are rather high for this season.

As before stated, short sales have been responsible in a measure for the advanced figures quoted, while another factor in the situation is the surprisingly cool weather. With June here to-morrow we should, in the natural order of things, begin to experience warm weather, when the make of cheese will be larger and prices will be lower.

To date the make of cheese has not been nearly as large as last year. Board of Trade figures give receipts for the week ending May 25 as 22,519 boxes against 42,673 boxes for the same week in 1906, which figures out a decrease of 20,154 boxes. Total receipts of cheese for 1907 are given 79,434 boxes, against 126,088 boxes for 1906, again a decrease, this time of 46,654 boxes. It will be seen that the make this year is nearly 50,000 boxes behind what it was for the same period in 1906.

Some trading is being done with the Old Country, but importers are forced to pay the price if they wish to obtain the goods. Outgoing boats have not, however, taken the cargoes they should have at the end of May.

An improvement in the situation will be welcomed by all engaged in the cheese trade, as with matters in their present shape, business cannot help but be unsatisfactory.

It is now practically the first of June but receipts of grass butter have been very small. Under ordinary circumstances supplies of new grass butter would be quite large at this time, but this year cold weather and other things have served to delay the arrival of the butter which is so much in request. Such as has arrived is almost entirely Eastern Townships.

If cold weather has interfered with the cheese trade it has certainly damaged the butter industry considerably. The season is away later than it should be. The cows are reported in very poor condition, and the flow of milk is unsatisfactory. The cows have been turned into the stable every night, and have been fed on feed just as though winter were at its height. There has been no grass to speak of and until there is, conditions will not be remedied. Before warm weather comes there can be no grass, therefore butter merchants cannot have summer temperatures too soon.

Receipts are increasing week by week, but are still away behind last year. Board of Trade figures indicate receipts for last week to be 4,871 packages, against 15,130 for same week in 1906 or a decrease of 10,259 packages. Total receipts for 1907, 15,522 packages, and for 1906 to this date, 44,253 packages; a decrease of 28,731 packages. It will be noticed that the receipts for one week last year almost equal the make for the entire season to the present this year. This will give one some idea as to the small make thus far in 1907.

All the butter which has arrived has been disposed of very easily. Most of it has come by express, although some freight arrivals are now being sold. It is expected that stocks will begin to accumulate in the near future, when lower prices will rule.

It has not been possible to do any business with the Old Country up to the present, our prices being quite too high to interest English buyers. They are gradually reaching an export basis, however, and when they are sufficiently low there is likely to be some trading.

In a way, it is just as well at present that we are not called upon to supply the English market. Receipts are too small to more than cover local trade.

Advices from England report a fairly steady market. English houses are disposing of the remains of Colonial butter held, and are using Irish, Danish, and some Russian as well.

THE PROVISION SITUATION

The price of live hogs is higher again this week and if the farmers want proof that there is no combine among the packers they have it in the variableness of the prices being paid. They range from $6.75 to $6.90. The deliveries of hogs also are at about the highest point this year to date, 33,000 or over last week. Another noticeable feature of the trade is that the hogs are running heavy, showing that the farmers have been holding back for higher prices and "doing" the packers conscientiously.

The deliveries, however, are what might be expected in Canada, normally about the last of May, and the fair assumption is that farmers are into the hog-raising about as usual.

The Old Country market has not been improved upon last week, but remains firm, due partly to the fact that stocks of Canadian bacon on the other side are still in small compass and will continue so until the hogs bought since the improvement of the market appear in the form of bacon, and that will be three for four weeks yet. Canadian is still quoted at 60s. to 64s. The Danes are still keeping up their supplies at the rate of 35,000 to 40,000 hogs a week.

The domestic market for products is stiffening, due to increasing demand and the advancing price of hogs, coupled with the encouragement given packers to direct their product again for export. The firmness is specially marked in smoked meats and lard. The latter is about ½c. better. Demand in every direction is very satisfactory and packers are hopeful of higher prices. There is not much business coming east from the Canadian Northwest. The American markets having gone lower, makes it difficult for Canadian packers to hold their own.

Reviewing the American provision market for last week the Journal of Commerce says:

"The past week has not been characterized by any general activity or material change in prices, though early week the future markets sympathized with the grain markets, but the packers did not seem to encourage this, fearing that it will pull up the hog market also; and after a moderate advance futures turned weak and declined under fairly liberal receipts throughout the west, and became more active at the lower prices than they were early week on the higher ones as the trade balked at higher prices than the present ones for products and were more inclined to sell short when the market turned weak at the low ones. The present increased volume of receipts seems likely to hold for some time to come, and it is manifestly to the packers' interests to keep hogs as low as possible until receipts let up."

TORONTO.

PROVISIONS.—Demand for pork products is increasing and this, with the heavy advance in raw product is imparting a very firm tone to the market. This is especially true of smoked meats. Lard stocks seem to be in small compass and prices are tending higher. Dressed hogs are up 25c.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	....	0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl	....	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12½	0 12¾
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 50
" choice carcases	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 13½	0 16
Hogs, street lots	9 25	9 75
Veal	0 08	0 10½

BUTTER.—Prices are one to two cents easier this week. There is practically no grass butter coming yet, which means that nothing can be stored and jobbers must keep cleaned up. They are making the price to that end. Receipts are increasing but demand is very good. Creamery solids are beginning to arrive.

	Per lb.	
Creamery prints	0 21	0 22
Creamery solids	0 19½	0 20
Dairy prints, choice	0 18	0 20
" " ordinary	0 17	0 18
" rolls, large choice	0 18	0 19
Baker's butter	0 16	0 17

Get Ready!

We are talking every month to over **500,000 women** with our advertising about

Clark's Canned Meat and Beans

We are telling this **half million** of women the real truth about our products. We are sending them to your stores to buy CLARK'S MEATS AND BEANS.

Get Ready for Them!

See that your shelves are well stocked with all lines.

THE NAME

FLY PAD

was registered as my TRADE MARK in 1880 and I am protected in its use under the registration act.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited

OWEN SOUND

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

CHEESE.—Demand for new cheese is very limited here as yet, which doubtless is a good thing for the public digestion. Old cheese is held at higher figures.

Old cheese	0 14	0 14½
New "	0 13	0 13¾

EGGS.—Receipts are plentiful and the packers having got the bulk of their future supplies put away at high prices, are backing up a little and competition in buying is not so keen and prices in the country are sagging. Jobbers selling prices however remain firm with a slight tendency in spots to advance. The cool weather keeps the eggs in first-class condition and the shrink is scarcely greater than it was early in April. Consumption is heavy.

One reason why packers are seeking to get eggs cheaper is that the price in Chicago is so low that the Manitoba and western fall trade, which is a considerable factor in the Ontario packers' business, is being threatened by American competition. Eggs are now selling in Chicago at 14½c., with the cases thrown in.

Eggs	0 18	0 18½

HONEY.—It seems a little early to talk of honey crop prospects, but it is said the bees in many parts did not winter well. The crop season last year was wet and the production was very short. Honey men say such a condition makes some bee men careless. Present business is slow and prices are merely nominal.

Honey, strained, 60 lb tins	0 11	
" " 10 lb tins	0 12	
" " 5 lb tins	0 12	
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz	1 50	

POULTRY.—Business is not active. Springs are down to 30c. a pound.

Live Weight.

Spring chickens, per lb	0 30	
Old fowl	0 11	
Ducks	0 17	

Dressed weight.

Spring chickens, per lb	0 30	
Old fowl	0 11	
Ducks	0 14	
Turkeys	0 14	
Hen "	0 16	

For Montreal provision markets see general markets.

NEW AGENCY.

The new firm of manufacturers' agencies, Martin & Wetmore, St. John, N.B., starts out with experienced men. R. H. Martin was for twenty years with Gowans, Kent & Co., Toronto, and represented his firm in the Maritime Provinces for nearly that time. He is a thoroughly posted crockery and glassware salesman and hasn't a bad friend in the trade. "Bob" Martin knows his goods and his trade knows him. Mr. W. J. Wetmore was for a long time with O. J. Warwick & Co., the St. John wholesale crockery house, having represented them in P.E.I. and Cape Breton. With the training, experience and connection they have, Martin & Wetmore ought to "make good" and The Canadian Grocer wishes them good luck.

Messrs. Crawford and Grasset are two new travelers on the road for Leon Fontanel, Montreal. The former will cover Ontario and the latter Quebec.

THE BEST IS

O'Mara's Bacon

IS THE BEST

A Trial Solicited

JOSEPH O'MARA
PORK PACKER
Palmerston, Ont.

The Manitoba Canning Co.
LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

The Only Luck There Is

A Wise Business Policy

The shrewd grocer knows that it is wise business policy to stock

"HORSESHOE" Brand
of
HAMS AND BREAKFAST BACON

because we have reduced the curing of meat to an exact and simple science. Most packers are alive to the necessity of cleanliness; but—few know how to retain the succulent and appetising goodness of prime, fresh pork.

We know how

JOHN DUFF & SON
Hamilton, Can.

GUARANTEED PURE MILK Condensed

These goods are ideal in composition, preparation and finish.

They represent the best product of 20th century skill and method, purity and quality.

Truro Condensed Milk Co., Ltd.
TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Prices in the Clouds—Flour in Big Demand—Oats Firm—Good confectionery a Profitable Line to Handle.

The wheat market is still watching anxiously the crop reports and the highest price for July wheat in Chicago was reached this week. Prices have advanced 25c. since April 4, about seven weeks. That means an advance of $1.25 on the raw product of a barrel of flour. No one can, however, forecast the future. Some say the western wheat acreage will not be greatly reduced; others aver it will be as large as last year. Then much depends on the weather during the next few weeks. In Ontario the reports are almost as conflicting. About the minimum estimate is half a crop of fall wheat.

The effect on products is naturally to make prices very firm. There has not been any further advance this week, but the millers see it coming if wheat prices keep up. While on the present level of prices there is no export business passing, except to Newfoundland, the millers report a very heavy demand from all parts of Eastern Canada. The retail trade has been buying heavily against the expected advance and the millers state that the higher prices have not hindered business. One miller gave an offhand quotation at the top of the market to Newfoundland, and it was snapped up on the instant..

Cereal products of wheat and oats continue at unchanged prices but the market is very firm. The outlook for oats is very bullish. Ontario stocks are exhausted. The west has some but may require most of them for seed and the increased number of stock. In the Stat?s the outlook is not promising.

Confectionery.

Quality of goods and effectiveness of display are the prime factors in the

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

BODE GUM CO., 30 St. George Street, MONTREAL

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Business Insurance

Protect your goods, your reputation and your bank account by purchasing everything you require in

Wrapping Papers, Twines, etc.

from

DOUGLAS & RATCLIFFE, Ltd.

The unrivalled strength and toughness of the D. & R. brands of paper protect your goods, their superior finish and appearance your reputation as a grocer who does everything in first-class style, and our prices and values protect your bank account. May we hear from you through our travellers or direct.

Douglas & Ratcliffe, Limited

TORONTO and WINNIPEG

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

success of a confectionery department in a grocery store. There is perhaps, no foodstuff the quality of which varies more largely than that of confectionery. There is no foodstuff in which quality is more appreciated.

A good candy department is one of the most profitable ends of a grocery business. Effective display sells the goods; quality holds the trade. It is a cinch and every bright, up-to-date grocer who is not in on it should give the subject very careful consideration at once.

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We offer some good receipts to buyers, for several Grocery lines, including **Baking Powder, Self-Raising Flour, Jelly Square and Powders, Custard Powder, Etc.**

Our quotations are interestingly low on

CALCIUM ACID PHOSPHATE
PHOSPHORIC ACID
MALT EXTRACT
BUTTER FLAVOR
HARMLESS COLORS

Write for our price lists.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLauchlan's

Cream Soda

Biscuits

are just as perfect as Soda Biscuits can be baked, and they hold their goodness.

McLauchlan & Sons Co.
Owen Sound, Ont.

MONTREAL.

FLOUR.—Millers report excellent demand locally at prices quoted below. They find it difficult in some instances to have their goods shipped, owing to congestion in railway traffic, but on the whole are meeting with satisfaction. Export trade is brisk at a good advance on prices which were quoted a few weeks ago. Indications at the moment point to higher figures.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 20
Glenora		4 60
Manitoba spring wheat patents		5 10
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS.—This week the market is, if anything, slightly easier, but prices have not changed since last writing. Trading is not large, most people having stock sufficient to last them for some little time.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated "	2 30	2 45
Golddust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 00	2 10
" 80-lb. bags	1 90	2 05
" bbls		4 40

FEED.—Feed continues as bad as ever. Millers are unable to fill one-half the orders they have booked. One milling concern stated that they could not ship one-quarter the orders they had taken. Prices hold very firm under the circumstances.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran		21 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

TORONTO.

FLOUR—Quotations remain as last week, but a further advance of 20c. is promised, if wheat prices hold. Millers doing principally a domestic trade, say business is very brisk and that while there has been heavy retail buying against the advance, higher prices have not seemed to check the movement.

More grocers would handle

Perfection Cream Sodas

if they only knew how good they were and how their goodness makes for the lasting, paying trade.

are just as perfect as pure material, cleanliness, carefulness and ingenuity can make biscuits. The unique quality of

Perfection Cream Sodas

is that their wonderful goodness is lasting. So say the women of Canada.

(3-lb. cards or tins)

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

QUEBEC MARKET

Any Important firms willing to be represented in our city would do well by writing to

Alf. T. Tanquay & Co., Commission Merchants and Brokers
Lower Town—In Rear of Quebec Bank
20 YEARS EXPERIENCE.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

COX'S GELATINE

Cox's GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion,

PURITY FLOUR

is the perfect standard of Patent Flour for Baker's and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at
WINNIPEG, GODERICH
and BRANDON

Toronto Office

Long Distance Phone Main 6060
Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade. the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

Dealers are requested to write for special free deal

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store —put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Caillers

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kai-lay)

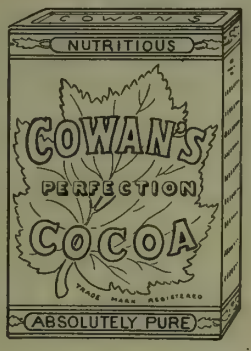
is getting so familiar to the discriminating consumer that many dealers are making it their standard.

Pure Cocoabean, finest Sugar and the most Perfect Milk in the world are bound to win out.

Write for Sample and **Prices.**

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S
COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make.

COCOA and CHOCOLATE

If it's Cowan's it's alright.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"Look to your profits"
is good advice for every grocer—

Mott's

"Diamond" and "Elite" brands of

Chocolate

have been tried by the trade for over a **quarter of a century** and the public's demand has made for profit to the dealer.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouve

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

THS LATE WILLIAM BAYLEY.

A Prominent Merchant—A Gifted Writer—An Honorable Man.

In the death of William Bayley, formerly of Manchester, England, but for the last 30 years a resident of Toronto, another link is removed between the old business world and the new. Born in Manchester in 1832, Mr. Bayley came to Canada in 1856 when he was 24 years old. He had married the year before the granddaughter of Major-General Braybrooke, at that time commandant of troops and pro tem Governor-General of India. After arriving in Montreal Mr. Bayley was not long in finding congenial employment and recognition in commercial circles, and finally entered into the export business in produce, in which he was successful from the start. The outbreak of the American War, however, affected all trade so disastrously that he was forced to discontinue, and having always had a strong affection for, and high conception of, the possibilities for trade in Ontario, he decided to leave Montreal and settle in Toronto. Accordingly, in 1868 he started again as a broker—an occupation then unknown in the Queen City—and while thus engaged took an active interest in all political questions touching the commercial interests of the country.

While declining any material recognition, he had so thorough a grasp of the necessities of the young country and was able to advance such practical suggestions and remedies for the prevailing handicap of the United States competition and their constantly threatening control of the home market, that he soon enjoyed the confidence of the leaders of the Government, and was constantly consulted on these points and on many occasions organized the trade into influential and representative deputations. He was also largely instrumental in establishing the custom now in vogue of the Government "inviting" their expression of changes necessary before framing new tariffs.

One of the largest interests held by Mr. Bayley was that of W. C., now Sir William, Macdonald, whose interests he represented in Toronto from his earliest connection with that city and for whose phenomenal trade throughout the Dominion he was in part responsible.

Mr. Bayley was a man whose talents were not confined to the conducting of a successful business, and whose mind was not centred upon commercial affairs to the exclusion of everything else. He was possessed of high literary ability, having published, before he came to Canada, a novel entitled "Mills, Mines and Masters," which depicted the abuses of the operators and attracted a good deal of attention at the time. He was a constant contributor to the daily press upon political and other subjects, his style being always forceful and to the point. Prior to his coming to this country he took an active and leading part in the popular debating clubs and various press discussions on matters political. His opinion upon all matters relating to trade was sought after and valued by men to whom its worth had many times been proved. He was one of the most honorable of men, scrupulously fair in his dealings with others, temperate in his opinions, with a wide knowledge of men and affairs outside his own immediate sphere of work, the relations existing between business and all those with whom he came in contact were particularly happy. In the hearts of his innumerable friends his death leaves a blank that cannot easily be filled.

MEN.

God give us men. The time demands
Strong minds, great hearts, true faith and willing hands;
Men whom the lust of office does not kill;
Men whom the spoils of office cannot buy;
Men who possess opinions and a will;
Men who have honor; men who will not lie;
Men who can stand before a demagogue
And damn his treacherous flatteries without winking.

—Dr. Holland.

Frank Hart, of Hart & Tuckwell, fruit dealers, Montreal, met with a nasty accident last week, whereby he broke his leg. He is now confined to his bed, but the injured limb is progressing favorably as can be expected.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited - Montreal

"Pride of Canada"

PURITY

You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made.**

We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

Maple Tree Producers' Association

WATERLOO, - QUE.

LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Rowat's

The best Jobbers in Canada handle

Rowat's

Pickles and Olives

There is only **one reason** why they do so, that is, they are the best value in quality, style and price of any similar goods offered.

The new **Rowat** glass stopper decanter is a fine line and will be a trade-winner. Order

Rowat's

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

MEDITERRANEAN FRUITS

The fresh arrivals of Oranges and Lemons are now to hand, and we can recommend the trade to take hold of these goods as we are sure they will please you.

ORANGES

Ovals, Bloods, Valencias, Sorrentos

LEMONS

Messinas, Sorrentos

Long keepers or for present use.

McWILLIAM Mc. AND E. EVERIST

23-27 Church St., TORONTO

3

Cars Carolina and Maryland Berries due this week.

Pineapples, Bananas, Tomatoes and a complete line of all Southern Vegetables in stock.

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria Grapes, Figs, Dates, Almonds, Walnuts, Shelled Nuts, etc.

C. & F. prices for one or more car lots **to any point,** quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.

11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

—FREDK. FISHER & SONS—

St. Magnus House, Monument St.

LONDON, E.C., ENGLAND

FRUITS, VEGETABLES AND FISH

Trade Brisk in All Lines—Strawberries in Heavy Supply—Navels Retiring—"Fremona" Lemon Sales—Potatoes a Minus Quantity.

Improved weather conditions are responsible for the increased interest in all lines of fruit and produce throughout the country. Strawberry receipts are heavier than they have been for some time and the stock is noticeably improved. The fact that the New York market has been adequately supplied from the North Carolina crop and that few complaints on the score of quantity have been heard from either Montreal or Toronto, shows that the yield has been up to the average. New York has an option on shipments ahead of Toronto and Montreal, and any shortage in the crop must therefore be borne by these cities. This year complaints as to quality have been innumerable, but the supply appears to have been sufficient. Some Toronto firms have averaged 3 and 4 cars a week steadily. The first of the Maryland berries will soon be on the way.

Navel oranges are rapidly dropping out of the market, and the late Valencias are expected from California within three weeks. These being practically a seedless orange, are well fitted to take the place of the navel crop. $20,000 worth of California Valencias were sold by one firm last season.

Pineapple quotations are now at their lowest, and the demand is very heavy. Owing to the initial lateness of Cuban pines there will probably be no break this season between the last of the Cubans and the commencement of the Florida crop. The latter generally rule from 75 cents to $1 per case higher than Cubans.

The Fremona lemon sales were held in Montreal Monday and attracted buyers from all parts of the country. Two brokers from New York bought heavily, probably for shipment to the west. The prices averaged higher than for any sale within the last five years, $2 to $4.20 per case being offered, according to quality. The fruit as a whole was in good condition, but some seconds, Audalusian brand especially, were wasty and unsound. The cargo consisted of about 45,000 boxes, but of these, 27,000 or more were private importations, having only about 18,000 for public sale. There was a proportionately smaller number of November cuts than usual, probably owing to the exceptionally heavy local demand in Messina. Purity brand averaged $3.20 to $3.35. Canadians ran as high as $4.20.

Potatoes are scarcer than ever, and last week's retail quotations are now only to be obtained on car load lots. There are practically no offerings of any sort, and while it was expected that the high prices would bring out all stocks held by the farmers in anticipation of a better market, these hopes have not been realized, and the demand having been stimulated by the cooler weather has only served to rub in the agony the harder.

MONTREAL.

GREEN FRUITS—Considering the weather and the high prices that rule, business is good. Oranges are firm but there are no price changes to note. California navels are nearly finished, but the first of the late Valencias from that district are beginning to arrive. These are offered at $5 to $5.50 a box. There

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

are a few Valencias coming weekly from Liverpool. Florida grape fruit is about done, while Jamaica is no longer quoted. Havana pineapples are arriving freely and are selling at $3 to $4 according to condition. There is not much doing in apples, which are nearly finished. Lemons are firm. Bananas are about the same as to price, although supplies are more liberal. Strawberries are cheaper owing to increased receipts.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	....	1 75
" jumbos	....	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	5 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
California oranges, navels	3 00	4 50
" late Valencias, box	5 00	5 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	....	2 65
Valencia oranges, case	3 75	5 75
Strawberries, qua t	0 20	0 22
New figs, per lb	0 08½	0 12
Florida grape fruit, box	....	7 50
Limes, crates	....	1 25

VEGETABLES—Business is picking up with the warm weather and good sales have been made during the past week. Florida celery is out of the market while tomatoes from the same district are nearly finished. Egyptian onions are selling fairly well. Sweet potatoes are slow. Rhubarb is easier, owing to increased receipts, the prices now asked ranging from 75 cents to $1. Green and wax beans are higher. Asparagus is lower. Potatoes are firm and owing to scarcity are likely to be higher in the near future.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	4 50	5 00
Florida tomatoes, crate	4 50	5 00
Turnips, bag	0 90	1 00
Green beans, basket	....	6 00
Wax beans, basket	....	6 00
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	....	1 50
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 40	0 60
Spinach, per bbl	....	4 50
Cucumbers, per doz	1 25	1 75
" basket	4 00	4 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	....	1 20
" reds, per bag	1 12½	1 15
New potatoes, lb	....	0 05
" " bbl	....	7 00
" " basket	....	2 75
Jersey sweet potatoes, basket	....	3 00
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02½	0 03
Red onions, bbl	....	5 00
" bag	1 75	2 00
New beets, doz. bunches	....	1 50
Old " bag	2 00	2 25
Carrots, bag	....	1 25
New carrots, do	....	1 50
Mushrooms, lb	....	0 85
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	0 75	1 00

FISH—Fresh halibut is arriving daily and appears to be in demand at last week's prices. Lake trout, whitefish and speckled brook trout are new lines much in demand. Fresh salmon is still scarce, but there is plenty of B.C. frozen. Gaspe salmon will probably be quoted next week. There is no change in smoked and salted lines.

Fresh and Frozen Fish.

Haddock, per lb	0 04	0 05
Halibut, express, per lb	0 08	0 09
Bluefish, per lb	....	0 12
Grass pike, express "	....	0 08
Mackerel, " "	....	0 10
Dore, " "	0 09	0 10
Smelts " "	0 08	0 10
Steak cod, lb	0 05	0 07
Brook trout, lb	....	0 22
Carp, per lb	....	0 05
Market cod lb	....	0 04
Pike, lb	....	0 07
Lake trout lb	....	0 09
Sea trout, lb	....	0 10
White fish, lb	0 07	0 09
B.C. Salmon, lb	0 12	0 20

ALL LEMON CONTRACTS

for spring delivery have been forwarded this week

Every Order Complete and as Ordered

There is money in them for you, as the market is much higher.

WE ARE LEMON SPECIALISTS

Our celebrated **Home Guard** Brand of Messina Lemons is the reason.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4108 **TORONTO AND HAMILTON**

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

PINEAPPLES

Now is the time to get them.
$3.75 per case

LEMONS

We have the gilt edge stock: St. Nicholas, Calderon, Eagle, Friendship brands, both sizes. $4.00 per box

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We Are Now Offering the Trade:

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit.
Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

I offer for prompt shipment:

1,000 Bxs. PERSIAN SULTANAS

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

ALLISON COUPON BOOKS

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.

If a Man Wants Credit for $10.00 and is good for it, give him a $10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon — that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Smoked and Salted—	
New haddies, boxes, per lb	0 08 0 09
Kippered herring, half boxes	1 00
Smoked herring, per small box	0 10
Yarmouth bloaters, box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05½
Boneless fish, 25-lb., boxes, per lb	0 04½
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, Imp., qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" per half bbl	2 75
No. 1 N.S. herring, half bbls	3 50
No. 1 Salt trout, bbls	10 50
No 1 Sea trout, kegs	5 75
Labrabor salmon in bbls	12 50
Labrador salmon, half bbls	6 50
Large green cod, 200 lb. bbls	8 00
No. 1 green cod, in bbls. of 200 lbs	6 50
Small. " " "	4 50
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl	6 00

TORONTO.

FRUIT—Trade is reported satisfactory in all lines. Navel oranges are becoming very scarce, and in a few weeks will be out of the market. Grape fruit is now quoted only by one or two firms. Lemons are in plentiful supply from the Montreal sales and remain firm under a steady demand. Pineapples are probably at rock bottom prices. Strawberries are firmer as no quality and a little easier as to price.

Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

Oranges—	
Navels, extra fancy, 80's, 96's, 112's, 250's, 288's	3 00 3 50
126's	3 65 4 00
150's	4 25
176's, 200's, 216's	4 25 4 50
Navels, extra choice, 96's, 112's	3 25
126's	3 75
150's	4 00
176's, 200's, 216's	4 50
Mexicans, 126's, 150's, per box	2 50 2 75
" 176, 200, 216, 250, per box	3 00
Valencias, ordinary 420's, per case	4 25 5 00
" large, 420's, per case	5 25 6 00
" 714's, per box	5 50 6 00
Bloods, 80's, 100's, 150's ½-boxes	2 25
Ovals, 80's 100's, 150's ½ boxes	2 25 2 50
Sorrentos, 20 's, 300's	3 25 4 00
Grape fruit, Floridas, 46's, 54's, 64's, 80's	6 00
Lemons, No. 1's 300, 360	3 75 4 00
" " 2's 300, 360	3 50
" Messinas and Sorrentos	3 75 4 50
Pineapples, 24's, per case	3 75 4 50
" 30's, "	3 75 4 00
" 36's, "	3 25 3 75
" 42's, "	3 00 3 50
Apples, large red, per box of 12 doz	3 25
Bananas, Jamaica firsts, per bunch	1 50 2 25
Bananas, jumbo bunches	2 00 2 50
Strawberries, N. Carolina, per qt	0 16 0 20
" Arkansas, per qt	0 17

VEGETABLES—The cold weather has put a damper on trade generally, and most small dealers are taking a holiday from work—not of choice, but of necessity. Potatoes are a scarce article, and, from the looks of things, likely to continue so. Only one car of new potatoes has so far been received in the city, but full supply is not looked for before the 20th of June. They will probably open at about $4 per barrel or 50 cents a peck. Egyption onions are almost out of the market. New cabbage is very scarce and rising in price. The first of the Tenessee cabbage should be along shortly.

Potatoes, Delawares, per bag	1 45 1 50
" Ontario	1 30 1 35
Sweet potatoes, per hamper	2 75
New potatoes, per bush basket	2 25 3 25
Onions, green per doz	0 15
" Egyptian, 110-lb. bag	3 25 3 50
" Bermuda, per crate, 50 lbs	3 50
Cabbage, new Canadian, per case	3 50 4 50
Beets, new, per doz. bunches	0 85 1 00
Carrots, Canadian, per doz bunches	0 85 1 00
Lettuce, Canadian leaf, per doz. bunches	0 30 0 40
" Boston heads, p r doz	1 75
Radishes, Roseland, per doz	0 30
Cucumbers, hot house, per doz., fancy Boston	1 25 1 75
" Flordas per hamper	4 00 5 00
Beans, white, prime, bush	1 40
" " hand-picked, bush	1 50
" Lima, per lb	0 06
" green, per bushel	4 50
Peas per bush	4 50
Tomatoes Florida, per crate	3 25 4 50
Parsley, per doz	0 25
Celery, Florida, 3, 4, 5 and 6 doz., per case	4 75
Asparagus, per doz	1 25 2 00
Fancy Baltimore spinach, per hamper	1 00
Rhubarb, per doz	0 50

FISH—Trade is unusually brisk for the time of year, due to the recent cold snap in the weather. Trout and white fish are moving out fastest of the fresh-caught lines. Lake Erie white fish are very hard to get. Halibut seems to command the readiest sale of anything in the fish market. One wholesaler intends to handle a car a week if possible through the season.

Perch, large, per lb	0 06½ 0 07
Blue pickerel, per lb	0 06 0 07
White fish, Georgian Bay, per lb	0 10
Whitefish, winter caught, per lb	0 08 0 10
Whitefish, fresh caught, Lake Erie	0 11
Pickerel, winter caught, per lb	0 07
Haddock, fresh caught, per lb	0 06 0 07
Herring, per 100 count	1 50
" medium, per lb	0 06 0 07
" jumbo, per lb	0 09 0 10
Sea salmon, per lb	0 18
Trout, fresh, per lb	0 08 0 09
Ciscoes, per basket	1 00
Finnan haddie, per lb.—fresh cured	0 09
Labrador herring, per bbl	4 75
Cod, fresh caught, per lb	0 07 0 08
Halibut, fresh caught	0 08
Shredded cod per lb	0 08
Shredded cod per doz	0 90
Flounders, per lb	0 05
Halifax fish cakes, case	2 40
Live lobsters	0 17 0 18

SALT

BEST MAKES. NEW STOCKS WEEKLY.

PROMPT SHIPMENT.

VERRET, STEWART & CO.

LIMITED

MONTREAL

TEACH CUSTOMERS THE MEANING OF THIS TRADE MARK

Tell them how important it is when they buy Codfish in packages to find it plainly stamped on the wrapper.

¶ Every package of Fish bearing this trade mark is guaranteed the best obtainable. We spare no pains to supply an article that in the hands of a competent cook must give satisfactory results.

ATLANTIC FISH COMPANIES LIMITED, LUNENBURG

A. H. BRITTAIN & CO., General Agents, MONTREAL

Lasting Goodness

There are more than one or two Jam and Jelly manufacturers who conduct their business along absolutely cleanly lines in every sense of the term. But—few there are whose

Jams, Jellies and Marmalades

retain the appetising and invigorating qualities of ripe juicy fruit. We pride ourselves on our actual accomplishments in this direction. The goodness of succulent fruit remains in all our **Jams, Jellies and Marmalades** The particular women of Canada know this. What does it mean to you?

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

GROCERY NEWS OF NOVA SCOTIA

Ice Impedes Navigation and Some Out-of-the-Way Places Are Short of Foodstuff—Markets Firm and Brisk Business is Passing—Notes.

Halifax, N.S., May 27.

The tone of the grocery markets is very firm. There is a fair business passing, but trade is restricted to some extent by ice conditions, particularly on the Cape Breton. There is a great scarcity of provisions at some of the more remote settlements and stocks are very low. It is impossible to get goods to these places and it is likely that some days will elapse before navigation to places is completely open. When the coast is clear of ice trade will receive a great impetus, though at the present time jobbers are not offering any complaint as to business. The butter market is a little easier, and the receipts of small tubs of dairy butter are increasing. Cheese is unchanged. New made is bringing from 12½ to 13½ cents per pound, and the market is firm at these prices. The receipts of eggs during the week were small. The demand is good. There is no scarcity, however. They are now quoted at 17 cents. It is thought that many will put in cold storage at these figures.

* * *

SUGAR.—The sugar market is very strong and the outlook is for higher prices. Sugar to-day is fully 35 cents per hundred pounds higher than it was at the same time a year ago. The prices quoted here are as follows :

Cut Loaf, (barrels)	$5.15
Extra Granulated	4.60
Austrian Granulated	4.50
Bright Yellow	4.40
No. 1 Yellow	4.10

* * *

MOLASSES.—Molasses is jobbing steadily and prices are very firm. The quotations in Halifax are :

Fancy Trinidad	39c.
Fancy Porto Rico	37 to 38c.
Extra Choice Porto Rico	39c.
Choice Trinidad	35 to 36c.
Fancy Barbados	32 to 33c.
Barbados	29c.

* * *

The grocers are now much interested in the condition of the flour market, the recent advances having upset the calculations of many of them. Some of the jobbers here have been unable to get quotations from the Ontario millers for the delivery of flour during the summer months. The jobbers' quotations here follow :

Hard wheat patents	$5.25 to $5.30
Seventy per cent	4.70 to 4.75
Eighty per cent	4.55 to 4.65
Ninety per cent	4.35 to 4.40
Straights	4.15 to 4.20

* * *

FISH.—The first fresh of the season on the Nova Scotia coast struck in at Englishtown, C.B., in large quantities last week and some phenomenal catches were made. The fish are of fine quality for the spring run. All grades of fish are very firm, and prices rule high. The fishing on the Banks so far is fair, but the shore fishing is dull and the catches are very small. Large shore cod (ex store) are quoted at $8 and small at $6.50. Shore cod (ex vessel) $5.75, and Bank $5.50, haddock $4, herring from $3.50 to $3.75, and mackerel No. 2 $13 to $13.50. Lobsters are very scarce and command high prices. One of the D. A. R. steamers took 657 crates of live lobsters from Yarmouth to Boston last week, which sold for $14 for large and $11 for small. There is a fairly good supply of fresh fish on the market. Fresh salmon is quoted at 25 cents per pound, retail.

* * *

G. A. Holt, a farmer, of Hillaton, King's County, N.S., is planting forty acres of a new variety of potatoes known as the "Scotch Magnet." It is said to be a fine producer, a good marketable tuber, and will likely supersede the other varieties hitherto grown.

* * *

The Gunn Langlois Co. expect to commence work shortly on their new refrigerator plant at Sydney. The plant will be operated by electricity, and it is expected that it will cost in the vicinity of $40,000.

* * *

Wallace Rafuse, traveler for John Tobin & Co., wholesale grocers, is in the Victoria General Hospital, undergoing an operation.

* * *

Howard Wentzell, of Wentzell & Co., wholesale and retail grocers of this city, made a business trip to Sydney last week.

* * *

O'Neill & Mulcahy, retail dealers in fruit and produce, have removed from the McKeown Building, on Barrington Street, to their new premises opposite the city hall, on the same street.

GROCER AS GAMBLER.

An Old Jobber's Views on the Future Business—Retailers' Troubles.

"There was a time when a grocer was a grocer, pure and simple," said a prominent old time jobber the other day, "but that time has passed, I am sorry to say. If a grocer to-day means to have any part in the game of business success he must become a speculator and in no small measure a gambler.

"There was a time when the manufacturer made his goods on the basis of what he guessed he could make and finance and then sell. He took the product into the open market and sold it for what it was worth. The jobber who wanted the goods took them off his hands at whatever price they could dicker out and, when those were sold to the trade, the jobber went in again and bought as much more as his trade demanded.

All Things Are Becoming New.

"But this has all changed. To-day the successful jobber has to study the trade and crop conditions far ahead of time ; he must make as shrewd a guess as he can six months hence and then contract with a manufacturer, who has also gambled according to his own best light, for whatever goods he thinks he will need to carry him through a whole season. He knows that in ordering futures he can no longer do as he formerly did, go and get more whenever he wants them. He lies awake at night forming his opinion, then he ties up capital enough to jeopardize his financial stability, perhaps, and follows it by lying awake a few more nights wondering whether or not he has guessed right. It isn't business ; it's downright gambling ; gambling, this trade in futures. But the whole business appears to hang on it to-day."

The Retailer's Troubles.

The retailer is troubled by the future problem, probably less than the manufacturer and jobber, but he has other problems of the time, quite as baffling. One of them is the rapid multiplication of branded goods. Not a day passes with the retailer without a visit from the drummer of some new-fangled food product, for which all sorts of future glories are painted, as a preliminary to making the grocer lay in a line. Naturally, the retailer has grown wary. He has already probably 20 or 30 lines of breakfast foods, for instance, all more or less perishable goods and all involving the locking up of good money on doubtful sales. His problem is one of constant watchfulness, else he finds his store littered with a variety of foods he cannot sell and in many cases, probably, never will.

Manufacturer Pushes the Fight.

And right there the manufacturer starts on the warpath to make the road of the retailer even more difficult. If he cannot make the retailer lay in the goods voluntarily, he will force him to. So he starts a campaign of advertising all over the country, pushing his goods and keeping the name before the consumer so prominently that it inevitably creates a curiosity to try them. Naturally, the retailer hears from it. He knows that it is a fad which will last perhaps a few months or until the next pusher starts a similar campaign to substitute a new product ; yet, with a sigh, he writes the manufacturer to send him down a line. A lot of his good money goes into investment, but he knows that his competitor will do it if he don't. Most likely they both will.

All of which may be good business on the part of the manufacturer ; but in view of the tremendous increase in the number of competing brands on the market and the statistics of failures among retail grocers, it offers food for reflection as to whether, in the long run, the retailer is altogether blessed by his friend the manufacturer who "makes a market for his own goods."

The Commercial Travelers' Association of Toronto are taking up subscriptions for three cots in the Muskoka Sanatorium at Gravenhurst. The travelers, as a rule, are very benevolent fellows and are responding nobly to such a worthy cause to try and stamp out the ravages of consumption.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES — I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE.

FOR SALE—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at $100 can be bought for $50.00. Box 148, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

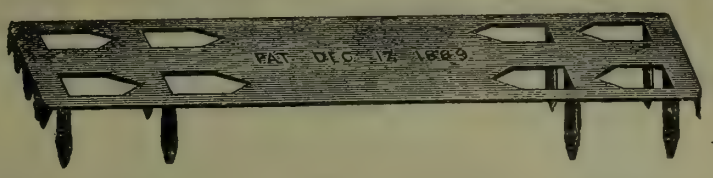
BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

WANTED—Experienced grocery clerk, capable of window-dressing and advertising; state age, salary and experience. Address Grocer, Box 632, Brandon, Man.

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto. 207 St. James St., Montreal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

Are You Sure That You Are Handling The Right Cigars?

There's a reasonable doubt, Mr. Grocer, unless you are handling the cigars that made Granby famous from sea to sea. Ordinarily good cigars there are in abundance; but cigars nearly as good as

PHARAOH and PEBBLE

are not on the Canadian market anywhere near the price.

PHARAOH is widely known as the king of all ten cent cigars. It compares favorably with the best sold at fifteen.

PEBBLE is better than most ten cent cigars and retails at five.

There's a Profit story connected with my way of doing business which every man in the trade should know. Are you posted?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer

who doesn't sell Tobacco is not in harmony with the business condition of the age. Since you must sell tobacco it is necessary to sell good tobacco. You are safe in stocking

T. & B.

because all pipe lovers are convinced of its goodness. Men who know will smoke no other and particular women will allow no other to be smoked about the house.

T. & B. SELLS MORE THAN TOBACCO

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

COST OF DOING BUSINESS

Canadian Grocer will be pleased to receive communication on this subject: An American Example.

The cost of doing business has been discussed a good deal in The Grocer, but there are many men who don't know what it is in their own case. The Grocer will be pleased to receive communications on this subject, for it is of very great moment to every grocer, especially to those—and their name is legion—who do not try to know what it is costing them to do business. Following is an illustration taken from the Modern Grocer, with comment by "a successful grocer" :—

Here is a good statement :
Sept. 4, 1905.

Stock	$6,578.88
Fixtures	2,088.60
Cash	2,000.00
Total	9,419.13

The fixtures included 4 horses, 4 wagons and sleighs. No bills receivable as I did not purchase outstanding bills.

January 13, 1907.

Stock	$11,726.90
Fixtures	2,088.60
Bills receivable	4,400.88
Cash on hand	611.93
	$18,828,31
Bills payable	6,998.13
Net	$11,830.13

Fixtures include 5 horses, 5 wagons and sleighs—1 extra horse and wagon. Value of these, including harness, $1,000.

During this period I did $88,537.67 business.

My salary is not included in "wages." I withdrew from the business during this time, $1,744.72.

Expenses :

Rents	$1,344.00
Lights	210.00
Telephone	60.00
Insurance (wooden bldg., high	463.52
Horse shoeing	80.00
Horse feed	480.00
Advertising	350.00
Fuel	113.00
Paper, twine and packages	135.00
Postage	90.00
Wagon and harness repairs	95.00
Miscellaneous expenses	64.50
Wages	5,665.20
No water rent	
Total	$9,150.22

How Its Works Out.

Let us see, now, what we can make of this showing ; maybe we can learn something. The business for the 16 months of its existence shows up an average volume of $5,533.60 per month. This seems to me to indicate a steady growth, for it probably was not nearly so good at the beginning as it is now. The difference between what was there at the beginning and what is there now, is $2,411. That is, 2.72 per cent. on sales and 25.38 per cent. on the investment, or about 16 2-3 per cent. per annum.

My friend puts in most of his proper expenses, except his own salary, as he states ; but he omits the 6 per cent to be paid on his capital. This runs up to $760 for the 16 months. He must also takes $208,86 from his furniture and fixture as the 10 per cent. allowance on them. This should be one-third more, only I am allowing for the gradual accumulation of the stuff. There is a further figure of $200 to come off for the 20 per cent. allowance on horses and wagons. By the time these things come off, he will have left a legitimate profit, or actual net gain of 1.36 per cent. on sales, or about 8 per cent. on his capital, or actual investment. It should be noted in passing that his interest charge from this inventory onward will amount to $709.80 annually, being 6 per cent. per annum on his investment as it stands now—$11,830.

Too Small Front.

The total expense account will now be seen to have amounted to not only the $10,924.94 for which he accounts, including his own salary ; but $12,092.80, including the items of expense I have added. This expense account apportioned over the $88,500 of sales, figures up an expense of 12 2-3 per cent. Add now, the 1.36 per cent. we have left as net gain, and we find our total margin has only been a trifle over 15 per cent. gross. This is too little—same as 8 per cent. is too small a remuneration for

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all the Wholesale trade

McDOUGALL
Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.
CLAY PIPES

Firm Established in 1887
JOS. COTE
IMPORTER AND WHOLESALE TOBACCONIST
Office and Sample Room: 186-8 St. Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch
Ask for the famous brands of Cigars
ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

money invested in such a business as groceries at retail. So long as money can be invested in safe enterprises at from 6 per cent. to 7 per cent., no man is justified in taking a mercantile risk for any such percentage as 8 per cent. My friend must "jack up" his percentage; for it can readily be seen that his own personal expenditures have been light. He could not find many men who could conduct such a business successfully for $109 per month, as he has done.

Can't Realize on Market Advances.

But this is still a good showing because it is so clear and we know so well where our friend stands. I think his trouble is the same as that with which other of the smaller merchants have to contend. I refer to the impossibility of realizing on the advances of the market which are now taking place all around us. A grocer buys on a low market expecting to benefit by the advance. He calls it "protecting himself." That term might be all right if !uch protection were all he was really after. The right might be all right if such protection but the reaping of the benefit of his own foresight in investing his money in advance of need. Trouble is, that your neighbor also bought about the same time and he will not advance with the market until he is compelled to buy again. You have to follow suit and you are feeding yourselves ths short end of the deal all the time, for your investment grows without any corresponding growth of capital. When the decline comes you will find it necessary to drop your prices quickly enough; and thus you will lose out at both ends of the string. Under such conditions the wonder is not that the grocery business is such a poor business, but that any of us are able to weather the storm at all. Let us learn to sell goods for what they are worth on the market to-day to replace them. Let us imagine we are buying every article just before we sell it; then we shall make a little more of a fair profit as we go.

GROCERS' RIGHT TO ORGANIZE.

View Expressed by Dakota Judge in Decision Against Mail Order House.

Montgomery, Ward & Co., a Chicago mail order house, brought suit for an injunction against the South Dakota Retail Merchants' Association, because that body decided not to deal with wholesalers and jobbers who sold to mail order houses. Judge Garland, in handing down his decision in favor of the retailers, said in regard to the retailers' rights to take organized action:

"It also fairly appears from the evidence that the retail dealers have agreed among themselves that they will not purchase any merchandise from wholesalers and jobbers who sell to catalogue or mail order houses. It does not appear, however, that said retail dealers intend to do anything in connection with the matters in controversy different than they have done already. It must be remembered that the retail dealers and complainant are competitors in business and that the retail dealers have committed the acts, shown by the evidence, for the purpose of protecting their own interests, so that the retail dealers do not stand in the position of a combination of persons would who had no interest of their own to protect. It is impossible to reconcile all the decisions bearing upon the authority of a court of equity to restrain, by injunction, combinations of persons having for their object an interference with the business of another. So far as the acts done by the combination are concerned, each case must be judged by its own facts.

"An examination and consideration, however, of the numerous cases bearing upon the question at issue has convinced the court that before a court will enjoin the commission of acts by a combination of persons which interfere with the business of another, the court must find that the acts are unlawful. For damage arising from the commission of lawful acts, the law affords no remedy. The facts in evidence of this hearing show that the retail dealers have agreed among themselves, that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue or mail order houses; that they have corresponded with jobbers and wholesalers, stating that the retail dealers were opposed to said wholesalers and jobbers selling to catalogue and mail order houses, and have requested the former not to sell to the latter. Are these acts of the retail dealers unlawful? Do they show unfair trade competition? Is persuasion unlawful when considered with reference to the facts of this case, or, in other words, is persuasion unfair competition? Upon the answer to these questions depends complainant's right to a temporary injunction.

"That the retail dealers have a right to agree among themselves that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue and mail order houses, cannot be denied, and it necessarily follows that they have the right to inform each other as to what wholesalers and jobbers do sell to catalogue or mail order houses. The question in this case is, what may they do in addition, to influence the wholesalers and jobbers not to sell to the catalogue houses?

"It must be conceded that complainant has the right to transact and carry on its business free from intimidation or coercion; that this is a property right and that a combination to interfere with this right otherwise than in fair competition must show justification. The American cases, however, when carefully considered, show that the great weight of authority in the United States is in favor of the proposition that it is not unfair competition, intimidation or coercion for a combination to interfere with this right by persuasion or any peaceable means.

"It thus appears that the retail dealers have done nothing nor threatened to do anything which is actionable."

WHERE MEAT IS ALL GOOD.

In some expert literature now being issued by a German meat packer, the following, headed "Special Postscript," is given on a pink sticker:

"In view of the Chicago meat scandals it is desirable to point out that such things could not happen in Germany, where every animal has to be slaughtered at the municipal abattoir after having been medically examined.

"If any unsoundness is detected the animal is immediately confiscated by the Government and destroyed.

"All meat is subject to the same strict examination before being admitted into the factory.

"My buyers can therefore be assured of the perfect wholesomeness of the edibles I prepare."

Isn't there in this a suggestion for Canadian packers?

During the nine months ending with March, 1905, the United States shipped to Great Britain canned beef to the value of $3,814,000. During the nine months ending March last, Great Britain took only $591,000 worth. That much for the beef scandal.

HOGEN MOGEN
and
ROYAL SPORT

These are the Cigars that build up your tobacco department; run up your profits; win new customers; retain old ones. Do you sell these winners? **Write us if you do not.**

The Sherbrooke Cigar Co.
SHERBROOKE, QUE.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

HIS MAJESTY THE KING

Sole Proprietors :

GILLARD & CO.,
LIMITED

London England

Manufacturers of Sauces and Pickles to

H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want **a good, first-class, dependable waggon**—that's the kind we build—a waggon that will advertise your business. **We have interesting news for you.**

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Don't Throw Money Away

More than a few grocers are doing that very thing. They persist in worrying along without—or with any old awning whereas the Bartlett Brand of

Roller Awning

has been adopted by all shrewd merchants. We claim to make the best awning ever marketed in Canada and we're willing to prove to the man who is willing to invest one cent to find out.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

NEWFOUNDLAND'S TRADE PASSING TO THE AMERICANS

Is Canada Living up to Her Reputation as a Hustling Community?

Newfoundland, an island, three times as large as Holland, twice as large as Denmark, one-sixth larger than Ireland, twice the size of Nova Scotia, one-third larger than New Brunswick, and almost equal to the State of New York, is being neglected by Canada. And what is worse, and a bitterer pill to swallow, the proportion of trade which Canada is losing is passing into the hands of Americans.

This is a recent development. In 1903, the United States sold Newfoundland goods to the value of $2,920,914, which was an odd $51,000 ahead of the Dominion. In 1904, the American houses increased their trade by $70,000, but Canada increased hers by over half a million, and led the Americans by nearly the same amount. A year later the showing made was even more satisfactory, Canada beating her own figures by $682,335, and administering a severe and, what looked like a conclusive, thrashing to the States, in the shape of doing in eight months as much business as the latter had done in twelve. Then the change took place,

Canada a Bad Second.

As 1906 progressed, it was no difficult matter to see that Canada was being passed by the States, as if she was standing still. The official returns for the year showed that Canada had not only lost her lead, but was more than half a million dollars behind, and this notwithstanding the fact that her imports, with the exception of 1905, were greater than they had been for five years. The table of Newfoundland's imports given below will show the details of this fight for trade more convincingly than words can tell them, and in looking them over it is worth noticing the remarkable consistency of the imports from the United Kingdom, which have not varied to any considerable extent in five years :—

Year Imports	United States	United Kingdom	Dominion of Canada	Other countries	Total Trade
1902	$2,501,806	$2,244,178	$2,612,042	$478,659	$7,836,685
1903	2,920,914	2,143,464	2,869,879	545,687	8,479,944
1904	2,991,022	2,497,138	3,423,255	537,249	9,448,664
1905	2,750,144	2,657,208	4,105,589	766,352	10,279,293
1906	3,609,192	2,651,196	3,521,839	631,947	10,414,274

The island recognizes no tariff discriminations or preferences, placing all imports on an equal footing, and being prepared to buy in the best market. Is there any reason, then, why Canada should be content to take second place in securing her share of this trade, which the Newfoundlanders are ready to distribute so impartially?

The Present Situation.

The year 1906 was, without exception, the most prosperous and successful in the annals of the island. Alike in its fiscal operations, in its commerce, in its fisheries, and its general industrial movement, its affairs showed a marked expansion. Its people have reached a degree of comfort previously unattained, and there seems no reason to doubt a continuation of these very gratifying conditions.

Principal Exports.

The principal commodities exported by Newfoundland during the fiscal year 1905-6 were as follows :—

	Quantity.	Value.
Dried cod (quintals)	1,481,025	$7,864,719
Seal skins (No.)	283,400	314,048
Seal oil (tuns)	3,741	297,430
Herring, pickled (brls)	66,716	208,264
Herring, frozen and bulk (brls.)	79,314	135,601
Lobsters (cases of)	31,328	376,490
Salmon, pickled (tierces)	4,924	88,005
Salmon, fresh (lbs.)	251,156	17,931
Whale oil (tuns)	3,780	222,761
Whalebone		27,140
Lumber (ft.)	13,404,000	176,157
Iron (tons)	768,430	768,430
Copper	71,054	375,520
Pyrites	53,974	334,075
Slate	3,262	38,163

The estimated value of the output of the local factories is placed at over $2,000,000. The revenue of the Island Government for the year ended June 30, 1906, is put down at $2,660,805.29, and the expenditure as $2,591,235.50, leaving a surplus of $69,569.79.

The cod fishery for 1906, beginning in May and lasting until November, was rather below the average, aggregating, for the bank, shore, and Labrador fleets, about 1,200,000 quintals. The figures of the bank and shore catches are not yet available, but the export from Labrador direct to European markets was 250,887 quintals, valued at $1,030,432, or an average of $4.09 per quintal. This represents about half the quantity taken on that coast, the remainder being brought back to Newfoundland to be cured. The increase in the Labrador exportation has been gradual and substantial ever since 1900, when but 178,578 quintals were shipped direct to market; despite this the price has also increased, the average being in 1900, $3.10 a quintal, but rising gradually each year to $4.09, the total value of the export than and now being $505,476 and $1,030,432. The increase in price has more than offset the shortage in the general catch of cod, the figures for the best grade reaching $6.50 to $7.25 per quintal—higher rates than had been known for thirty years. The result has been that, stimulated by the successes of the past four or five years in the cod fishery, more of the Newfoundland people are engaging in it than ever before, and about 150 vessels have been added to the fishing fleet the past twelve months, half of them built in the colony and half purchased abroad.

There are some eighteen whale factories along the coast, taking from one to two hundred whales each annually.

Mice and matches are a bad combination. Keep them separate by all means.

It is hard to do great things in window dressing without constant practice.

A Sweeping Success

The man who triumphs over all obstacles and leads his competitors along **the success road** is mighty particular about details. There's just one brand of brooms good enough for him. That brand is

BOECKH'S BROOMS

because they are made right and immensely superior to any other line he could possibly stock.

Besides, **the woman behind the broom** insists on

BOECKH'S

Moral—**Stock Boeckh's Brooms.**

UNITED FACTORIES, LIMITED
TORONTO, CANADA

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy, and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

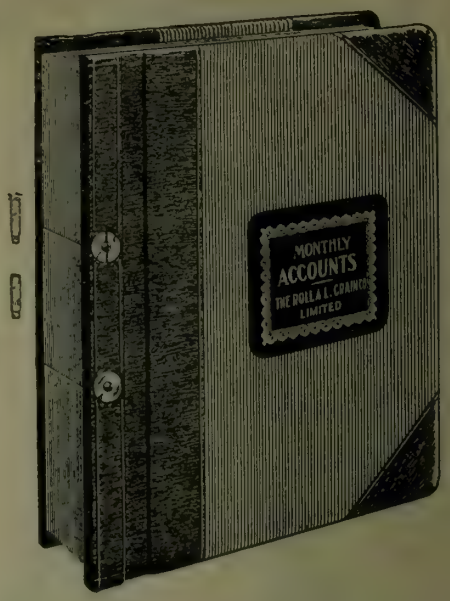
BUSINESS SYSTEMS
LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

860

AS A MEANS OF SUCCESS

Are you still using that old antiquated system of book-keeping,—Bound Ledgers, Day Book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want, but because you have never troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of



The Crain Continuous Systems

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact, and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask us for Catalogue *"G,"* which will give you all details.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto Street*

Montreal: *Alliance Building, St. James St.*

Winnipeg: *Nanton Block, 430½ Main St.*

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures

MADE IN CANADA

insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASE PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. — **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Still the Best on the Market

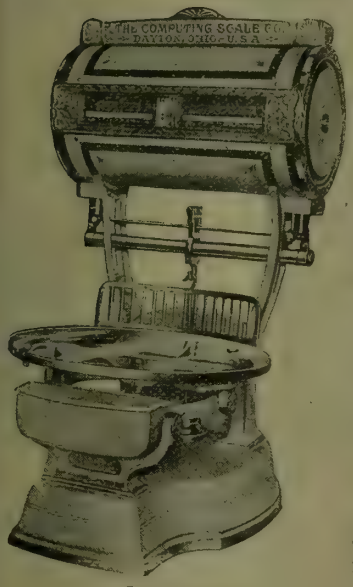
Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

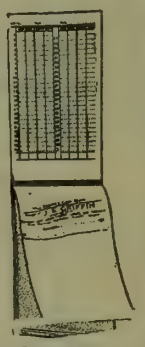
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

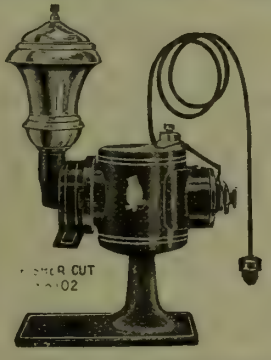
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

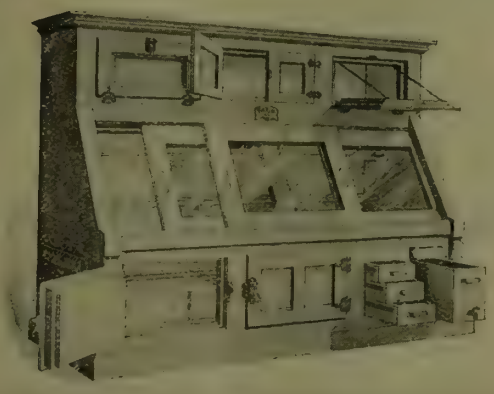
Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO



Have you seen the Latest in Refrigerators?

If not, write us to-day for full particulars.

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN

Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any Size and Style.

UPTON'S

Jams, Jellies, Marmalade

Are Made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

UPTONS

UPTONS

Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalades be wary of the "just as good"; insist and you can get the real thing. Price list can be obtained from our Toronto agents.

The MacLaren Imperial Cheese Co., Limited

The Upton Company, Limited

Hamilton - Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 31, 1907.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼ lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 03 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's....$2 85

Canada Flakes "Household." 24/25's .. 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30
The following unsweetened:	
Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

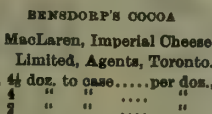
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb	tins,	4½	doz. to case	per doz.,	$ .90
1 "	"	4	" "	"	2.40
½ "	"	2	" "	"	4.75
¼ "	"	1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 28
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs. 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoas—	Per lb.
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	27c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	29c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins	26 c
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	26c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10 lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	29c.
10-lb. tins, 10 tins case	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.				1 75
10 " "	4	"	"	3 00
Rep. quarts,	1	"	"	6 50
Imp. "	1	"	"	9 00

Cheese.

Imperial—Large size jars, per doz.	$3 25
Medium size jars "	4 50
Small size jars "	2 40
Individual size jars "	1 00
Imperial holder—Large size "	18 00
Medium size "	17 00
Small size "	12 00
Roquefort—Large size "	1 40
Small size "	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Goods that are made as

BORDEN'S BRANDS

need no bolstering up by the grocer. That is why

"EAGLE BRAND" Condensed Milk and
"PEERLESS BRAND" Evaporated Cream.

are easy and profitable to sell.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

			Per case.
Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60	1 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	$0 10½	20-lb. tins	2 18
½-bbls.	0 11½	Cases 3-lb. "	0 11½
Tubs, 60 lbs	0 11½	5-lb. "	0 11½
Pails	2 28	10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 73
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....	.....per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar.....	.....per jar.	0 75
" 1-lb. jar.....	"	0 25
F. D ½-lb. tins	.....per doz.	0 85
" 1-lb. tins.....	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins.....	.....per lb.	$ 0 35
¼-lb. tins.....	"	0 35
1-lb. tins.....	"	0 32½
4-lb. jars.....	.....per jar	1 20
½-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins.....	.....per lb.	25
¼-lb. tins.....	"	27
1-lb. tins	"	0 22½
4-lb. jars	.....per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

Soda.

COW BRAND

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....			$ 2 75
No. 2, "	120 ½-lb.	"	2 75
No. 3, "	{30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 00
Straw hat polish....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch. Case

1 case, 5 doz. $5 00	
5 " 5 "	4 85

Lot 5 cases, freight paid.

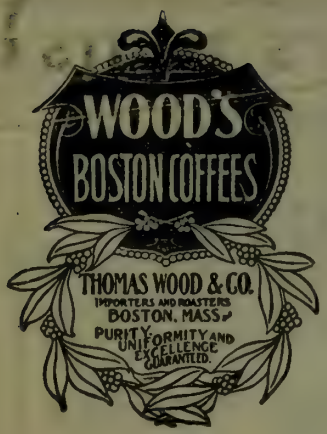
CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 05½



TESTS OF VALUE

Highest Quality
Immaculate Purity
Supreme Excellence
The Best Goods for the Price

form the basis of the "great selling" features of

"WOOD'S COFFEES"

Boston has enviable traditions to maintain, and in their line WOOD'S COFFEES have upheld and do uphold her good name.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Finest Quality White Laundry—

3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 06
Kegs, 100 lb.	0 06

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 07½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

LAUNDRY RUBBER STARCH.

Agents, Rose & Laflamme, Montreal and Toronto.

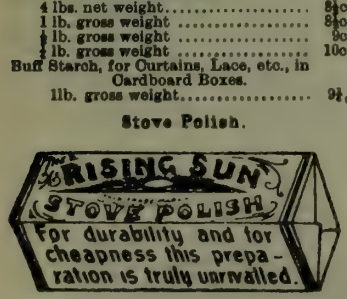
32 packages in case, per case	2 35

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 10 each
3 " " 38½ lbs.	1 50 "

Plain tins, with label—

	Per case
2 lb. tins, 3 doz. in case	2 00
5 " 1 " "	2 45
10 " ½ " "	2 40
20 " ¼ " "	2 35

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's	2 60	Bbls. per lb.	0 02½
" 12—5's	2 45	½-bbl. "	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

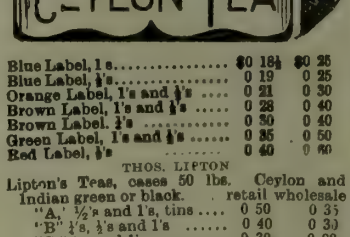
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 02½ per lb.
Half-barrels, 350 lbs	0 03 "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 10 each
3 " " 38½ lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	retail	wholesale
"A," ½'s and 1's, tins	0 50	0 35
"B" ½'s, ¼'s and 1's	0 40	0 30
"C," ½'s and 1's	0 30	0 22
"D," 1's	0 25	0 20

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

LIPTON'S TEAS.

Airtight Tins Only. Ceylon and India Black

Blend A, pink label, 1's and ½'s	0 35	0 50
" B, orange label, 1's, ½'s, ¼'s	0 30	0 40
Blend C, blue label, 1's and ½'s	0 25	0 30
" D, green label, 1's only	0 20	0 25

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
" " 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, anything over 60 lbs. prepaid.

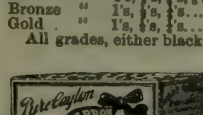
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 ½-lb.	$0 35	$0 50
" " 80 ½-lb.	0 35	
" " 120 ½-lb.	0 35	

CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb " at	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 30-lb. "	
" XXX 80-lb. "	
" XXX 30-lb. "	
" XX 80-lb. "	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½

Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 35	0 60
" Golden Rod	0 30	0 50
" Fleur-de-Lis	0 25	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00
Cut tobaccos.	
Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 33½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

Batger & Co.
London, Eng.

Do It Now
Travellers are out

Before Ordering

Xmas Crackers,
Stockings,
Fancy Goods,
Wedding Cake
Ornaments,
Etc., Etc.

Ask for prices or a showing of samples.

AGENTS:
Rose & Laflamme
Montreal and Toronto

GOODWILLIE'S FRUITS
IN GLASS

Have You Tasted Them Yourself ?

If Not Do So

AGENTS
Rose & Laflamme
Montreal and Toronto

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS
LARGE SALES
COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Gourock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

Beer—Non-Alcoholic
Kops' Breweries, London, S.W.

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Cowan Co., Toronto.
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Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warminton, J. N., Montreal

Brooms, Brushes and Woodenware.
United Factories Ltd, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
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Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.
Warminton, J. N., Montreal

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Baker, Walter & Co., Dorchester, Mass.
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Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
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Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
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Dawson Commission Co., Toronto.
Duff & Co, Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto

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Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

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Bradstreet Co.

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Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
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Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.

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Brown's Fly Coil Co., Bury, Lancs, Eng.

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MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

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McWilliam & Everist, Toronto.
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Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
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Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
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Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Hughes, A. J., Montreal.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Batngate, & Co., Winnipeg.
Tew, Richard & Co., Toronto
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

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Improved Match Co., Montreal.

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Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

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Urain, Rolla L., Co., Ottawa.

Pail Hooks.
Warminton, J. N., Montreal

Patent Medicines.
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Branson & Co, Ltd., London, Eng.
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Codville-Georgson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Assn.
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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JUNE 7, 1907. NO. 23.

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(Continued on page 4.)

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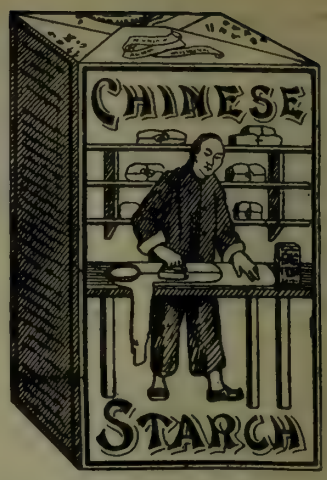

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On the chance of making a few extra cents you cannot afford to sell inferior Canned Goods. *Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnvalley, Maple Leaf, Lion, Thistle, Grand River* and *White Rose* Brands are *all guaranteed as to quality* by the Canadian Canners, Limited.

The Wants of Women——Study Them

MR. GROCER! You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead**. That much we are positive about. But the particular and economical housewifes of Canada are just as positive that

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST.

The Old Homestead Canning Co.

PICTON, ONTARIO

A Common Sense Question

Mr. Grocer! Since the goodness of my Jams and Jellies is known from ocean to ocean don't you think that it is rather careless to stock any other brand? Mind you, the

E. D. S. Brand
JAMS and JELLIES

have been declared the wholsomest, purest and best manufactured in Canada, and second to none manufactured anywhere on the Globe. Shouldn't you ask me for the proofs as a matter of business?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Your Store Is Known

by the goods you sell. The Grocer, with an eye to the future, studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Y. & S.
SCUDDER } **STICK LICORICE**
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

All **Valencia Raisins** Packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.&CO." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents;
Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.

Health——————Profit

Glowing health is a capricious goddess, but she never forsakes the lover of

Ceylon Teas

A Profitable Business sticks to the grocer who makes it his business to stock the best—**Ceylon Tea.** The main difference between Ceylon and inferior grades of tea is

Money in Your Pocket

Moral——————Stock Ceylon Tea

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

PINEAPPLES

Singapore canned, packed in the following shape :

1s Whole, 4 doz. cases ; 1½s Whole, 4 doz. cases ; 1½s Sliced, 4 doz. cases ;
1½s Chunks, 4 doz. cases ; 2½s Whole, 2 doz. cases.

The 1s Whole are something new, and can be sold for 10c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

STOVE POLISH

The best form of Stove Polish is black lead and the best in Black Lead is

"JAMES' DOME"

SORT UP YOUR STOCK. ALWAYS IN DEMAND.

W. G. A. LAMBE & CO., Canadian Agents.

"TALKING POINTS."

The success of every grocer's Tea sales alone depends on giving the public the maximum of quality at the minimum of cost.

You can do this with "SALADA" and with no other Tea.

If you think otherwise, ask yourself the question: What has given "SALADA" the enormous and ever increasing sale it now enjoys?

There isn't a grocer in existence that can buy bulk or other packet brands within 25 per cent. of the value that "SALADA" contains.

These are truthful "TALKING POINTS."

Always glad to hear from you by mail, telephone or wire.
Address "SALADA," Toronto and Montreal or New York

PHENIX

WASHING POWDER

Our ***first large*** shipment has been received and we are now prepared to fill all orders ***immediately.***

If you are not booked yet write us to-day before our supply is all gone.

Phenix is the most wonderful cleanser on the market. ***It always gives satisfaction because it thoroughly cleanses.***

Many other washing powders are said to be first-class, but ***none can approach Phenix.***

Phenix has stood the test.

AGENTS REQUIRED EVERYWHERE

Address

C. A. CHOUILLOU & CO.

14 Place Royale MONTREAL

Distributing Agents for Canada

Picnics and Pickles

The two go together. Every picnic basket and hamper of outing party will contain a supply of pickles and relishes. See that your customer is made happy by selling her

STERLING
BRAND
PICKLES

MADE IN CANADA BY

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

E. NICHOLSON.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D. H. BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS. 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, May 29th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

"WHITE SWAN EXTRACTS

"This is a nice name and the article is a good one. Our sales seem to say that the combination is popular."

The above is copied from a recent advertisement of one of the largest wholesale grocers in Eastern Canada. It is a simple statement of the experience of this great house after handling the goods for years. This is the sort of experience that counts!

It is always satisfactory and profitable to push Greig's White Swan goods.

Enquiries cheerfully responded to.

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, **TORONTO**

Mr. Grocer!

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

IVORINE

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - **Montreal**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"FOR TEA, YOU CAN'T BEAT LIPTON'S"

When ever anyone says **"Lipton,"** what do you think of? Teas, don't you?

Coffees, Jams, Pickles, Jellies and general provisions, and then you have a vague picture of a vast business concern located in London, England, with branch tentacles reaching all over the world.

Just drive this indistinct picture out of your mind.

Put this new one in its place.

In Toronto at 75 Front Street, East, is now located the Canadian office of **Thomas J. Lipton,** for the purpose of bringing all Canada into closer touch with the concern through this branch, which in scope and completeness, fully equals the London main office.

Everything with the **Lipton** signature, from Jellies to Teas, needs no promises from us.

It's good. It always was good. It always will be good.

But **Lipton's Teas** stand out above all the rest.

They're the same to the **Tea** world as **Koh-I-Noors** are to the world of diamonds.

Every ounce of **Lipton's Tea** is packed in a sealed airtight tin and remains fresh and strong until its flavor is brewed out.

Keep the new establishment in mind, and

LIPTON'S TEAS

In stock

Over 1,000,000 packages sold weekly

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:
HUDSON'S BAY CO., Vancouver, B.C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH H. MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan BRAND

SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars 'Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

'Be it ever so Humble"

Any Home will be Happier for a Supply of

BEE BRAND JELLY POWDER

The greatest seller of the day. Just think of it.
Special box containing six flavors.

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY
NUTTO

Delicious, Healthful Jelly Powder which you can retail for 25c. with good profit.
Box is assorted but we can pack any flavor desired.

Write us for free samples and prices

Snowdon, Forbes & Co.

449 St. Paul Street
MONTREAL

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited - Montreal

There's a Smack

about the Flavor of

Aroma Tea and Aroma Coffee

that appeals to drinkers.
There's a steadiness in the growth of your trade and profits in handling these lines, and that makes a grocer glad.

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

ESSEX CANNING & PRESERVING Co. LIMITED.

The Brand of FINE QUALITY

Call for them NONE BETTER

NATURAL FLAVOR RETAINED.~NO CHEMICALS USED.

Profits Begin at Once

Our Modern Canner may be used in your store or on your farm.

With it you can can your fruit or vegetables and sell at big profit.

It is simple and cheap to operate.

We will tell you how it is done. Those in use now are making money fast for their buyers.

Every fruit grower should write for descriptive booklet.

Modern Canner Co.,

Canadian Branch, ***St. Jacobs, Ont.***

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

Mr. Grocer!

Can you afford to sell an inferior shoe polish when the direct profits on ***2 in 1*** are just as great? It is generally conceded that a shoe polish should be a leather food, but

2 in 1

is the only known polish, which adds months to the life of shoes. Your customer has only to test ***2 in 1*** to be convinced of its superiority to all other shines.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

VINEGAR

WHITE WINE, CIDER AND ENGLISH MALT
BULK AND BOTTLED

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

IF YOU WANT AN AWNING,

WHY NOT TRY

The Tobin Tent & Awning Co., = Ottawa?
IT'S WORTH CONSIDERING.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.
58 McGill Street, - MONTREAL

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Majestic Polishes
PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED
575 YONGE STREET, - TORONTO, ONTARIO

NEW JAPAN TEAS

First Steamer of the Season—"Empress of India"

FROM YOKOHAMA, JAPAN

97 packages of Extra Choicest, Choicest and Choice CONDOR Japan Teas

26 x 40-lb. Boxes Condor I - - **42½c.** **10** x 80-lb. H/C Condor II - - **37½c.**
11 x 80-lb. H/C Condor III - - **35c** **25** x 80-lb. H/C Condor X - - **30c.**
25 x 80 H/C Condor IV - - - **28½c.**

These will arrive in Montreal from Vancouver in about six days. Ask for samples and you will see the finest and taste the most delicate Teas of the year.

A Great Bargain. In spite of the advance in Japan Teas we can offer

500 H/C Special Japan Teas—good clean leaf, strong, bright liquor at **15c.**

Special prices to jobbers and buyers of round lots.

Also

60 Chests Ceylon Black Orange Pekoe, at - - - - - **17½c.**
A genuine bargain

48 Chests Ceylon Black Pekoe Sou, at - - - - - - **15c.**
Getting scarce at such prices

39 Chests Indian Black Pekoe at - - - - - - - **16c.**
A fine tea

Give Our Coffees a Trial. You will find them perfect in every way. They are roasted to the point of getting the full aroma and strength from each bean. **Freight paid on trial orders of 50 pounds or more.**

Old Crow Blend - - - - - **25c.** EMD Blend - - - - - **35c.**
Condor Blend - - - - - **30c.** La Parisienne Blend - - - **40c.**

The E. D. Marceau Co., Ltd.

Wholesale Teas, Coffees, Spices and Vinegars

MONTREAL

It Will Save Money for You

This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Many People Everywhere Somehow

always have headaches, neuralgia and other nerve pains, and all these people want Mathieu's Nervine Powders (18 powders in every 25c. package.) Boost your business by selling

Mathieu's Nervine Powders

THE GREAT HEADACHE CURE.

Chills are fairly common during summer Do not be out of stock of Mathieu's Syrup of Tar and Cod Liver Oil, the remedy people rely on.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

Independent Canned Goods Packers

Wanted, lines of canned goods for Winnipeg and the West. Five years' experience as leading salesman for the largest Canned Goods House in America. If you have the quality and desire to extend your business write me.

Also wanted, the following high-grade lines:

PRESERVES, JAMS AND JELLIES, PICKLES, CATSUP, CEREALS, SALT,

and all other lines sold to the Wholesale Trade.

W. LEE DINGEE, WINNIPEG, MAN.

Broker to the wholesale trade exclusively.

Banking reference—Bank of Hamilton.

For Bang Up

RED RED SALMON

BUY VICEROY

Price $1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street

P.O. Box 2360 ***MONTREAL***

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new — a fine spring tonic. Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents :
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

PURITY

BALMORAL

Scotch Marmalade

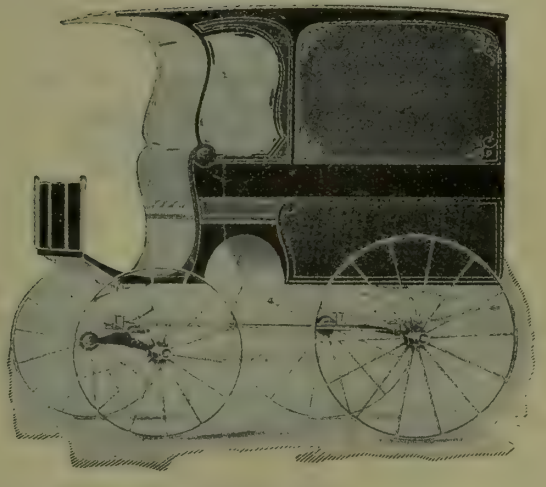
QUALITY

Write for prices. (Do it now)

to

J. W. Windsor, - Montreal

The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

Are You Handling "MELAGAMA" TEA

MOTHER'S FAVORITE

It is a seller—BECAUSE it is well and favorably known throughout the country, and the quality is always the same. People know what they are getting when they buy "Melagama."

Re Bulks—What are your requirements? Drop up a line and let us know. We carry a very complete line and will be glad to forward samples. Our quotations will please you.

MINTO BROS., Head Office, TORONTO

BRANCHES:— BUFFALO, N.Y. NIAGARA FALLS, N.Y.

It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely — it pays.

Agents:—Rose & Laflamme, Montreal.

'CAMP' COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Buy only

RIVERDALE BRAND

Canned Goods.

WHY?

The Lakeside Canning Co. LIMITED WELLINGTON, ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

MORE THAN JUST PURE

Soap Manufacturers keep on shouting about the purity of their particular brands, because they've nothing else to shout about. All fairly good soap is pure.

WONDERFUL SOAP

is different. Its purity goes without saying. It is the product of a special process of manufacture and most Grocers are surprised at its amazing popularity. Stock it.

THE GUELPH SOAP CO.

CANNED GOODS FOR FALL

Our sales for future delivery are the heaviest on record at this time of the year. There is a reason Buyers are anxious to insure getting a full range of

Triangle Fruits and Vegetables

Order now, prices will be right; you gain nothing by deferring. The memory of quality of Triangle goods remains when price is forgotten.

JAMES TURNER & CO., Limited, Hamilton, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and n Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

TOLEDO COMPUTING SCALES

Automatic but Springless,

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell, LONDON, ENGLAND

SOME THINGS TO DO IN JUNE

Suggestions Which Every Grocer May Add to by a Little Thought—Now, as Ever, the Watchword Should be "Clean Up."

What should I do this month? That is a question every grocer should ask himself twelve times a year, and take a little time to himself to answer. If the practice were general in the trade there would be many more grocers making money. The way to do is to get pencil and paper and sit down quietly and make a list of the things to be done, aside from ordinary routine.

At the head of the list every time should be "clean up." There are retail grocers who keep a man at that alone. In other firms where several men are employed each one is made responsible for the cleanliness and appearance of a particular setion of the store. This cleaning up might not apply to such. With them it comes within the range of routine. But the average grocery in this country is not clean enough and the grocer is not particular enough about the appearance of his store, himself and his clerks.

Why Clean Up?

There are especial reasons why a grocer should clean up in June. It is the beginning of hot weather—at least we hope so—and dirt becomes offensive, not alone to the eye but to the nostrils. So have everything moved, and if there are any dark corners, jab a broom into them and see what you get. In a clean, well kept grocery there is an aromatic odor that is very enticing to trade. Aim at that result.

I talked this subject over with some practical men, and one said: "Trade gets dull about this time; so many people, more every year, going away for a vacation, and a grocer gets a chance to clean up." Not many grocers want that kind of a chance. But there are very few districts that do not get some summer visitors. Why not go after their trade? This is the time to think about it. They'll buy confectionery anyway. Get ready for them. If some customers take a cottage in some resort, or, perhaps, in some quiet place away from the beaten path, why can't the man who has their trade ten months in the year keep it for the other two. The writer went into a store the other day and found the proprietor and a large staff very busy putting up orders, most of them for summer homes, and some of them a page and a half or two pages of a long order book. Every gracer should try to follow his customer to the summer home if at all possible.

Now, about getting the stock ready for summer. All raw cereals and meals should be reduced as far as possible, and what stock of these is carried should be kept in a dry cool place. It is almost impossible to keep it free from moths, and nothing is more annoying to a customer than to get home some wormy meal.

Avoid Poisoning.

Look to the canned fruits and vegetables to see that they are not in a place where they will rust. The other day in Toronto a family was poisoned supposedly by canned tomatoes. A can secured by The Grocer from the same box looked rusty. It is altogether likely lead poisoning was responsible for the family's illness. The cause was probably a hole in the can due to rust from the outside.

The fresh fruit season is at hand. See if by taking thought your method of handling cannot be improved. Resolve anyway not to expose tender fruits, such as berries, to filth, dust and promiscuous handling on the street. Make arrangements to keep the fruit inside, but don't hide your light under a bushel; put cards in the window and advertise to the effect that your fruits are inside, away from dust and other filth. This is no new plan. It has been tried and found to work exceedingly well.

Last week were shown a couple of English suggestions for the inside arrangement and display of fruits, flowers and vegetables. They are merely suggestive, but are none the less interesting.

Sell Flowers.

Speaking of flowers, why shouldn't more grocers handle them? Supplies can be easily obtained fresh every day. In Toronto there is at least one wholesale commission house handling only cut flowers, and a large trade is done with customers outside the city. The packing and handling of the flowers has been reduced to a science. Many progressive grocers do handle cut flowers and find it well worth while, and the practice might be greatly extended.

Already many grocers have placed their orders for next season's canned goods, fruit, vegetables and fish. Many grocers object to futures, but there is a legitimate ordering ahead, and if one intends to place an order before prices are announced now is the time, when there is ample opportunity for giving the subject careful consideration. If a man is aiming to handle the best goods he knows about what he can sell, and if his order is booked early with a good wholesaler his chances are A1 for getting what he wants whether the pack be large or small, and at the opening price, which, for the best goods, is much more likely to advance than recede.

To Keep Goods Well.

At the beginning of summer some special provision should be made for the proper keeping of such dried fruits as are affected by heat. Currants, for instance, and raisins should be kept in a cool place.

What about flies? A grocery store can be kept as free of them as a house if proper attention be given to the matter. Screens on doors and windows that open are a necessity. Cleanliness inside the store is equally essential. Put under cover everything the flies will eat. Don't leave a few grains of sugar on counter or floor. A few invisible fly pads will help perhaps; but prevention is far better than cure.

This is the season of weddings and new homes. Why not get a line on this new trade? Have a "nifty" card prepared or write a nice letter to the new housekeeper, or, if you're right up against it for an idea, get into Sunday clothes and make a bold personal bid for the opening order.

A clean white linen coat and apron looks well on a grocer in summer, and his handkerchief—when he has one, and he always should—should be clean. Think upon these things.

RETAILERS' CONVENTION.

Three Days at Hamilton—Grocers' Section First Day.

The third annual convention of the grocers' section of the Retail Merchants' Association of Canada for the Province of Ontario will be held at Hamilton on Tuesday, July 2nd, 1907, commencing at 10 o'clock. The day will be devoted to live subjects of direct interest to the retail grocery trade of Canada. All subjects pertaining to legislation for the benefit of the trade will be referred over to the convention of the Ontario Provincial Board of the Retail Merchants' Association of Canada, which will meet on the following days, July 3rd and 4th, at the same place. Notices have been sent out to every branch of the association and to prominent retail grocers in unorganized districts, inviting them to attend. Every retail grocer who has any subject pertaining to the improvement of the trade who is present, will be heard. Methods of trade organization will be considered and a meeting of unusual interest is promised. J. C. Green, secretary of the National Association of Retail Grocers for the United States, and Elisha Winter, state organizer of the Retail Merchants' Association of the States of Vermont and Massachusetts, will be present and deliver addresses.

J. M. LOWES CO.'S NEW PREMISES

The J. M. Lowes Co., coffee merchants and spice millers, have purchased the premises at 90, 92 and 94 Sherbourne St., Toronto, and have installed their plant at No. 92. They have put in a lot of new machinery and have now one of the best equipped mills in Canada. They guarantee their goods to be second to none put out in America and will be pleased to show any of their friends who call over their new plant.

E. D. Marceau Company, Montreal, is offering special values in new crop Japan teas, which will be in Montreal in a week. The prices given in the company's ad elsewhere in this issue are worth looking into.

PRIZE BREAD AS A FLOUR AD.

A SCHEME THAT WORKED WELL

A prize bread-making contest as an "ad" for flour is one of the best ideas that has come into this office in a while. It originated in Midland, one of the lower lake ports, which draws off a large share of the western wheat crop. The "ad" here reproduced was 6½ x 15 inches. Fred W. Horn, advertising scribe for J. B. Horrell & Son, Midland, tells the story in his own way, thus :

An interesting competition that brought out a hearty response was the following as planned by A. C. Carruthers, manager of the grocery department of J. B. Horrell & Son's departmental store of Midland, Ont.

In the May 22nd issue of the local papers appeared an advertisement announcing a great bread-making competition and giving a schedule of rules governing same with list of prizes which was increased to five instead of three, as originally appeared in the announcement.

Some twelve or fourteen hundred copies were distributed through the medium of the local papers, and an additional 800 dodgers in fac-simile of newspaper write-up, were distributed from house to house throughout the town.

This created immediate increased sales for the flour in question, caused much comment among the ladies and finally brought out "a big batch of bread" by eager competitors for the prizes, which were as will be seen from the circular enclosed herewith as follows; 1st, 1 barrel of Five Roses Flour; 2nd, 1-2 barrel of Five Roses Flour; 3rd, 1-4 barrel of Five Roses Flour; 4th and 5th; 1-8 barrel each of Five Roses Flour.

So great was the demand for the flour to make the trial with, that although sufficient was thought to be in stock to stand the strain, a shortage ensued which made it necessary to divide the orders to some extent.

A splendid collection of exhibits were sent in and the three lady judges had a busy afternoon's task in determining the winners. However, about 5 p.m. their report was handed to the management, who had prepared a large window card with the prize winners' names printed thereon. This, together with a neat arrangement for a window trim, including the pride bread, was placed in the window and at 8 p.m. a full half-hour previous to the time announced, a large crowd awaited the raising of the curtain and from then till 10 p.m. a continual stream of people viewed the display.

Comments were freely passed and a lively bit of verbal advertising for the store in general was the consequence.

The ladies who did the judging were, of course, kindly remembered for their assistance by way of a five o'clock lunch, gotten up in impromptu fashion, and a pretty bit of Japanese china as a present to each.

Altogether the scheme was a decided success and our friend, Mr. Carruthers, highly recommends a trial, believing it will prove a good drawing card, a lively incentive, and a good advertisement.

PERSONALS.

W. H. Halford, Montreal, has returned from his trip to Quebec.

Harvard B. Clemes, Lindsay, was in Montreal during the week.

Frank Stafford, Barry's Bay, was in Montreal during the week.

New pack Thistle haddies are now on the market and appear to be in good demand.

Laporte, Martin & Co. have just received a direct consignment of choice and fancy Barbados molasses, which is being delivered to the trade.

L. E. Geoffrion, L. Chaput, Fils & Cie., Montreal, and one of the harbor commissioners, has taken up his summer residence at Valois, where he will spend his spare time for the next few months.

The fruit and vegetable packers having decided not to accept orders after the 30th inst., Laporte, Martin & Co., Ltd., advise their customers to place orders for canned goods without delay if they want to secure their preferred brands.

Crawford W. Powis, Toronto, was married on Tuesday, 4th inst., at All Saints' church, to Miss Olive Logan, only daughter of Wm. Logan, of Davidson & Hay, Toronto. Mr. Powis is a member of the commission and brokerage firm of Anderson & Powis, and is a son of Alfred Powis, one of Hamilton's leading brokers.

Arthur W. Pafford, of Davidson & Hay, Toronto, left on Wednesday for a few weeks' vacation. Montreal and the east is the Mecca of his Hacgira, but, unlike the Moslem faithful, his journey will be made with more comfort and ease, as he journeys by the Richelieu & Ontario Navigation Company's palatial steamer Kingston. Mrs. Pafford accompanies him.

St. Patrick's church, Toronto, on Wednesday morning, was the scene of the nuptials of Fred. A. Verey, Toronto representative of the Edwardsburg Starch Co., and Miss Etta Macdonell, of Toronto. Mr. Verey and his bride left for Montreal and Quebec on Wednesday's R. & O. steamer. The Grocer and Mr. Verey's many friends in Toronto and western Ontario wish the young couple a pleasant voyage through life. On their return they will make their home at 58 Bellevue avenue.

BREAD MAKING CONTEST

A splendid opportunity, ladies, for you to make a practical test of your abilities as a bread producer and also to test the strength, richness and thoroughly genuine meritorious points contained in a certain brand of Canada's chiefest production, namely:

"Five Roses Flour"

Our Grand Prize Offer

We will present to the lady who produces from Five Roses Flour the adjudged best double or large loaf of bread, the following :

1st prize	1 barrel	of Five Roses Flour	value	5 50
2nd "	1-2 "	"	"	2 75
3rd "	1-4 "	"	"	1 40

Rules governing the contest are these

1st "Five Roses" Flour of sufficient quantity to make the test to be purchased from us.

2nd Exhibit to be left at our Pastry Dept. on Wednesday, May 29, before 5.30 p.m.

3rd Each exhibit must be accompanied by name and address of competitor which upon arrival at our store is detached and placed on file and a numbered ticket attached to be used in the display, thereby providing perfect secrecy for exhibitors.

4th The size of each loaf of exhibit should correspond to regulation weight as nearly as possible.

5th Judging will be done on Thursday, May 30th, by three competent lady judges.

6th Prize Winners' names will be announced at 8.30 p.m., Thursday, May 30th.

7th As an exhibit of this bread is to be made it should be understood that prize winners release ownership of same and we employ this as one scheme

"Five Roses" Flour is a Wonderful Flour

It has certainly valuable constituents that is not generally found in any other grade and the manufacturers claim that these certain constituents are responsible for their backing up claims for their flour that defies all competition.

They endorse our action in arranging this Great Bread Competition and any claims we may make for "Five Roses" Flour will be heartily in accord with its manufacturers.

Five Roses Flour is past the experimenting point. It has been tested by thousands but we want a lot more housewives to become acquainted with its valuable points and we employ this as one scheme to more thoroughly and decisively bring it into public notice.

When you want Five Roses Flour Patronize

THE PEOPLES STORE

J. B. Horrell & Son

The House where "Quality" Predominates

FROM GROCER CORRESPONDENTS

GALT.

A well-attended meeting of the Retail Grocers' Association was held in the Galt council chamber on Wednesday evening last, President T. A. Rutherford occupied the chair.

A communication was read from Messrs. Geo. A. Clare and Lennox, members of Parliament, regarding the bill recently before the House re the formation of industrial and co-operative societies. The association was advised that this measure had been held over until next session, and this was mainly due to the efforts of the various associations throughout the country, who are, of course, strenuously opposed to the new bill. There are certain features about the measure that are not in the interests of the community at large.

Another item of interest to the general public which was discussed was regarding the watering of the streets in the business section on Sunday. On a windy Sunday the dust is a great nuisance to those going to church. It was decided, however, that an appeal should be made to the council, with a view to having this street watered at a late hour on Saturday evening. If this does not prove satisfactory, the Sunday watering will be tried. The Merchants' Association is quite willing to bear any extra expense in connection with this innovation. The plan appears to be an extraordinarily good one and might be tried with benefit in many of the surrounding towns and cities.

The question of a weekly half-holiday was also discussed at the meeting, and will be definitely decided at the next meeting.

It is expected that the association will hold a banquet in the near future. A banquet would do much towards establishing greater unity and co-operation. The matter was referred to the executive and will be taken up at an early date.

Regarding the funds for the old boys' reunion, the association decided that the members each pay into the treasury of the association such sums as they feel they can afford. The total amount collected will be handed over to the executive committee of the old boys' at the proper time.

Probably in no town in Ontario is there such a shortage of premises suitable for merchants, as that which exists in Galt at the present time. More than one prospective merchant has been compelled to locate elsewhere, owing to the unprecedented shortage.

The landlords have evidently become aware that it is time to make hay while the sun shines, and the rents on the principal business street in Galt are soaring upward. One merchant was recently informed that his rent would be raised from $360 per year to $1,000 per year. What he said is not for publication.

Tenders are being called for the erection of a three-storey brick building on South Water street, between the grocery store of Sloan Bros., and the Imperial hotel. The lower portion of the building will provide accommodation for two stores, while the upper portion will be used for offices, etc. The erection of this building will fill a long-felt want and will relieve to a certain extent the present shortage of suitable business premises.

Opineion in Galt regarding the proposed weekly half-holiday is somewhat divided. A large number of the merchants have expressed themselves as being in favor of the holiday; on the other hand, a number claim that the inauguration of the holiday would seriously conflict with business. A prominent grocer was interviewed, and during the conversation he made the following statement: "We have every day farmers come a distance of 12 or 15 miles. We do not know what days these people will arrive with produce, and should they arrive and find our store closed they would certainly think it a hardship to have to take their produce back home again."

MONTREAL.

John B. Richer is the new manager of the grocery department of Scroggie's departmental store. Mr. Richer has been with Scroggies for the past six years.

Some Montreal retailers are having trouble with their delivery men. They say they find it difficult to retain the services of a good driver for any length of time. One uptown grocer who keeps at least three or four drivers all the year round, was telling The Grocer of his troubles—he had but three men at the time—when he was called to the telephone. He came back with the information that "another one had gone." The teamsters in the city have been demanding more wages recently, and this has unsettled things a bit.

Munro & Lloyd, the newly organized firm, seem to be doing the business. The letters are now on the window and look neat.

Retail Grocers' Meeting.

The Retail Grocers' Association met Thursday evening of last week in their rooms on St. Catherine street. The attendance was better than for some time past. President Laniel occupied the chair. Other officers were all present. Mr. Laniel reported on his trip to Ottawa to confer with members of the Ottawa Retail Grocers' Association, and the deputation from Alexandria regarding the coming picnic. He said that everything was being arranged satisfactorily. The programme of sports was already planned and was quite an interesting one. J. A. Dore, vice-president, spoke of the advantage of holding the picnic this year in coniunction with the Ottawa grocers and the people of Alexandria. The town, he said, was putting up the majority of the prizes. Secretary Beaudry read some correspondence in connection with the liquor licenses, a very hot subject with the Montreal retailers at present. As already explained in these columns, the licenses for liquor dealers were put up by the Provincial Government in the most unceremonious fashion, and the retailers are working hard to make some new arrangement with the Revenue Department. Mr. Beaudry thought it would be better to await the return of Premier Gouin, with whom the members of the association might have an interview before taking any definite action. In this all agreed. In connection with the picnic it was decided that the association should be provided with a band on that day. Also, the assembly carried a motion to the effect that all members should be sent a letter requesting that they should close their stores the day of the picnic.

STRATFORD.

The grocers in this, the Classic City, report trade to be about the same as a week ago, but, as one grocer remarked, "The people don't seem to know just what they want." The sale of canned goods has fallen off a little during the past two weeks. People are anxiously waiting for the appearance of more green goods, garden products. Green vegetables sell at the usual price of five cents per bunch. Strawberries are, however, scarce and somewhat high in price. The season seems to be backward in the fruit line and a few grocers fear that the supply will not meet the demand.

The prices of some meats in city butcher shops have advanced. The list: Roast pork, 17c; pork chop, 17c; round steak, 15c; sirloin and porterhouse steak, 17c; roast beef, 10c to 15c; boiling beef, 7c to 8c.

The grocery firm of McCully & Haugh believe in advertising their goods in the window and they have had a number of fine displays of late. Last week they had a good display of green goods, which was much admired and this week they have dressed a neat window in baking sodas, Cow Brand and others.

There was a fair attendance at Saturday's market, but the late season still affects the offering of garden stuff. These lines, such as rhubarb, lettuce, onions, etc., sold at the usual prices of 5 cents per bunch. Potatoes are unchanged in price at 90 cents to $1 per bag. Eggs sold at 16c to 17c per dozen and butter at from 20 to 22 cents per pound. For tomato plants the price was 20 cents per box, and for cabbage plants 10 cents to 15 cents per bunch.

Thousands of dozens of eggs have been handled by the grocery firm of McCully & Haugh this season. They buy eggs from the farmers in the country for miles around, have them brought to the city, and either sell them locally or ship them to Toronto and other markets. This week they shipped 2,000 dozen eggs to Toronto firms, and during the latter part of April and the early part of May about 7,000 dozen eggs were shipped to the William Davies Co., of Toronto. The firm also sold 2,000 dozen to the Nasmith Co., Stratford, to be used for pickling, and 4,000 to Gordon Rankin, another city confectioner.

BROCKVILLE.

The market Saturday was the best attended for some time. Eggs brought 18 and 20 cents per dozen; butter, 27c.; chickens, $1 per pair.

Burglars put in an appearance here during the past week, and while visiting, started to work at Lorimer's grocery. Mr. Lorimer happened along in time to see, but not to catch them. They evidently did not like his company, as they immediately decamped on his appearance. Manahan's bakery was also visited by them. Nothing was missed from either place.

Thos. Ryan, representing Bell, King & McLaren, Montreal, brought a carload of Jumbo bananas to town last week, which were quickly disposed of.

One of the local merchants has been summoned to appear in police court for forestalling the market on Saturday last.

E. J. Peters, who for the past eight years represented Gilmour & Co., wholesale grocers, of Brockville, has resigned his position and left last week for the west to accept another one in the same line. Success to him.

A. McCrimmon, who has been in the employ of Gilmour & Co., in the office, has accepted the position as traveler made vacant by the resignation of E. J. Peters.

Miss May Robinson, who has for the past two years been clerking in McHenry's grocery, has resigned and has taken a position for life with "Mickey" George, the star hockey player. Miss Robinson and Mr. George were quietly married on May 22nd, and immediately took the train for Ottawa, where they will make their home, Mr. George holding a good position there. The bride was the recipient of a number of valuable and useful presents.

KENTVILLE, N.S.

Paradoxical as it may sound, Kentville has had a dry spring this year. And as for the temperature—why, a polar bear would have felt homesick for his native isebergs. Everyone is agreed that there never was such weather. Even the daily papers haven't exaggerated it, and Lord knows, they've done their best. Still, Kentville is a bully town and we're all proud of her. No kickers here. The trees and grass are beginning to take on a healthier color, but there has been no potato planting yet. This week, however, wind and weather permitting (a necessary proviso, these days), should see a lot done. Some rain fell recently, and this, although too cold to obtain the best results, will help things on a little. A couple of weeks ago we had a snowfall of six inches, but notwithstanding this, our trees (which seem to be of a sturdier breed than most) are already in half-leaf. A few continuously warm days would bring out the apple blossoms, but consistency seems to be the last thing we can look for in the weather, one day being hot enough to roast chestnuts in the sun, and the next so cold that we have to take the milk out of the cupboard and put it on the oven to thaw it out.

Business has been duller than ditchwater, owing to the backward season, but prospects are good. Scarcity of help seems to be the greatest drawback.

Bay of Fundy salmon are brought over fresh each morning, and are popular at 20 cents a pound. Potatoes are as scarce as June bugs in December, but when anything turns up that looks like a spud it is eagerly snapped up at 75c. per bushel.

Brother Creed is on the warpath, as usual, and gets after all the local boards as regularly as clockwork. About the middle of June, M. G. DeWolfe shakes off the dust of Kentville from his feet and departs to his den on the Sissiboo, Weymouth, where he tells us there is neither care nor trouble. Would that we could all go and do likewise.

KINGSTON.

The city of Kingston is on the advance. Two by-laws favoring a zinc and lead smelter works were carried by almost a unanimous vote of the ratepayers.

A site and exemption for ten years are granted to the Stanley Lead Co. and the Gray & Hadley Zinc Co. The Board of Trade and our civic representatives are deserving of nearly all praise due. The vote stood thus: For zinc smelter, 1,622 for, 25 against; for lead smelter, 1,623 for, 22 against.

The Government will be asked to do some dredging along the wharves near the smelter sites. Building will be commenced at once. The Zinc Co. will erect buildings to cost $125,000, and the Lead Co. about $50,000. Both will give employment to about 150 men.

The regular Saturday market was a large one, owing to the very high prices. Print butter brought 25c. to 28c., and quality not too good. "Can't understand it," said Malcom. Creamery is only worth 23c. Potatoes are $1.25 a bag; pretty hard on the grocers who contracted to supply camps and institutions at 90c. Eggs keep around 18c. and 20c., and are plentiful. Green stuff is cheap. My, what a difference there is in the size of the bunches. Take, for instance, rhubarb. Some gardeners put eight stalks, others 12 and some 20. The market clerk seized a lot of potatoes on account of being short in weight. Butter is often 14 and 15 ounces, instead of 16.

Hobart Dyde, Jas. Redden's partner, was up at Petawawa looking after details in connection with the big military camp. It is a big contract to feed those hungry soldiers, but Redden & Co. know how to do it, and will satisfy their wants.

Robinson Bros. have dissolved partnership. They are both Kingston boys and popular. One of them intends going to Cobalt to size up prospects, and may locate there.

Will Charles, now a prosperous grocer in Victoria, B.C., was a bright boy and bound to succeed. When a junior in one of Kingston's stores, he was waiting on a lady who wanted roll bacon. Will looked up pleasantly at her and said, "Do you want it in a chunk or cut in pieces?" He often laughed about it when he had more experience behind the counter.

A clerk makes a mistake when waiting on a customer by saying, "Is that all?" He should look pleasant and say, "Something else now?" or "Here is a new line just in," or "What about pineapples?" etc. Introduce goods; don't be afraid to speak up; look alive and sell goods. Remember, young man, travelers and others are sizing you up and if you have any ambition don't be scared of work. And say, be on time in the morning.

EDMONTON.

It cost Edmonton about $220,000 to keep warm last winter. This has been revealed as the result of an investigation into the size of her coal bill. The sum is about double that of the winter of 1905-1906. The increase comes from a rise of $1 on the ton of coal, and the more severe weather. Of course, the growth of the city is also a factor.

August Noel, senior member of the legal firm of Noel, Noel & Cormack, died Monday, May 20th, in the general hospital, after a few days illness from appendicitis. Deceased was 36 years of age and was married to a daughter of Mr. Justice Lavergne, of Montreal.

Lacombe, on the Calgary and Edmonton line of the C.P.R., has a building boom on its hands. Over $200,000 worth will be undertaken this year. A number of business blocks are going up. Among those who will build are the following: the Adelphi Hotel, cement, $50,000; H. Urquhart, store, $15,000; H. A. Days, stores, $15,000; Morris & Taylor, warehouse, $2,500; A. D. Watson, blacksmith shop, 700; W. F. Brett, addition to store, $2,000; C. R. Dunke, store, $2,000.

A. Archibald, the druggist, is moving into better premises on June 1st.

Manager Johnson, of the Criterion Restaurant, has been obliged to close his cafe, on account of the building being sold by the owner.

STRATHCONA.

Work is commencing on the new C.P.R. station. It is to cost $30,000. McDermot & Son, of Winnipeg, are the contractors. The C.P.R. expect to spend about $150,000 this summer in terminal improvements.

Strathcona has a daily paper now. The Chronicle edited by James Weir, formerly of Hamilton, Ont., has been enlarged from a weekly to a daily.

F. C. Jamieson, secretary of the Strathcona Radial Tramway Co., has applied to the city council for a franchise for the company. They ask for an exclusive franchise for thirty years.

Building is very active here. Over a million dollars worth will be undertaken this season. Some of the new buildings are: a hospital, $60,000; collegiate, $65,000; St. Louis Hotel, $25,000; Bank of Commerce, $20,000; brewery, $70,000; three churches, $80,000; Sheppard business block, $15,000; A. G. Baalim, ditto, $18,000.

LONDON.

The last meeting of the Retail Grocers' Association was unusually well attended.

It was decided, on the vote of a large majority of the members, that the annual picnic be held this year in Toronto. A vote was taken to decide which railroad would be patronized, and the show of hands was almost unanimous in favor of the C.P.R., the return fare, good for two days, being $2.35.

A railroad committee, composed of Messrs. Shaw, McCormick, Drake and Ryan, was appointed to complete arrangements with the railroad, and in

conjunction with the executive committee to arrange the date on which the picnic will be held. It will in all probability be on Wednesday, July 24th. The railroad committee was also authorized to attend to the advertising.

Push-cart Men Must Go.

The committee appointed to wait on the city council for the purpose of exterminating the push-cart man, reported that the evil would probably die out after the expiring of the present licenses in October next, owing to the curtailing of their territory. A committee will decide on the districts from which they desire the push-carts eliminated, and the recommendations will be submitted to the council at its next meeting.

The four grocers who are opposition picnic promoters had been approached by a committee with the object of bringing about amalgamation and the holding of one general picnic. They had met with poor success, the other party preferring to retain their individuality and run their own picnic as heretofore to Niagara Falls.

Messrs. Leah, Ryan and Donehy were authorized to select and purchase a suitable gift for presentation to President Ranahan, as a token of the well wishes of the association on the occasion of his recent marriage.

The association is stronger than ever in its history, there being now 120 paid members. In fact, so far as can be learned, only four of the city grocers remain out of it.

The executive committee of the Retail Grocers' Association held a meeting last night to take action regarding a dispute with the promoter of the pure food show held here in May last year. It seems that for their efforts and influence in connection with the affair the association were to be paid five per cent. of the gross proceeds. But it is said the promoter did not find the show the success he expected, and, as a result, the association have not yet received their share of the receipts, $165. Recently a representative of the promoter came to the city and told such a woeful tale that the association agreed to accept five per cent. of the door receipts only, which would be about $55. The representative expressed his gratitude and promised prompt settlement. The promise, however, has not been made good and at last night's meeting of the executive the following resolution was adopted:

"Moved by J. Haskett, seconded by G. B. Drake, that this association regrets that Mr. E. M. Trowern has not seen fit to make satisfactory settlement in regard to amount due this association from the pure food show held here one year ago."

PETERBOROUGH.

In about ten days Wm. Stock's new bakery on Sherbrooke Street will be completed. It is to cost $2,500 and will have a capacity of 30,000 loaves every twenty-four hours, or 350 loaves per batch. R. J. Marsh, of Deer Park, Toronto, who is prominently connected with the Marsh Oven Co., is the architect and contractor and he is making an excellent job of it. The building is of solid brick, 63 feet by 34 feet and two stories high. There will be two large Marsh ovens, which are constructed with No. 1 Milton pressed brick. Besides these modern ovens, the whole bakery will be equipped with the most up-to-date machinery on the market. Everything will be furnished to insure speed, accuracy and purity. Mr. Stock has one of the largest bakery establishments in the city and it has been growing so rapidly lately that he was forced to enlarge. The new shop should last for several years.

* * *

Owing to the lateness of the season, the inability to make satisfactory arrangements and the nearness of the holiday season, the Retail Merchants' Association decided to postpone the proposed banquet. The date was fixed for June 3rd, and many of the grocers, who were really at the bottom of the thing, are greatly disappointed. The banquet, however, will be taken up again in the fall, when it can be followed up with regular meetings of the association.

* * *

A couple of farmers were before the police magistrate last Saturday morning, charged with giving short weight in a bag of potatoes. That morning the police went on the market and weighed several bags of potatoes which were offered for sale. Two men were found with bags that were three or four pounds short. The farmers claimed that at this time of the year potatoes have dried out so that a bag will not weigh the regulation number of pounds. Both the farmers said that they had measured the potatoes and thought that was sufficient. The magistrate found them guilty and as an example to other farmers he fined them $2 and costs.

* * *

The Toronto Savings and Loan Co. have decided to erect a new block of stores on Simcoe Street, just west of George. Plans have been prepared and work was started this week. The building will be three stories high with a basement. It will be 50 feet deep and will have provision for four single stores and one double store. All have been rented and the tenants are anxious to move in. This new block will relieve to some extent the great demand for stores and it will be good news to all the business men as the rents for business places have gone up so high during the past couple of years that it makes a big hole in the profits. Another block of stores could also be rented at good prices, as the city is growing very rapidly.

* * *

Thos. Hooper, the largest caterer and confectionery merchant in the city, is endeavoring to secure the second and third floors of the new block being erected by the Toronto Savings and Loan Co. If he is successful he will fit it up as an assembly hall. The city is in need of such a place and undoubtedly Mr. Hooper would make a success of it. His intention is to put in a large kitchen, with all the utensils required for preparing a large banquet and on the same floor he would have the dining room, which would be a great improvement over present halls used for balls and "at-homes."

Representatives of Hawes-Vongal & Co., of New York, hat manufacturers, were in the city this week looking for a site on which to locate a branch of their factory, to make goods for their Canadian trade. The representatives were looked after by the mayor and manufacturers' committee. They were greatly pleased with Peterborough as a manufacturers' centre, but made no definite answer as to where they would locate.

* * *

The tourist season is opening up with very fair prospects. If the weather gets warm this summer will be the busiest in the history of Stoney Lake. Several families have arrived in the city, purchased large supplies of groceries, and taken them back to the cottages. So far the weather has been so cold that only two or three local families have moved to their summer homes, although a large number are making preparations to go.

* * *

For several months past a bread war has been waging in the village of Keene. The grocers there buy all their bread from the Peterborough bakers at 7c per three-pound loaf and after paying the express and cartage charges, sell it at 8c per loaf. The price previous to the cut was 11c per loaf, and everyone made a profit. At present none of the merchants make anything and most of them are losing money. The price in the city is 9c.

WOODSTOCK.

The selling price of tobacco among the retailers of the country is on the advance now, but up-to-date Woodstock dealers have not followed the example of many of their brethren in other places. The wholesale price has already advanced materially, and an increase to consumers is considered to be only a matter of time. The difficulty appears to be with the tariff, which places an increased imposition per pound on the weed, and upon the condition of the crops and the market. The consumption of tobacco is increasing, while the general tendency is towards a rise in the cost of the raw product. It is feared that the increase in the wholesale price is but preliminary to still higher figures, in which case smoking will become a somewhat expensive pastime.

On the local market and in the stores, potatoes have risen to $1.25 per bag, and at that the quality is said to be inferior.

New Industries.

A big American corporation is considering the advisability of establishing in Woodstock a milk condensery. It is the company which controls the St. Charles condensery at Ingersoll, and over a hundred factories in the United States. Tillsonburg authorities also have their hooks out after the new industry, but locally strong hopes are entertained that if the promoters finally decide to locate another factory in this district, Woodstock will be the place decided upon. It would undoubtedly be a success here from the standpoint of the proprietors, for Woodstock is situated in the midst of one of the finest dairy districts in Canada, and there would never be any lack of material to keep the factory running. It would also

be a splendid thing for the farmers and dairymen, in giving them a sure and certain method of disposing of all their milk supply. No loan would be asked for, and the inducements required are very moderate. All they would ask would be a free site from the city, a fixed assessment, sewer connection and access to the railways. About 125 hands would be employed.

Negotiations have been recommenced with the London capitalists, who submitted a proposition to the council for the establishment here of a canning factory, though nothing will be done before the autumn in any event. C. B. Kenleyside has written to say that the fact that the city will not grant a loan would not deter them from starting here, and that they would be willing to take the matter up with the council on the basis of other minor concessions and inducements. Everyone in the city and district will be glad if the negotiations result in the industry locating here, for it would mean a great deal to the whole district, and the regret when it was feared that everything was off, was very general.

Despite the frosts and the backward weather of the past months, it is not thought that the prospects for a good fruit crop have been very seriously injured. As the result of the last severe frost, a prominent gardener fears that red currants may have been rather seriously damaged. He did not think strawberries were affected, and fruit trees did not give any signs of damage. All fruit trees are or have been heavily in blossom, and with favorable weather prospects look good for a large crop.

Cheese Industry.

The quantity of cheese offered for sale at the meeting of the cheese board last week was the largest of this season, and comprised 2,888 boxes, of which 1,730 were colored, and 1,153 white, the output of 23 factories. Sales during the day were made at about 11½c. It is said that the flow of milk this spring has been not more than sixty per cent. as large as in the corresponding months of last year, owing to the backward weather and the fact that as yet there are comparatively few cows out at pasture. There has been no opportunity for the grass to grow to any extent, and farmers are running short on their supply of feed. Consequently the cows, and the milk supply suffer. Complaints are being made that cheese in too green a state is being marketed this season. This may be explained somewhat by the desire of salesmen and managers of factories to dispose of all the available supply while the prices are at their present high pitch, but the practice is seriously detrimental to the best interests of the cheese industry. Notwithstanding the prices, the returns for the sale of cheese this season have been much less than last year owing to the smaller quantity of milk on hand.

Pedlars' By-law.

The city council at no distant date will be earnestly solicited by the retail merchants of the city to pass the hawkers', pedlars' and transient traders' by-law, which is now on the books of various other municipalities such as Galt and Preston and Berlin. They feel that it is up to the council to protect the merchants, who pay taxes in the city, and bear a large share of the cost of civic administration, from the ravages on their trade which are made by those who drop into town for a day or two, do their business on the back streets, and take out of the city a sum of money large or small, according to the degree of persuasive influence exercised by the agent, and the nature of his goods; and leaves absolutely nothing in it except what he pays for board, and in the case of the foreigners by whom the most of this business is carried on, the money required for board is not a large amount.

A Prosperous Grocer.

There is a grocery store in Woodstock which is the exception that proves the rule that advertising is the life of trade. It has been conducted for years by Fury & Thompson, and their boast is, that never was a dollar spent in advertising. The store is fair-sized, and in a most desirable location, near the market square. The proprietors have made, and are making money, some say more than any other grocery firm in town, but that, of course, is only "what others say." The firm has no delivery wagons, no order solicitors, no advertising bills. Accordingly they can afford to sell cheaper than their neighbors, and in many cases they do, enough beneath the prevailing prices to attract custom. Then again, they have a reputation for strict honesty in all dealings. People believe that if Fury says an article is a certain quality, they may swear on its being that quality. The result of all this is, that a large number of city people regularly patronize the store, especially for smaller goods that they can carry home, for nothing is delivered. But the principal business is done with the farmers, whose rigs may be seen lined up in front at any hour of Saturday, waiting for their purchases to be put up, and loaded into their rigs. The appearance of the store externally and internally is unprepossessing. The windows are seldom cleaned, and seldomer dressed, often being piled full of old, unsightly boxes and other debris. Inside a miscellaneous assortment of goods common and peculiar to grocery stores is piled in picturesque confusion. But they get the business, and that is what all the grocers are after. It is the exception that proves the rule.

GUELPH.

June 4, 1907.

The Guelph Retail Merchants' Association are offering a large reward for the conviction of the party or parties who spoiled those plate glass windows on Wyndham street, also a reward of $5 for a conviction of anyone spitting tobacco juice or otherwise defacing the store fronts of this city.

R. J. E. McCrea, of the firm of J. A. McCrea & Son, leaves on Friday for an extended trip to Europe. The Grocer wishes him a pleasant and enjoyable trip.

The street watering system of Guelph does not seem a success from the outlook of a corner grocer. The idea of the waggons is all right; but we see a waggon pass our door at about eight o'clock in the morning and wait in vain for its return till about three or four in the afternoon, which means our outside displays of fruit, etc., are subject to dust and abuse. But, for all that, we are firm believers in outside displays.

Does it pay to carry a weak account or let your neighbor have it? is a live question among grocers at the present time. I think it pays to carry the weak account, and if a grocer knows his business he will make it pay. Make an agreement that you will carry it for a certain time, say two weeks or a month, as the case may be. Then when the time is up, look for your money. Don't wait until the party has spent his wages and then go to see him, but give him to understand if he is not Johnny-on-the-spot you want to know the reason why, and if he wants to leave a balance call his attention to your agreement and give him to understand you don't stand for any balances, that you want it paid regularly and you expect every cent of it—that you depend on his account to meet your own accounts. Make him feel he is part of your business. Don't bluff him about suing him, or collection agencies; just talk good common sense. In a good few years' business I have never seen an account lost that was properly handled. There are lots of so-called weak accounts that are weak accounts only as the grocer is weak. Don't be afraid to ask for your own.

W. H. Fielding is sporting another bran new delivery waggon on the road this week. West believes in good horses and rigs.

The Retail Merchants' Association at their last meeting agreed to give their employes the usual Thursday half-holiday during July and August.

Butter is getting more plentiful and has dropped in price. First class is from 16c. to 18c. a lb. on Guelph market at present. Eggs are firm at 16c. to 18c. Potatoes took a jump and as high as $1.50 per bag was paid last Saturday.

To make money nowadays in the grocery business you must make it through the efforts of others and the man who is successful is the man who is clever enough to surround himself with good help.

In running a grocery store it is astonishing how many little leaks there are, and it is the leaks that let the coin run out. Clerks don't seem to know they are paid to think for the boss. It's not their business to turn off the gas in the cellar. They don't seem to know they have their hand in the boss's pocket when they stand and talk to customers about social matters or when they waste string or paper.

The big glowing countenance of a Toronto grocery traveler, whose smile always seems to say: "I am happy, are you?" came into the store the other day and tackled the boss about vinegar. He said: "I have a vinegar here that is chemically impure. We sell it at 15c. a gal. Here is something extra we sell at 22c. a gal. Now, I am goin' to show you what a terrible bad thing inferior vinegar is."

He poured a little into each glass; then he took two earth worms and dropped one in each glass and he said: "Whichever vinegar kills the worm

quickest is the rankest." All was breathless interest for a moment. The 15c. vinegar caught hold of the worm and twisted it into a knot, and in an instant it had gone to the happy hunting ground. The 22c. vinegar's effects were as sure but much slower. They timed the worm, and for nearly a minute and a half it writhed and squirmed in pain and then died.

The boss looked thoughtful for a moment; puffed at his cigar, and then says, "John, do you think you could put me in 25 barrels of that stuff at 10c. a gallon?" John thought he could, but wanted to know why he wanted that quantity of such poison. The boss replied: "That is all right, my boy. Your business is to sell vinegar, not ask questions." "Well, Mr., I am very curious," said John, "and will buy the cigars if you tell me what you are going to do with it." "Well, I will tell you if you keep it quiet." "All right; honor bright." "Well, I am going to quit the grocery business, and I am going into the patent medicine business and manufacture a painless worm exterminator at $1 per bottle, and I calculate at $1 per bottle, 30 gallons to the berrel, I will make $30,000." It is needless to add John wants a partnership.

Doesn't it make you tired sometimes when you have a cereal or other traveler trying to tell a grocer how much money he can make selling his line that only costs 95c. to $1 a dozen and sells for 10c. each? The grocer ought to cut out that kind of business. It is getting a little old fashioned, these big profit schemes of that kind.

There is some talk of an up-to-date union fish store in Guelph, run by a company of grocers and bakers. There is room for it.

W. J. Fletcher, who has been for some time clerk at W. H. Fielding's grocery store, is leaving this week to start business for himself at Oustic. We wish him success in his new venture.

The junior member of the firm of J. A. McCrea & Son leaves next week for old Ireland, via Montreal.

Mr. Robinson, the young and clever head clerk of Lillie & Hadden, has an original maple syrup window. It was an almost perfect representation of a maple sugar camp.

Men that the employers, as well as employes, like to see enter the door are men like J. W. Charles, Adams, of Heinz fame, the Comfort Soap man, and that silver-haired and tongued orator of the Grocers' Wholesale Co. They study human nature and know how to treat clerks as well as employers. All good will to the travelers. It would be gloomy without them.

CHATHAM.

A. J. Ridley, formerly of Ridgetown, has purchased the grocery and confectionery business of the late Thos. W. Evans, of Thamesville. Mr. Ridley has had considerable experience in the confectionery business and his venture should prove a success.

Piett Bros. have closed their butcher shop at Rodney and moved the stock to Ridgetown. Archie Piett has again joined the staff of the Ridgetown store, and will move his family back to that town.

The Tilbury Canning Company recently shipped their first consignment of the season, a car of tomatoes, to the Pacific coast.

R. P. Adams, of Tilbury, has opened a grocery in connection with his butcher shop.

W. M. Murdock, the Raleigh street grocer, left on Wednesday, in company with L. Harrett, on a two months' prospecting trip to Cobalt.

Retailers' Assessment.

The matter of the business assessment of local retailers, which came up at the last meeting of the local R. M. A., is now in the hands of the civic finance committee. President Geo. W. Cowan, of the R. M. A., appeared before the city council on Monday night and stated the circumstances, full particulars of which were given in last week's correspondence. He urged that the matter be dealt with at once, particularly as, if the civic rate were struck on the present 35 per cent. basis, a test case would be made with a view to establishing the 30 per cent. basis, and as a result the city would likely face a deficit at the end of the year. Mayor Stone referred the matter to the finance committee, to consult with the city solicitor. It is not thought likely that there will be any opposition to the change, particularly in view of the letter from Provincial Secretary Hanna upholding the retailers' contention that they are entitled to be assessed at 30 per cent.

Electric Road Goes South.

A matter of more than passing interest to the grocery trade, as well as to retailers in general, is the extension of the Chatham, Wallaceburg & Lake Erie electric railway to the lake, which it is now stated will be commenced at once.

The line between Chatham and Wallaceburg was completed in 1905, and has proven om immense benefit to Chatham merchants, placing them in close touch with the farming community of Dover. The extension of the line southward has been hanging fire since the completion of the other portion of the road, the American capitalists behind the enterprise wishing local men to take a portion of the bonds of the road, while there have been differences between the city and the company respecting the handing over to the latter of the $35,000 loan due the company on the completion of the road between Chatham and Wallaceburg. Recently a committee of the board of trade set to work to secure subscriptions for the bonds, raising $25,000 or thereabouts; and Manson Campbell and W. A. Hadley were last week sent to Towanda, Pa., to interview Messrs. Kipp and Kizer, the chief capitalists behind the road. As a result, the latter agreed to extend the road as soon as subscriptions for $29,700 bonds had been secured, together with certain minor concessions from the city council. The necessary amount has been subscribed, and on motion of Chairman Jas. N. Massey, of the railway committee, a resolution granting the concessions asked for was, on Monday evening, put through by the city council.

If operations are commenced at once, as Manager Kizer states, the road will very likely be completed by this fall. The extension will bring the city merchants into closer touch with the townships of Harwich and Raleigh, and, if the Wallaceburg end of the road is any criterion, will bring a largely increased number of marketers every week to the Maple City.

Transient Traders Again.

A test case will probably be made in the near future to see just how far the local transient traders' by-law will go; that is, provided the magistrate here will take an information.

Last week Chief of Police Holmes wished to lay an information against Geo. S. Hull, a tea and coffee merchant of Owen Sound, charging him with violating the by-law. Hull solicited orders in Chatham, and shipped the goods here from Owen Sound. That he did so, he freely admitted, and expressed his willingness to plead guilty to selling and shipping the goods, merely questioning the validity of the by-law. The magistrate, however, declined to take the information at the time, but stated that he would look into the matter.

HAMILTON.

The grocers are figuring out for the largest picnic yet. Jas. Main, the chairman of the committee, is hustling the boys along in great shape, and if you want to see the biggest picnic ever just come along to Niagara Falls on the 17th of July. With 90 first-class coaches chartered and two railways to carry them, the people of Hamilton certainly will enjoy themselves on that day. The Brantford grocers are joining in with their Hamilton brethren to make it more pleasant. The amusement committee promise to keep the crowd laughing all day, and as one of them remarks, "the fun will be fast and furious."

Not a word has been heard as yet from the local branch of the Retail Merchants' Association in regard to the provincial convention to be held in this city in July. Wouldn't it be possible for the grocers of the province to arrange to meet here at the same time. They could form the nucleus of an organization, that, I venture to say, would soon grow into an association the trade would be proud of. If your able correspondents at Peterboro and Kingston would come along with their friends and take an executive part in the business I think the deed could be done—as H. C. Beckett, the president of the Wholesale Grocers' Guild, has so kindly offered to give the retail men all the assistance at his command, it looks easy to me. And then we have right here that doughty champion of retailers' rights, Geo. E. Bristol. Now, if London, Toronto, Hamilton and the others mentioned say yes, the association may be off to a good start.

Perhaps the officers of the Retail Merchants' Association will be able to get them all into a branch of their body.

(Continued on page 41.)

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AFTER-HOURS PHILOSOPHY.

The "ad." is mightier than the cut price.

Organization is the best policy.

Profits follow on the heels of fair prices.

Cash was invented before credit.

Mind your own business, but study your neighbor's methods.

Be an optimist—misery costs effort.

Price cutting is trade suicide.

ORGANIZATION.

Some grocers think it would be fine if the retailers in each town and village could get together and fix prices at a nice fat margin of profit. Everybody in; everybody growing rich easily and quickly. That's their idea of grocery organization.

It isn't ours. If we may say it, who shouldn't, it isn't the idea of any sane man who has any sort of knowledge and appreciation of the possibilities and value of retail organization.

The object of organization as we understand it is the improvement of trade conditions. That covers everything. Nothing could be more harmful than such an illegal combination in restraint of trade as that suggested. Just as soon as fair competition is eliminated degeneration begins. That is fundamental.

This is not an argument in favor of the price-cutter, as some friends might rise to remark. The habitual, unreasoning price-cutter is a parasite, a trade degenerate. He makes losses which someone else must put up for. Price-cutting is the lowest kind of competition. Any fool can cut prices. It is competition in service, in quality of goods, in attractiveness that is playing the game in groceries. It takes brains to win out.

TAKING ALMS.

At this season of the year many grocers' associations are arranging for their annual outings and, more or less directly, the wholesalers will be called upon to contribute to most of these undertakings. We don't object to the wholesalers paying; that's their own business; but we do protest against the retailers placing themselves and their associations in the position of suppliants and beneficiaries. Every now and again we receive from retailers complaints and protests against the practice common in too many places of practically holding up merchants for subscriptions to undertakings in which they have no interest. One merchant's liberality is pitted against another's, and so the game is played. In places, merchants have gone so far as to get together and undertake to refuse all such requests.

Why should the retailers practice upon another branch of the trade an imposition they so strongly condemn when they themselves are the victims?

But there is another and stronger reason why they should not do this. It is lowering to the dignity and self-respect of the retail grocery trade. The Canadian Grocer has consistently advocated harmonious and mutually helpful relations between the wholesale and retail branches of the trade. Such relations cannot be maintained if one branch of the trade persistently places itself under obligation to the other. The National Organization of Retail Grocers in the United States, a large and influential body, has proved the unwisdom of accepting the aid of the wholesalers, and are now with some difficulty endeavoring to cut loose from the practice. The retailers of Canada should profit by the example and finance their own undertakings, whether they be for business or pleasure.

WESTERN CONVENTION.

The annual convention of the associated Boards of Trade of Western Canada is to be held in Prince Albert on the 18th, 19th and 20th of this month. This association was formed in Calgary in the summer of 1904 and it has rapidly grown in influence and membership. At the present time it includes practically all the leading boards of Alberta and Saskatchewan. Its meetings are also attended by delegates from the Winnipeg and other Manitoba boards. It is in short the annual parliament of the business men of western Canada, and its deliberations are entitled to and receive the respectful attention of the public men of Canada.

Successful conventions have been held at Calgary, Regina and Edmonton in previous years, and it is expected that this year's convention at Prince Albert will see the largest attendance on record. Important resolutions will come up for discussion, chief among which will no doubt be the transportation problem and the inefficient postal service. In previous years the delegates have been chosen from the keenest and ablest business men of the west, and the debates have been of a high order. As in previous years, this paper will publish a full report of the proceedings.

WHICH WINS?

A man went into a wholesale warehouse in Toronto and asked for a position. He looked good to the boss, who said: "All right. I'll give you $500 a year and an increase of $100 a year for five years."

"I'll tell you what I'll do," said the seeker after work. "I'll take $500 a year and an increase of $25 at the end of each six months. Give me that and I'm yours."

"I'll give you that if you would rather have it that way, but it's a losing game for you," cautioned the wholesaler.

"Never mind; I'm satisfied," returned the new employe.

Who had the best of the bargain?

Crop reports forecasting the out-turn of dried fruits will be coming along from now on pretty freely from the various producing countries. The grocer who wants to be up with the game will watch them closely. Last season was abnormal enough to suggest the wisdom of this.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:—
Canned goods—New lobsters.
Japan teas—Firm.
Syrups—Advanced.
Dried fruits—New prices.

Montreal, June 6, 1907.

Trade is much better than it usually is at this time of year and jobbers have little reason to complain, except for the congestion in the railways. They find it very difficult in many cases to obtain anything like prompt shipment of their goods, and it is often hard to secure delivery.

Canned goods are in strong demand but all lines of canned fruits are very scarce. New pack lobsters are now offering. Sugar is quiet at unchanged prices. Japan teas are very firm. Cable offers which have been accepted locally have been turned down in Japan. Ceylons appear to be downward in tendency. Corn syrups are higher. Molasses is in good demand, new crop stock being a fast seller. Prune prices have been given out but, being very high, do not interest Canadians yet. Seeded raisins are likely to be high this year from present indications. Currant prices, for the new crop, were given out in New York, but have since been withdrawn. Coffees and spices are practically unchanged. Beans are firm but prices have not been changed. Evaporated apples are slow. Butter and cheese are both higher. Provisions are firm. Parafine candles are advanced. 6's are now quoted 10c., while 12's are selling 9¾c. to 10½c. This means an advance of 1c. a pound. Some lines of French olive oils have been advanced, while there is another advance of from 15c. to 20c. a gallon to note in bulk olives. Red castile soap is higher by 2c. a pound. Grey brown paper, rolls, has been advanced ¼c., and is now quoted 3¼c.

SUGAR — Sugar is moving out quietly at unchanged prices. Demand is only fair, but jobbers expect good trade once the warm weather sets in in earnest.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 1[illegible]

SYRUPS AND MOLASSES — Corn syrups have been advanced but trade is very good even at the higher figures. Molasses is in goood demand, new crop, and jobbers are taking nice orders for stock to arrive. Prices have not changed.

Barbadoes, in puncheons	0 29	0 31
" fancy	0 30½	0 33½
" in barrels	0 31½	0 34½
" in half-barrels		0 34½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40

Corn syrups, bbls	0 02½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 55
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 05
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb. " ¼ doz. "	2 45

TEA — The Japan tea market is puzzling a good many in the tea business at present. Its action is rather out of the ordinary in some respects. According to cable advices a firm feeling still prevails and prices are upward in tendency, though there has not been the radical advance spoken of by some parties. First lots of the new crop teas are expected within a week or ten days. There is practically nothing left in the way of old Japans. Ceylons appear to be on their way back to their normal condition. Indians are slightly easier, while China gunpowders are lower.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	" 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingauey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES—Fair trade is being transacted in coffees but the market is featureless. Prices range about the same.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09½
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

FOREIGN DRIED FRUIT — Prices are out on new crop prunes but they are very high, and it is the general opinion that little business will be done in the Canadian market at these figures. For the Santa Clara prunes figures given are 2c. above those quoted last year. There is talk of considerable more shortage in this district than in any other. Other prunes are from 1½c. to 1½c. higher than last season. Jobbers report an improving demand for prunes, but say other lines are rather neglected. California seeded raisins are quoted higher than the opening figures, but little interest is taken in the line, so high are the prices. According to reports received here the packing houses in California are sold up for October shipment and are not in a position to book anything for delivery before November. In this case California raisins would arrive here rather late for the Canadian Christmas trade and, as a consequence, if the packers be sold up as stated, those in this part of the country who are desirous of buying for Christmas business will have to make their purchases from those who have already bought. New crop prices have been given out on currants, but have been withdrawn already. They were ½c. below present figures. Houses on the other side withdrew their quotations owing to heavy rains in Greece. No quotations on new crop currants have been given out locally yet.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees, per lb	0 04	0 04½
Sairs, per lb.	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 60
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
Californian Raisins—		
Fancy seeded, 1-lb. pkgs		0 11
Choice seeded, 1-lb. pkgs		0 10½
Loose Muscatels 3 crown		0 09½
" 4 crown		0 10
Prunes—	per lb.	
30-40s		0 09½
40-50s		0 09½
50-60s		0 08
60-70s		0 07½
70-80s		0 07
80-90s		0 06
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s.		0 06½
" " 100-120s	0 04½	0 05
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 08
Amalias "	0 07½	0 07½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb.	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES — Stocks of cloves are limited and holders are firm in their views. Demand for this line is slightly better. Grinding grades of nutmegs are very scarce and high. Gingers are steady. Peppers are high in primary markets and firm locally.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES — Little business is being done in evaporated apples, which are still quoted at 10c., although some wholesalers are asking as high as 11c. for certain varieties.

BEANS—Beans are firm but prices have not changed since last report.

Choice prime beans	1 45	1 50
Soup peas, whole, bag 2 bushel	2 25	2 30

MAPLE PRODUCTS — Very little trade is being transacted in maple goods. Receipts are small and prices are higher.

Pure maple syrup, bulk, per lb.		0 08
Compound maple syrup, per lb.		0 05
Pure Townships sugar, per lb	0 07	0 08

RICE AND TAPIOCA — Rice is unchanged as to price. Dealers report a very good demand for the season. Tapioca is firming up and no less than 8c.

will now be taken for small lots. Larger quantities are selling at 7½c.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 07½	0 08

CANNED GOODS

MONTREAL—Demand is good for the various lines of canned goods, but trade continues to be hampered in fruits by the lack of stocks. Canned peaches, 2's, are practically unobtainable at present. More than one firm have not a case in their warehouses. Everyone is depending upon the new pack, and as there have been unfavorable reports from western Ontario, higher prices are expected to rule when the first lot of new goods are put on the market. As a matter of fact higher prices are expected before that time. The first lots of new pack canned lobsters are now on the market. For 1-lb. flats dealers are asking $4.25 and $4.35 and for ½-lb. flats $2.40 and $2.50.

TORONTO—The outgo of canned goods is steady and most fruits are getting into small compass. There are still fair stocks of pears and cherries, but nearly all other lines are in limited supply. Jobbers are getting from other jobbers and brokers the question, "What fruits have you to sell?" Prices are unchanged. Vegetables are in good demand, but no shortage has yet developed in any of the three staples. The market has been somewhat unsettled by a wholesaler who has put out in considerable quantities lines of corn and peas at 60c. It is said his supply is about exhausted.

ONTARIO MARKETS.

POINTERS :—

Sugar—Easier.
Canned fruits—Getting scarce.
White beans—Firmer.
Butter—Easier.

Toronto, June 6, 1907.—Wholesalers report better business and there is quite an active trade passing in seasonable lines. Raw sugar is easier but jobbers here do not anticipate any decline in refined here at the beginning of the fruit season. New Japan tea samples are being shown and despite anticipated increases, prices it is said are about as last year. Canned goods are going into consumption very satisfactorily and fruits are getting into very small compass. White beans are higher in first hands, due partly, it is said, to the demand to help make up for the shortage in potatoes, for which they are said to make a very fair substitute. Prices throughout the grocery trade are firm, and practically no changes are reported this week. Collections are reported satisfactory.

TEA.—Buying is not as active as it was and the market remains practically unchanged. Samples of new crop Japan teas are being shown the wholesale trade. Prices are reported to be about on last year's level, though brokers' advices point to their being higher.

COFFEE.—No new feature is reported regarding this staple in this market. Willett & Gray, New York, who have long opposed the decline in coffee, say :

"The enormous crop this season has left a visible supply in excessof 16,000,000 bags, but the low price has induced Brazil to come out strongly in the protection of her leading industry. Were the price of cotton in the United States to go down to 5 cents in consequence of heavy over-production in any one year, it would hardly be condemned by the business world if the Governments of the leading cotton states should in some way declare themselves ready to protect their principal product in order to save their farmers from ruin. Yet this is exactly what is the case with coffee in Brazil at the same price.

"The visible supply of coffee in the world of 16,000,000 bags is held largely by the Governments of the coffee states of Brazil and their friends in consuming countries. Out of the stock of Brazilian coffee held in New York, say 3,550,000 bags, about 3,100,000 bags are owned and controlled by the Governments and their correspondents here, so that only about half a million bags of coffee are at the disposal of the trade or of the bear operators. Out of the total stocks of coffee in Europe of 7,000,000 bags, the Governments probably control 4,000,000 bags, so that not more than 3,000,000 bags of all kinds of coffee are at the disposal of the trade in the European countries. The balance of the world's stocks are held in Rio and Santos, and can only be at the disposal of the bear element or the trade proper after they have bought it, so that instead of 16,000,000 bags being in the hands of the trade or bear element, there are not more than 4,000,000 bags available, and as the price is so low, this is certainly a small quantity for the purpose."

SUGAR.—What is announced as a decline in raws at New York is a concession of .04c by a seller to avoid the expense of warehousing. European beet was still quoted Monday at 10s but the Tuesday quotation came in a farthing lower, 9s 11¼d.

Reviewing last week's market for raws, Willett & Gray, New York, at the close of the week, said :

"Business of the week has been extremely limited by the indisposition of both buyers and sellers to bring about any change, either by pushing sales or making lower bids.

"The change in quotations is only slight, say from 3.92c per lb. 96 degree test to 3.90c for spot and nearby sugars, at which there have been only small transactions. The change in the European beet sugar markets is even less, the daily quotations of 10s being quite steadily maintained. By our cable from Hamburg 4,000 tons of beet sugars are coming this way, but not for American use, being in transit for Canada. Probably some domestic beet sugar factories in Canada are about to try the experiment of refining foreign raw sugar, have been granted the privilege of importing same at the British preferential rate of duty.

"The Cuba crop draws to a close, only ten centrals remaining at work, although not interfered with by rainy weather. Rain is much needed for the benefit of the next crop. The visible production this season is now 1,335,000 tons.

"Holders are now asking 2 9-16c c.&f. for 95 degrees test Cuba centrifugals for June shipment, equal to 3.95c landed for 96 degrees test, which is above buyers' views. At the moment no interest is shown in Javas, of which there are still sellers at 10s 9d c. & f. for June-July shipment.

"The quantity of Javas required by America is naturally reduced as the Cuba production is increased over the original estimate; on the basis of an outturn of 1,375,000 tons in Cuba, we estimate that 325,000 tons Javas and beets will be imported this year.

"The inactivity of raws is due largely to the continued strikes of dock laborers and the dullness of the market for refined. The tone and tendency is to a quiet and steady market with slight changes until eventual improvement sets in again."

On Monday there was a sale at New York of 15,000 bags of Porto Rico raws on a basis of 3.86c, duty paid, basis 96 degrees for Cubas, buyer to pay lighterage and wharfage charges. The concession on the part of the seller was to avoid warehousing the stock. The decline of a farthing in European beet adds color to the easier tone.

Locally, refined remains unchanged and buying is light. A decline in prices is not looked for.

Paris lumps, in 50-lb. boxes		5 35
" in 100-lb. "	5 05	5 25
St. Lawrence granulated, barrels		4 70
Redpath's granulated		4 70
Acadia granulated		4 70
Berlin granulated		4 60
Phœnix		4 70
Bright coffee		4 51
Bright yellow		4 55
No. 3 yellow		4 55
No. 2 "		4 46
No. 1 "		4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP.—Business in molasses is at low ebb. Corn syrup prices have been advanceh.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 40
Corn syrup, bbl., per lb		0 03
" -bbls "		0 03½
" kegs "		0 03½
" 3 gal. pails, each		1 60
" 2 gal. " "		1 15
" 2-lb. tins (in 2 doz. case) per case		2 25
" 5-lb. " (in 1 ") "		2 55
" 10-lb. " (in ½ ") "		2 50
" 20-lb. " (in ¼ ") "		2 45
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95

DRIED FRUITS.—The only interesting feature in the market at present is the news of the coming season's crops. Following are summaries of the most reliable reports to date :

The new crop of valencia raisins presents bright prospects, although rather backward owing to weather conditions.

The growing crop of currants is up till now doing well, as usual at this season but it is during the next three months that mishaps occur.

Each mail has brought varying reports from Smyrna regarding the sultana raisin crop. The earlier advices were dismal reading, but letters towards the middle of May report better weather and prospects. Heavy snow last winter, and cold rains in the spring threatened permanent injury, but last advices report fine weather and if it continues prospects are that the vines should yield 40,000 tons this summer, about an average crop, as against the low record yield of 25,000 tons last summer.

Eleme figs. Trees are doing well and a good crop is assured if weather continues dry.

The new crop of Tarragona almonds is progressing favorably and if nothing unforeseen happens, a full yield is expected.

Crops of valencia shelled almonds are looking well, but rain is needed.

The new crop of malaga raisins and almonds promises well so far, but as anticipate what the results will be. all depends on the weather no one can

A fortnight ago backward weather and unseasonable soow and hailstorms were affecting the walnut crop. The walnuts were only just formed, but the prospects were that prices would not rule much above last season's figures.

French plums and prunes. Trees blossomed well and growers hope for a fair crop, (not large).

Prunes Santa Clara—	Per lb				Per l .
100-120s	0 04½				
90-100s,50-lb boxes	0 05½	0 05½	60-70s, 50-lb boxes		0 07
80-90s "	0 06	0 06½	50-60s "		0 07½
70-80s "	0 06½	0 07	40-50s 25-lb"		0 09
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Apricots, per lb				0 25 0 26
Peaches, "				0 18 0 20
Figs—				
Elemes, per lb				0 13 0 15
Tapnets, "				0 03½ 0 04
Bag Figs				0 04½ 0 05
Currants—				
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½ 0 10
Patras	"	(8½)	0t½	

Uncleaned, ½c less.

Raisins—				
Sultana				0 12½ 0 15
" Fancy				
" Extra fancy				
Valencias, selected				0 09 0 09½
Seeded, 1-lb packets, fancy				0 11 0 11½
" 16 oz. packets, choice				0 10½ 0 11
" 12 oz. " "				0 09 0 09
Dates—				
Hallowees	0 05		Fards choicest	0 09
Sairs	0 04½		" choice	0 08½
Domestic evaporated apples				0 09 0 09½

NUTS.—Prices are unchanged. The trade is now getting interested in this year's crop prospects.

Almonds, Tarragona, per lb		0 15
" Formigetta		0 13½ 0 15
" shelled Valencias		0 32 0 35
Walnuts, Grenoble, "		0 12½ 0 13½
" Bordeaux, "		0 10½ 0 11
" shelled		0 27 0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb		0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES.—Quotations are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Quotations are unchanbed.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07¼	
" double goat		0 07½

BEANS.—The primary market is very firm and advancing. It is said beans are being used instead of potatoes, which are abnormally high. Jobbers' prices here are still as quoted.

Beans, hand picked, per bush	1 50	1 60
" prime No. 1, "	1 45	1 50
" Lima, per lb	0 06½	0 07

HIDES, WOOL & TALLOW.—The tanners still keep out of the market and trade continues very dull. Sheep skins are a little higher.

Hides, inspected, cows and steers, No. 1		0 09½
" " " " No. 2		0 08½
Country hides, flat, per lb., cured		0 08
Calf skins, No. 1, city		0 13
" No. 1, country	0 11	0 12
Sheep skins	1 75	1 85
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb.	0 05½	0 06
Pulled wools, super, per lb		0 25
" " extra		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 6, 1907.)

With warm weather, seasonable rains and greatly improved transportation conditions business is now in a more healthy and active condition than for some months past. Buying is active and wholesale houses are busy filling rush orders. The eastward movement of last season's wheat is putting money in circulation and as a result payments are being made more promptly and long-standing obligations are being discharged.

A number of price changes of some importance will be noted this week. Sugar has declined 10c. Corn syrups have advanced, and new quotations will be noted below. There has been a pretty general advance in laundry and corn starches. Rolled oats command a higher price, and chocolates and cocoas have been advanced.

CANNED GOODS—Stocks are low in several lines of canned fruits, notably peaches and plums, and prices are high in consequence. Quotations are as follows :

SUGAR—A decline of 10 cents makes the prices f.o.b. Winnipeg as follows ::

Montreal granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 65
Wallaceburg, in bbls	5 10
" in sacks	5 05
Berlin, granulated in bbls	5 00
" " " sacks	5 05
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES — There has been a general advance in corn syrups, and quotations are now as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case		2 35
" " 5-lb tins, per 1 "		2 75
" " 10-lb tins, per ½ "		2 55
" " 20-lb tins, per ¼ "		2 60
" " ½ barrel, per lb		0 03¾
" " Sugar syrup, per lb		0 03¾
Beaver Braud, 2 lb tins, per 2 doz case		3 10
" 5 " " 1 "		3 60
" 10 " " ½ "		3 30
" 20 " " ¼ "		3 20
Barbadoes molasses in ½-bbls, per gal		0 40
New Orleans molasses in ½-bbls, per lb		0 03½
Porto Rico molasses in ½-bbls., per lb		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ " "		0 33
" 5 gal. bsts., each		2 25

COFFEE—

Whole green Rio, per lb		0 10
" roasted " per lb		0 12½
Ground roasted Rio		0 13½
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb		0 23
" " 1-lb. "		0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

CHOCOLATE AND COCOA—Baker's and Mott's cocoas and chocolates have been advanced one cent per pound.

STARCH—There has been a general advance averaging about ¼-cent per lb. in practically all lines of laundry and corn starches.

FOREIGN DRIED FRUITS—Revised prices in Sultana raisins will be noted below. We quote :

Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" " extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Quoted at 10¾c. to 11c. per lb. for evaporated, and 9¾c. to 10c. per lb. for dried.

CANDIED PEELS—

Lemon, per lb	0 13½
Orange "	0 13½
Citron "	0 24

HONEY — Ontario honey is very

scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—Rolled oats have advanced. We quote :

Rolled oats, 80 lb sacks, per sack	1 90
" 40 " "	0 98
" 20 " "	0 51
" 8 " "	0 23
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES — In good demand at following prices :

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" " " white, "	1 85

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 6, 1907.

BUTTER—Market steady. Creamery Townships, 21½c.—22c.; Quebec, 21c.—21¼c.; Ontario, 20½c.—20¾c.; Ontario dairy, 18½—19½c.

CHEESE—Weak market, quoting finest Ontarios 12¾c.—13⅜c.; Townships, 12⅝c.—13¼c.; Quebecs, 12½c.—13 1-8c.

EGGS—Market weaker in tone. Prices range 18½c.—19½c. for fresh gathered.

PROVISIONS—No special feature.

PROVINCIAL GUILD.

Wholesale Grocers in Annual Session in London—Good Attendance.

For the first time since its organization the Provincial Wholesale Grocers' Guild met in annual session in this city on June 4th in the Board of Trade rooms. The president, T. B. Escott, of this city, was in the chair, and among those in attendance were delegates from Toronto, Hamilton, London, Ottawa, Kingston, Brockville, Lindsay, Brantford, Port Arthur, Stratford, Berlin, Guelph, Sarnia, Windsor, Owen Sound, and Collingwood. The objects of the guild are chiefly the discussion of matters of direct interest to the trade and the cultivation of social relationships amongst those engaged in the business throughout the province. The retiring officers are: President, T. B. Escott, London; 1st Vice-President, Mr. Craig, of Kingston; 2nd Vice-President, Mr. Gilmour, of Walkerville; Secretary, James Somerville, of Hamilton. The guild is in a most prosperous condition, the membership being well maintained.

Among the questions that came up for discussion was the importance of assisting the retail trade by refusing to encourage manufacturers in placing upon the market proprietary lines at prices that make it impossible for the retailers to make a living. Another important

T. B. ESCOTT
President of the Ontario Grocers' Guild.

matter that was given consideration was the new regulation adopted by the customs department regarding the importation of teas, whereby it is made more difficult to import teas to be sold at 25 cents to the trade. The refusal of the railway companies to assume any liability for claims made for damages to goods in transit or for delays during transhipment was also taken up. The necessity for, and the advantages of, a uniform date from year to year for travelers' holidays was likewise urged upon the guild.

First Session.

The first session opened at 1.30 Tuesday afternoon, when Samuel Screaton, president of the local guild, in a neat address welcomed the delegates to the Forest City. President Escott then delivered his annual address, which contained matter of much interest to the trade. Subsequently the delegates were entertained by the local guild to a drive about the city.

In the evening a business session was held, and the meeting concluded with morning and afternoon sessions on Wednesday.

PRESS COMMITTEE TO GIVE PRICES.

Owing to the great difference between prices of butter, cheese and eggs, as given in the various Montreal dailies, the Montreal Produce Merchants' Association has appointed a special press committee, which will each day figure out the average prices asked by dealers for the different commodities, and post these on 'Change for the newspaper men. Butter will be classified under five heads. In finest creamery will be quoted Townships, Quebec and Ontario, and in dairy, prices will be given for Ontario and Manitoba. Cheese will be known as finest Ontario, Townships or Quebec. Eggs will be quoted, fresh gathered, in wholesale lots and in small lots of five cases or less.

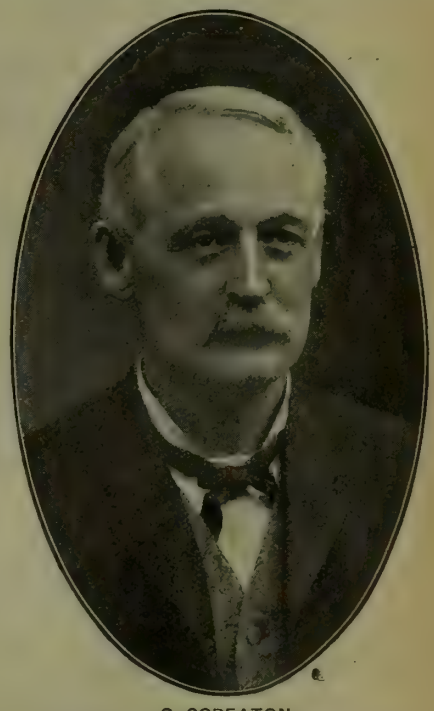
PASTEURIZED BUTTER.

J. D. LeClair, superintendent of the St. Hyacinthe Dairy School, writing to The Canadian Grocer on the pasteurization of butter, speaks of the progress which has been made along this line in the dairy school of which he is the principal. He says that the process is being generalized with wonderful rapidity in the country, and within a few years he believes that no dairy will put on sale butter that is not pasteurized.

COFFEE ON A SHOVEL.

I was passing a grocery store a few days ago in company with a well-known wholesaler. It was one of the first warm days of the season and the store door was wide open and coming through it was a rich odor.

"My," said I to the wholesaler, "isn't that a delightful odor. It is a true grocery store odor and almost tempts one



S. SCREATON
President of the Wholesale Guild at London.

to enter to buy something. It is not every grocery store that smells like that, is it ?"

"No, it is not; but every grocery store should have that odor," replied the wholesaler, "and it is a very easy thing to get it. All that is necessary is to make a shovel good and hot and sprinkle half an ounce or an ounce of coffee on it every morning, and that odor will stay with the store nearly all day. It is an old trick that we often did when I was a young man in a retail grocery store."

T. E.

FOR SUMMER TIME

WE are off to a good start on the sixth month of the year. June is the month you look to your stock of Summer Goods, such as Canned Meats, Sardines, Lime Juice and all other lines that have a large sale during the summer. We might quote some of these lines here and still not hit on the ones you need; so we ask you to give us an opportunity to let you know what we are doing. Communicate with us by 'phone, telegraph or letter, let us know your needs and you may be sure that we will try and make our quotations interesting.

Canned Cherries

Most lines of Canned Fruits are scarce, or those that are still to be had are being held at high prices. Now, in Cherries, we offer you some at a price that you can make a good profit.

Meaford Red Pitted, 2s, - - - - - - - $1 90

Vinegar

If you want the finest Malt Vinegar then buy Heinz's, for quality it is unsurpassed. Put up in very attractive bottles that appeal to your customers and when once you have made a sale you are sure of repeat business.

Cases, 1 dozen rept. quarts - - - - - - $3 00

Flinty Green Rio Coffee - - - 8c.
Frankford Canned Squash, 3s - 75c.
Fard Dates, 60s - - - - - 5c.
Japan Rice - - - - - - 5c.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

GET INTO LINE!

CANNED GOODS

Prospects are not any too good. If you are short of some lines we can fill your requirements promptly.

STRAWBERRIES **PEARS** **TOMATOES**
PEACHES **"PINES"** **CORN, PEAS**

NEW TEAS

Our first and finest quality of May Crop **JAPAN TEAS** will be here shortly.
"OWL CHOP" and **"BEAVER"** brands are leaders.

CANNED SALMON

We have a big assortment, including the best brands.

HORSE SHOE **LYNX** **SUNFLOWER**
CLOVER LEAF **O-WEE-KAY-NO** **TOTEM**
SOVEREIGN **EAGLE**

Special price and terms in quantity.

ASPARAGUS

L. A. PRICE, Bordeaux

"FINEST WHITE ASPARAGUS"

EXTRAS, flat tins, 650 grams
" " " 900 "
EXTRAS, flat tins, 1,200 grams
" bottles and half-bottles

TABLE FIGS and TABLE RAISINS

We have a nice stock kept in cold storage, quality is fine.

5 cr., 2¼-in. 6 cr., 2½-in. 7 cr., 3-in.

TABLE RAISINS—all in packages. Stock is scarce, and prices will be higher this year.

CEREALS, CEREALS, CEREALS

We have the largest and best assortment to be found in any grocery firm. We deliver any quantity anywhere, freight paid. It will pay you to communicate with us.

OUR PRICES ARE RIGHT.

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS AND IMPORTERS OF TEAS, WINES AND LIQUORS.

MONTREAL

GETTING READY FOR A FROLIC

Drummers' Snack Club Executive Hold its Hamilton Meeting to Make Final Arrangements for the July Picnic at Alton.

The executive of the Drummers' Snack Club held its Hamilton meeting in the Royal Hotel of that city on Saturday last. This was the last meeting before the annual frolic on the green at Alton in July, and the indications were that the picnic would be the best ever.

President John W. Charles was in the chair and Mike Malone filled with grace and occasional outbursts the dual office of secretary and court constable. The others present were Lieut.-Col. Stoneman, Lieut.-Col. Moore, Chas. Smith, Bay Hill (unkorked); Robt. Asher (the tinman), Donald McGregor (bass), R. Algie (home secretary), Geo. F. Campbell, W. Colville, Jas. M. Smith, Count Thompson (Dr. Munyon), Fred Hunt (Toronto secretary), R. E. Smith, E. Clark, Jas. Hooper, Peter Smith, Dave Griffith and Guy Long.

Fred Hunt produced the minutes of the Toronto meeting with his musical natural megaphone and they were approved.

Robt. Algie promised the services of the Alton band whether the boys had

The Button.

the usual surplus or not. This of the band's high regard for the Snack.

A Good Man Gone.

Mention was made of the death of S. A. Ryan, a former treasurer. President Charles and Home Secretary Algie spoke in terms of high appreciation of the deceased's personal worth and good fellowship. It was decided to draft a memorial expressing the club's appreciation of Mr. Ryan and their sympathy with the widow and family and forward it, bound in morocco, to Mrs. Ryan.

W. Colville produced the buttons he and Robt. Asher had been authorized to secure for this year's snack and they received general approval. The illustration shows them without colors. The circles and lettering are in gold, the outer ring in dark red enamel, the inner ring purple and the bar bearing "Alton" white. Ownership of a button denotes membership in the club and each member of the executive was given ten buttons to be sold at his discretion.

W. Colville has offered a prize to the man selling the most buttons.

The president and home secretary were delegated to distribute complimentaries.

Left the Road.

At about this point in the proceedings Lieut.-Col. Moore announced that he had to leave to attend another meeting. W. Colville, however, held him with his glittering eye and announced that the colonel had left the road. "We regret he has retired," pursued the Indefatigbale, "but are glad he is better placed. We want you to feel you are as much as you ever were to us."

President Charles took up the strain. "As a wild competitor of the colonel's for business, I wish to add my appreciation of his good qualities. He hasn't any bad ones. The same sentiment has been expressed all over the road and we will miss the colonel's kindly face."

Robt. Algie, with a voice like a home secretary, started "For He's a Jolly Good Fellow," and the president, with the emphasis of a foghorn, carried it into "See Him Smiling." When the cheering subsided Col. Moore expressed his thanks.

"I may say," he went on, "that many of the pleasantest days were spent in preparing for the Drummer's Snack picnic. It has always been a work of pleasure and a labor of love. While I don't regret leaving the road, with its bad weather and the hard competition of men like Charles and Malone, I do regret giving over its pleasant companionships and good times. I am still a member of the Snack Club and will do all I can to further its interests."

Concert Programme.

The programme for the Snack concert was then taken up. Donald McGregor reported having secured a sufficient array of the best professional talent in Toronto, and Mike Malone said the Hamilton end was still in embryo, but it was whispered confidentially that Bay Hill and the rest were well under way with a side-splitting minstrel show.

The games were the next order of business, and W. Colville was appointed chairman of the games committee.

After some consideration as to ways and means, it was decided to provide a uniform for all the members, to consist of white trousers and kilts. The usual procession before the games was agreed upon.

The work of securing prizes was delegated to Messrs. Charles, Campbell, Hunt, Asher and Mean, in Toronto, and Mike Malone, Count Thompson and the Smith trio in Hamilton.

It was decided to perpetuate the serenade lest the town should forget them a moment, and to follow the concert with a display of fireworks.

The adjournment was rapid to enable the Toronto men to catch their C.P.R. train home.

"You haven't anything like that in Toronto," cried Bay Hill, as he and President Charles galloped past the Gore, brilliant in fine dress of tulips.

"No; it's one of the penalties we pay for living in a city," puffed the president.

WITH JAPAN TEA ASSOCIATION.

W. H. Halford, well known to the tea and grocery trade of Canada, has been secured by Shaw T. Nishimura, of the Japan Central Tea Association, to represent this great organization of tea growers and shippers. Mr. Halford's appointment took effect June 1st. As a representative tea man his record is one that stands out with credit to himself and the interests he represented in Canada for over twenty-one years. An Englishman by birth, and a tea man by training in the London market, he came to Canada twenty-one years ago, representing Harrisons & Crosfield. Later he handled Francis, Peek, Winch & Co.'s (London) samples as their Ontario agent, with headquarters in Toronto, where he also was a member of the tea and brokerage firm of Dane & Halford for four years. After being with Francis, Peek, Winch & Co. for eight years he joined the Montreal tea and spice firm of S. H. Ewing & Sons

W. H. HALFORD, MONTREAL.

as superintendent of their tea department, and in this latter position built up a large trade during the seven years he occupied the position.

His present position as representative of the great Japanese tea association gives him a large scope in the field campaign of Shaw T. Nishimura, and as Mr. Halford is a thoroughly experienced tea judge, a good all round salesman and known to all the principal buyers in the various Canadian trade centres, his appointment is one that has received the approval of the trade, and congratulations, both to himself and his new company, are hearty and numerous. The Grocer joins in the felicitations, and is assured that his record will be an honorable and profitable one for both the contracting interests.

Thos. Bates, of the London Canning & Evaporating Co., London, Ont., paid The Canadian Grocer a call during his visit to Toronto this week.

FROM GROCER CORRESPONDENTS

(Continued from page 32.)

This should be feasible now that the local Grocers' Association absolutely refuse to entertain any overtures of affiliation with the Retail Merchants' Association.

We all hope to see a very large number of Ontario retailers at the convention, and trust that it may prove a very profitable meeting, and that they may have a good time while here. Hamilton is certainly a beautiful city, and the delegates are bound to carry away pleasant recollections of their visit.

The Grocers' Association is now busy preparing for the annual picnic on July 17. To accommodate its many patrons, the committee has chartered forty-five cars from the Grand Trunk and forty-five cars from the T., H. & B., for their annual picnic to Niagara Falls. Brantford will again join with Hamilton. The 91st Highlanders' band has been engaged, also other attractions are under consideration, which will make the picnic of 1907 eclipse all previous ones. Mr. Bain reports for the refreshment committee the purchasing of two more furnaces and boilers, and a novel feature in connection with the free ice cold milk, tea and coffee, will be the distribution of 3,000 lithographed pails, which may be taken home as souvenirs for the children. These pails will not be given away empty, but will be filled with fancy biscuits. Another feature will be the distribution of 2,000 grab bags among the children, each bag containing a prize; also for the children there will be distributed 1,000 large balloons. The committee have also under consideration the distribution of 200 beautiful dolls.

The games are going to be something to remember. J. Forth, chairman of games committee, reports over $100 in cash prizes, and numerous other prizes. A small pig will be procured this year for the young people, and several lively chickens will be let loose for the ladies to chase. A baseball game will be arranged between two prominent teams, also an indoor game between the Hamilton and Brantford grocers. Don't forget the date, July 17.

TORONTO.

The big wholesale firms seem to be turning their attention more and more to special window dressing. Red Rose Tea employ a man to put in window displays for them in grocers' stores all over the city, and these displays usually take the form of some uncommon and striking design worked out with the aid of a few feet of wood and unlimited packages of tea. Wm. J. McFarland has such a window in this week. There are over 400 packages of tea employed in the display, and it has already been possible to trace direct results in the increased sales of this particular brand. The design is in two parts. A large T

THE LATE H. D. KELLY

constructed externally of wood, internally of tea packages, and covered with red cloth, stands in one half of the window. In the other, built entirely of packets of tea, is a small booth, of which the interior, led up to by four steps, contains a small table, (in reality a three-legged stool) supporting a tiny tea service of white china, painted with red roses. At the back of this is hung the picture of a most attractive looking young lady, who sustains the general idea of the design by the roses in her cheeks and the red ribbon in her hair. Over the floor of the window are scattered more packages and advertising cards, the whole effect giving an impression of brightness and unity and making, in addition, a strong appeal to the appetite.

* * *

Henry D. Kelly, of Kelly Bros., grocers, of this city, died at his residence at the corner of Simpson Avenue and Howland Road on May 30th. Mr. Kelly was one of the best known and most universally popular retail grocers in Toronto, and conducted two stores in the east end of the city. He was a prominent member and active worker in the Retail Grocers' Association, and two years ago held the presidency of that body. Born in Fergus 45 years ago, Mr. Kelly came to Toronto at ao early age, and rapidly laid the foundations of his future success. He joined the Masons and was a hard worker. The deceased leaves a widow and two small children. Mrs. Kelly, his mother, resides in Winnipeg. The funeral, which was conducted by the Masons, took place to Mount Pleasant Cemetery on Friday.

* * *

The Retail Grocers' Association will hold a Moonlight by the fine steamer "Cayuga" on their next regular meeting night, June 17. They will have along the 48th Highlanders' Band and D'Alesandro's orchestra. President Snow will lead the light fantastic and a great evening's enjoyment is anticipated. The committee are D. McLean, D. Bell, F. W. Johnston, B. Panter, T. Clark, J. C. Beaumont, R. B. Snow, R. Vanloon, J. S. Bond, C. F. Thorne, chairman. By the way Davie Bell is now secretary of the association.

FRENCH FLOATING EXHIBITION.

French authorities are making arrangements for the visit to Montreal of the boat which is being fitted out to make a tour of the world in the industrial interests of France.

The vessel will be fitted up in a very attractive manner, showing samples of the various products and manufactures of France. There will be representatives of the various firms exhibiting on board to explain and to spread a knowledge of the goods shown.

A. Skuse, representing the Stecher Lithographic Co., Rochester, N.Y., was in Toronto this week. During his stay he paid his compliments to The Canadian Grocer.

GROCERIES

The best for less. No matter what you want in good pure food products, you'll find our stock complete with the very best the market affords. The best for less.

Try "Two Sisters" Best Pastry Flour

Buy DUCHESS BRAND { BAKING POWDER EXTRACTS, SPICES

Drink "Noxie-Kola"

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

NOVA SCOTIA TRADE NEWS

Potatoes Very Scarce Along the Coast—Record Prices—A Good Advertiser—Summer Half Holidays—Steel Co.'s Stores.

(Special correspondence of The Canadian Grocer.)

Halifax, N. S., June 3.—The potato situation is again attracting the attention of the commission men and grocers in general. They are becoming exceedingly scarce in the city aad the stocks held here are very small. One of the most prominent commission men in Halifax has gone to Prince Edward Island, and it is reported that he is buying up everything in sight. Potatoes in Halifax to-day are quoted at $2.70 per three-bushel bag, and from the present outlook the price will go even higher. The small dealers have no potatoes in stock. There is also a good demand from abroad, and there is no trouble to find a ready market for all the stock available. There is said to be a fair supply still on the island, but ice conditions prevent shipments. In the Cape Breton towns there is a great scarcity of all kinds of produce, and the markets are almost bare of potatoes. At North Sydney they are retailing at $1.25 per bushel. This is the highest price ever reached and even at these figures they are not easily obtained. Some of the farmers in the vicinity of North Sydney are short of seed, and it is quite probable that an even higher price will be asked within the next ten days.

* * *

BUTTER.—The butter market continues to improve very slowly. The weather is very backward throughout the whole province, more particularly in the eastern sections, and in consequence there is very little grass. Some small tubs of dairy butter were marketed this week and found ready sale. The dealers are selling butter at very small profit in an endeavor to hold their customers who have had to pay such high prices. Some of the retailers have cut Quebec dairy to 26 cents per pound. The choicest creamery, however, is still retailing at 30 cents and small dairy tubs from 25 to 27 cents.

* * *

EGGS.—Though the receipts of eggs continue to fall off, there is not much change in the price. The local demand is very light just at present. The price is rather high for the cold storage men to put in large stocks, and it is expected that many of them are holding back. Island eggs are quoted at 16 cents and the best Nova Scotia at 17 cents.

* * *

FLOUR.—Flour is firm at the recent advances, and will likely remain so for some time. Nearly all of the millers have resumed giving quotations. Flour is in good demand, and trade is quite brisk. The jobbers do not look for any early decrease in the price. Corn is very strong, and there is a scarcity of middlings. Notwithstanding the recent big increases in the price of flour the bakers have not made any change in the price of bread.

* * *

One of the most up-to-date advertisers in Halifax is C. E. Choat, the Gottingen street grocer. Mr. Choat always endeavors to keep abreast of the times, and his advertisements in the daily press are watched with interest by householders. He does not crowd his "ads." with matter, but makes a specialty of certain lines, and the results have been most pleasing. By making a feature of his "ads." he has succeeded in getting business from sections which he would not otherwise have reached.

* * *

The merchants of the town of Amherst have decided to give their employes a half-holiday on Wednesdays, instead of Saturdays. In the grocery and many other lines of business it has been found most inconvenient for the merchants to close their stores on Saturday afternoons. The week-end day is always a busy one, and the change has been made so that all might share in the half-holiday.

* * *

The following wholesale merchants of Sydney have agreed to close their places of business on Saturday afternoons during the summer months, commencing with June 1, and continuing until September 28: Park-Blackwell Co., Smith & Proctor, Ltd., Harris Abattoir Co., Bauld Bros. & Co., Larder & DeYoung, A. & W. Smith & Co., McCoubrey & Bulman, N. Rattenbury, Ltd., H. C. Ballem, McRae & Peters, G. L. Murphy & Co., Cape Breton Wholesale Grocery Co., Maritime Hay & Produce Co., Maritime Dairy Co. A strong effort is being made to bring others into line and make the half-holiday general.

* * *

The Nova Scotia Steel and Coal Company directors have under consideration the offer of a syndicate for the purchase of the company's miners' dwellings and general stores at Sydney Mines. These stores do a business annually of from $300,000 to $400,000, chiefly in supplying provisions, etc., to the miners. The syndicate is composed principally of Nova Scotia capitalists, and from the present outlook the deal is likely to go through.

* * *

There is a fairly good supply of fruit on the market, though bananas are a little scarce and the most of the fruit is of poor quality. The longshoremen's strike having interfered with the discharging of the cargoes in consequence the fruit when removed was in poor shape. There is a slight advance in the price of oranges, but otherwise the quotations are pretty steady.

There is considerable green truck coming on the market now, principally American. The strawberries are of good quality and retail at 30 cents per box. The new cabbage is of poor quality.

The steamer Arlington, which called at North Sydney this week for coal, has 6,000 tons of sugar for Montreal.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $110—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

INCREASE your sales and INCREASE the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO

LARD

BUY THE BEST

MADE BY

FEARMAN

HAMILTON

More Trade and Better

comes to the man who stocks the brand of groceries and provisions the particular women of Canada demand.

Corona Brand

is so much better than the next best brand of groceries and provisions that there is no comparison.

Mr. Grocer! When you place your orders with us you are not placing them with your own competitors. Besides, you get the brand that assures a bigger and a better trade.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous

RYAN BRAND

of provisions may appear some day.

Shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because they are convinced that the Ryan Brand is the best on the market to-day.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese this week is weaker and business being transacted is anything but satisfactory. There appepars to be practically no demand from the other side. There is, of course, the usual bulk of orders from those houses which draw supplies from Canada week after week, regardless of the state of the market or a slight difference one way or the other, but outside of this there appears to be no buying whatever. Purchasers in England seem satisfied to draw upon the aforementioned regular customers of Canada for the small amounts they require for immediate use and are holding off as far as Canadian business is concerned.

From their attitude it is not difficult to surmise that they expect lower prices in the near future, and they are evidently justified in such anticipations. Present prices, which run from about 12¼c. to 12⅝c., according to grade, cannot last forever, and it would not be surprising to see lower figures quoted next week. The above prices are themselves lower than those which ruled a week ago. Once let prices reach a reasonably low level and business will boom. Old Country buyers are apparently just waiting for a certain figure before going in for heavy buying. It is just as well there is not a great deal of large purchasing at present, as receipts are none too large, and while all export orders have been filled so far it is doubtful if heavy sales could be covered at once. The make is increasing with every week. During the past week 48,770 boxes of cheese were received, against 58,968 boxes in 1906. Total receipts since May 1 are 128,204 boxes, against 185,056 boxes for the same period in 1906.

Exports during the week amounted to 34,005 boxes, against 50,708 boxes for the same week in 1906. Total shipments for the present year run up to 148,183 boxes, against last year's 193,327 boxes.

Butter is steady at about 21c. Locally, dealers are doing a very good trade, demand being excellent for creamery and also for such dairy as is arriving. Of the latter, few lots of any size have been received lately, makers going in almost entirely for fine creamery butter. Jobbers are asking of retailers slightly higher prices this week, but they seem to have no difficulty in obtaining their figures.

With the advent of warmer weather receipts are increasing, although, in must be admitted, slowly. There has been no new grass butter of any consequence received yet, but it is expected that first arrivals will be on the market some time next week.

Prices being so high it is but natural that demand from the other side should be very small. Still, figures asked last year were high, above those now ruling, and considerable trade was done. At this time last season 21c. to 22c. was obtainable, and there was good business at the figures, too. To illustrate the present situation, exports last year were 9,262 packages, against 22 packages for the same week this year. Shipments for the season to date amounted to 21,194 packages, against 22 packages this year.

It must be remembered, however, that conditions on the other side are different. The market in the Old Country is not now in a receptive condition by any means. Buyers will not look at Canadian butter at present quotations. Also some in England have had sad experience with Canadian butter and are not anxious to deal in it this year.

Receipts of butter for last week are reported 10,537 packages, against 18,613 packages in 1906. Total receipts for 1907 have been 43,607 packages, against 62,866 packages in 1906. The total receipts of butter will be seen to have jumped up considerably since last week. The large increase is made up by figures sent in to the board of trade giving total receipts of butter by express since May 1. The amount thus received is 17,548 packages.

THE PROVISION SITUATION

The advance in the price of live hogs has, the packers assert, more than disposed of the profit anticipated from the recent forward movement of the Old Country market for products. Hogs now being bought will show a loss of about 1s 6d at the present level of Old Country prices. But these are not expected to hold. Cable reports on Tuesday showed the price of Danish 2s lower. That means a reaction, with a probable reduction in Canadian of 1s. There is still, however, a scarcity of Canadian, and American, on the Old Country market and that will add strength to the market. Prior to the recent advance conditions were so unfavorable that Canadian houses had reduced their shipments to what was just sufficient to hold their trade and were cutting for the domestic market. The improvement in Great Britain was very welcome for the home market stood a fine chance of being shortly overstocked. The export houses, which means most of the big ones, immediately began cutting for export. This product will soon be marketed and there will be no scarcity of Canadian.

The domestic market is rather firmer, owing to the advance in hogs and as the demand continues to increase the home situation is satisfactory, while real warm weather is looked for to considerably further increase the demand. Eastern houses are still holding their trade in the Northwest against the Americans.

In view of the lower tone the Old Country market packers view with disfavor the continued high price of hogs. The price this week is still $6.90 f.o.b. at shipping points, and in spots has touched $7. There are indications, however, of a decline next week. The indications have not, in the recent past, always come true, and a smaller dealer predicted yesterday that prices would remain about as they are all summer. Receipts of hogs continue fairly large, last week about 32,000 or $33,000. It is expected these figures will be maintained.

J. A. Ruddick, Dominion dairy commissioner, says the exceptional weather is bound to have a serious effect upon the output of cheese throughout Ontario especially. The conditions are such that cows are still being stall fed, and, as a consequence, are not giving anything like the usual quantity of milk.

MONTREAL.

PROVISIONS.—Packers have been changing prices considerably of late and the general run of quotations is higher. Hams are higher than they have been for some time, but business is good, nevertheless. Compound lard is very firm and high. If the present pace keeps up compound will soon be as expensive as the pure article is now.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12¾
" " 20-lb. pails, wood	0 12¾	0 12⅞
" cases, 10-lb. tins, 60 lbs. in case	0 12⅞	0 12⅞
" " 5-lb. "	0 12⅞	0 12⅞
" " 3-lb. "	0 12¾	0 13
Lard, compound tierces, per lb.	0 1	0 10½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	2 25	2 28
" " 20-lb. pails, tin	2 15	2 18
" " cases, 1-lb. tins, 60 lbs. in case	0 10½	0 11⅜
" " 5-lb. "	0 10⅝	0 11⅝
" " 3-lb. "	0 11	0 11¼
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22	00
American short cut clear	24	50
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

Butter is firmer all round this week, prices being from ½c to 1c above last week's quotations. Trade is fairly active locally but nothing is being done in an export way.

New creamery, choice, boxes		0 22
" " pound prints		0 22½
Dairy, tubs	0 18	0 20

CHEESE.—Dealers are asking higher prices of the retail trade this week. There is not much old cheese being sold, but the line is still quoted. Export business is slow.

Cheese, old		0 14
" new, large		0 13½
" " twins	0 13	0 14

EGGS.—For eggs dealers are quoting all the way from 17½c to 21c, according to quality. Demand is good and orders are easily filled as receipts are satisfactory.

HONEY.—Honey is dull. Prices are unchanged.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

Get Ready! We are talking every month to over

500,000 women with our advertising about

Clark's Canned Meats and Beans.

We are telling this **Half Million** of women the real truth about our products. We are sending them to your stores to buy **Clark's Meats and Beans—Get Ready for them!**

See that your shelves are well stocked with all lines.

WILSON'S

FLY PADS

Will be advertised in every Canadian City, Town and Village during the coming summer.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

TORONTO.

PROVISIONS.—There is a good active demand for cured meats and the advance in the price of live hogs to near 7c has imparted a very firm tone to the market for products. Some dealers report that cheaper cuts are specially in demand. Fresh meat is again higher in price, which tends to divert consumption to cured meats.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb		0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 18
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	9 00	10 50
" front quarters	5 50	7 00
" choice carcases	7 50	9 00
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 13½	0 16
Hogs, street lots	9 25	9 75
Veal	0 08	0 10½

BUTTER.—Prices are tending lower, but somewhat unevenly, jobbers here quoting from 20 to 25c for creamery prints. From 21 to 22c is however about the mark and that was our quotation last week. Dairy prints are however about 1c less. Large rolls are also lower. A few tubs are arriving and are quoted the same as rolls, 17c to 18c. The price of creamery solids is merely nominal as yet.

	Per lb.	
Creamery prints	0 21	0 22
Creamery solids	0 19½	0 20
Dairy prints, choice	0 18	0 19
" " ordinary	0 17	0 18
" rolls, large choice	0 17	0 18
" tubs choice	0 17	0 18
Baker's butter	0 16	0 17

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

CHEESE.—Old is higher and new lower. The stocks of old cheese are very limited.

Old cheese	0 14½ 0 15
New "	0 12½ 0 13

EGGS.—The situation is little altered since last week. The large packers outside are backing up and consequently there are more shippers to the city. But the production is not quite as heavy as it was and while there are more snippers, the individual shipments are not as heavy as they were. The slight lowering of price in the country scarcely more than makes up for the increased shrink, which, though not heavy, is becoming more marked.

Eggs	0 18 0 19

HONEY.—The market is very quiet and prices are nominal.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 5 0 06
" " in comb, per doz	1 80

POULTRY.—Business continues within narrow range at unchanged prices.

Live Weight.

Spring chickens, per lb	0 30
Old fowl	0 11
Ducks	0 17

Dressed weight.

Spring chickens, per lb	0 30
Old fowl	0 11
Ducks	0 14
Tom Turkeys	0 14
Hen "	0 16

WINNIPEG.

BUTTER.—The Manitoba creameries are now in operation again but the output is limited and supplies are still being brought in from the east. The price to the retail trade is about 28c. for fancy creamery. Dairy is in better supply and produce houses are paying 20c. to 21c. per lb. at country points.

EGGS.—The price is advancing and some produce houses are paying 17½c. f.o.b. country stations.

LARD—The tierce price is 12¾c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, ½c. per lb. over tierce basis, each					6 50
20-lb. wood pails, ½c.	"	"	"		2 75
6-10 lb. tin pails, ½c.	"	"	"	per case	8 10
12-5 " " ½c.	"	"	"	"	8 25
20-3 " " 1c.	"	"	"	"	8 25

CURED MEATS—Revised prices are as folllows:

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 13
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

The granary belonging to Fred Bain, of Sydney, Manitoba, was destroyed by fire on May 22nd. The contents, consisting of about 750 bushels of grain and some farm implements, were a total loss. The cause of the fire is unknown.

O'Mara's Bacon

Summer Specialties

Cooked Hams
Cooked Hocks
Cooked Tongues
Cooked Tenderloins
Cooked Pig's Feet
Bologna
New England Hams

A Trial Solicited.

JOSEPH O'MARA
PORK PACKER
Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN
Winnipeg, Calgary and Edmonton

Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

Purnell's

Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand ?

PURNELL WEBB & CO., Ltd.
Bristol, Eng.
EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

GUARANTEED PURE MILK Condensed

These goods are ideal in composition, preparation and finish.

They represent the best product of 20th century skill and method, purity and quality.

Truro Condensed Milk Co., Ltd.
TRURO, N.S.

CEREALS AND CONFECTIONERY

Flour Prices Easier but Unchanged—Oat Products Higher — European Crops the Factor Now in the Wheat Market.

The flour markets, still following closely the kaleidoscope changes in the wheat market, are a little easier. The bulls in the wheat pit have transferred their interest to a considerable extent from the crops in Western America to those in Europe. There is more room for rumor if that be possible. Heavy deliveries of last season's crop, however, are taking the edge off the upward tendency. North America is now the largest shipper of grain to the world's market. Last week the total shipments were 12,304,000 bushels, compared with 11,184,000 bushels the week before and 9,968,000 bushels the corresponding week last year. Of this total America shipped 4,568,000 and the next largest amount came from Russia, 2,072,000. Last year Russia's shipments were 3,260,000 bushels. The demand for flour throughout Canada continues good and millers report liberal buying.

Oatmeal prices were advanced this week by Ontario millers to a basis of $4.95 per barrel for car lots, and $5.25 per barrel in less quantities.

Confectionery.

Every grocer sells candies, a children's trade, why shouldn't he also cater to the sweet tooth of the grown-ups? The children provide the market for about 80 per cent. of the confectionery manufactured, but there is a good profit on the goods. But that's all there is to it. High class confectionery properly displayed adds style to a store. Who has not seen the little counter showcase filled with gross goods, sometimes piled in promiscuously without even an attempt at order? Compare that with a modern plate glass silent salesman with a nicely arranged display of high class confectionery and the fancy boxes that go with it. Think upon these things and figure out the line of profit.

MONTREAL.

FLOUR.—The market is about steady at the last advance. Local millers do not anticipate any further change in prices for some little time at least, but it is hard to say what the next week will bring forth. Millers report brisk demand both locally and in an export way.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 20
Glenora		4 60
Manitoba spring wheat patents		5 10
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS.—Rolled oats are higher this week. The advance has been expected for some little time as the market has been firm for the past few weeks. Even at the advance there is considerable buying, though most firms were well stocked before it occurred.

Fine oatmeal, bags	2 30	2 45
Standard oatmeal, bags	2 30	2 45
Granulated " "	2 30	2 45
Golddust cornmeal, 98 lb bags		1 75
Rolled oats, 90-lb. bags	2 25	2 30
" 80-lb. bags	2 00	2 10
" bbls		4 75

FEED.—The feed situation is very strained. One milling company stated that they had not received a car of bran and shorts for fully a week. In their opinion the situation is just as bad today as it was at Christmas. The congestion on the railways is responsible for the lack of supplies in Montreal. Under the circumstances prices remain very firm.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran		21 00
Moullie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

TORONTO.

FLOUR.—The tone of the market is rather easier but prices are maintained at the advance. The millers report also a very active demand for the domestic trade.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
atents	4 45	4 65
Blended	4 35	4 40

CEREALS.—The threatened advance in oat products arrived this week.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

BODE GUM CO., 30 St. George Street, MONTREAL

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR

BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS. DELHI, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLauchlan's

Cream Soda Biscuits

are just as perfect as Soda Biscuits can be baked, and they hold their goodness.

McLauchlan & Sons Co.

Owen Sound, Ont.

MANUFACTURERS' RECEIPTS

We offer some good receipts to buyers, for several Grocery lines, including **Baking Powder, Self-Raising Flour, Jelly Square and Powders, Custard Powder, Etc.**

Our quotations are interestingly low on

CALCIUM ACID PHOSPHATE
PHOSPHORIC ACID
MALT EXTRACT
BUTTER FLAVOR
HARMLESS COLORS

Write for our price lists.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND

Rolled wheat too is held at higher prices, up to $3. A good demand is reported.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl	5	25
" " in bags, per bag 90 lbs	2	50
Oatmeal, standard and granulated, per bbl	5	55
" " " in bags 98 lbs	2	65

NO MORE CHEAP BROOMS.

A woodenware traveler, referring to some remarks made by our Kingston correspondent last week on the difficulty of obtaining cheap brooms, writes:

"Some of the Kingston grocers in last issue of The Grocer complained that they were unable to procure brooms to retail at 25c. Some of the jobbers and retailers are probably not aware of the advance in price of broom corn and other materials, of the scarcity of broom makers, and of the higher wages demanded. The days of cheap brooms are gone, and corn will probably never again be low enough to sell them at past prices, owing to the uncertainty of obtaining a crop of broom corn.

"The farmers are very largely dependent upon weather conditions, and owing to high prices of all farm produce, quite a number of them are raising other and more profitable material, which does not require such skilled labor to harvest. The retailers generally will find it more profitable to themselves and their customers to keep in stock a better quality of brooms. The writer has been informed that there was a large quantity of Oklahoma corn put on the market whose quality under ordinary conditions would not have warranted paying the cost of freight, but a number of manufacturers, who are trying to build up a reputation on cheap brooms, have been using this in preference to good, sound brush. This class of broom looks very showy to the buyer, but when the green dye fades out what a difference there is in appearance. Nothing looks worse round a grocery store than shop worn or faded brooms.

"The writer has had personal experience with a large variety of grocers, and some are actually afraid to place in stock brooms to sell at 30 and 40 cents. One good broom will wear out three cheaper ones, and they give a better percentage to the dealer. Then some of the smaller stores wonder why the departmental stores sell so many brooms, not knowing it is for the simple reason that they keep an assortment of prices. These are a few of the chief difficulties that the broom manufacturer has to contend with."

E. St. Germain, flour and feed merchant, Ottawa, has suffered partial loss of his stock by fire. Some insurance was carried.

C. A. Chouillou & Co., Montreal, are distributing a very nice map advertising their French Cable Company. This firm has agents in every part of Canada. Mr. Chouillou reports the business of the French Cable Company as increasing in a very satisfactory manner.

More grocers would handle

Perfection Cream Sodas

if they only knew how good they were and how their goodness makes for the lasting, paying trade.

are just as perfect as pure material, cleanliness, carefulness and ingenuity can make biscuits. The unique quality of

Perfection Cream Sodas

is that their wonderful goodness is lasting. So say the women of Canada.

(3-lb. cards or tins)

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

WHEN YOU WANT A SUPREME TEST

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at
WINNIPEG, GODERICH and BRANDON
Toronto Office.
Long Distance Phone Main 6060
Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Dealers are requested to write for special free deal.

PRIDE of CANADA

GROCERS !

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply *absolutely pure* goods. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

Maple Tree Producers' Association,
WATERLOO, - QUE.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

McLEAN'S "WHITE MOSS" COCOANUT

Are You Selling It?

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

The strongest argument the manufacturer of

Cailler's Swiss Chocolate

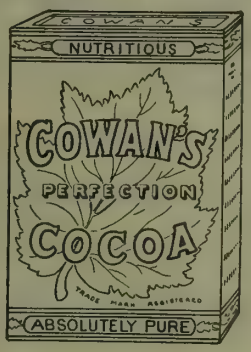
puts forth is that it is the finest goods only that are used in its manufacture.

Selected Cocoa Bean,
Pure Sugar, and the
Richest Milk on Earth.

The best to sell is **CAILLER'S.**

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

THE DIFFERENCE



between the best Cocoa and Chocolate and the "just as good" brands is just the difference between a thriving go-ahead business and one that affords a bare existence —no more.

COWAN'S
COCOA and CHOCOLATE

That's all you need to know about Cocoa and Chocolate. The people demand Cowan's because it is the best. The Maple Leaf is a surety of purity and wholesomeness.

GET THE HABIT—STOCK COWAN'S

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better
Chocolate

Anything that saves you time when making a sale is profitable to handle.

Mott's

"Diamond" and "Elite" brands of

Chocolate

are so well known by the consumer as "purest and best" that sales are easily made.

Think this over!

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

DRIED FRUIT FROM AUSTRALIA.

Currants and Sultana Raisins produced in marketable quantities—Orders from Canada.

One of the newest foodstuff trade developments is the appearance on the world's markets of Australian dried fruits, sultana raisins and currants. Samples have reached western Canada and some orders have been placed.

Writing of the new industry, D. H. Ross, the Canadian commercial agent at Melbourne, says :

There are two irrigation settlements in Australia from which raisins, sultanas and currants are now being marketed, namely, Mildura (Victoria), and Renmark (South Australia), both of which obtain water from the Murray river. The growers are formed into associations which grade and pack the fruit for local and export trade. The export prices are much lower than the rates quoted within the Commonwealth. Owing to the combination of growers the Australian requirements are first filled, after which the surplus for export is made available.

Keeping Qualities.

The good keeping qualities of Australian dried fruit is evidenced by the perfect condition of last year's pack now being distributed to local buyers. The total quantity produced in Mildura and Renmark is about 2,500 tons of sultanas and 2,300 tons of lexias. Although not officially declared, it is now practically certain that 700 tons of sultanas and 500 tons of lexias will be available for export this season, which, with good seasons, will be considerably augmented from year to year.

10,000 Acres Under Crop.

The raisin, sultana and currant growers of Victoria and South Australia have been in conference recently in Melbourne with a view of improving their commercial prospects, and a basis of co-operation was arrived at for the ensuing three years, At the Mildura irrigation settlement in this state there is now about 10,000 acres of land under cultivation, and the most remarkable development in the last year or two is the increase of acreage devoted to the production of sultanas and in a lesser degree to currants. There is a marked falling off in wine grapes, and the cultivation of citrous fruits is decreasing rapidly. The present season promises to yield an abundant harvest, and orders are looked for from Vancouver and other points in western Canada as a result of samples and special quotations sent from Melbourne recently.

Orders have been received, by cable, for some fair parcels—chiefly lexias—which will be shipped to Vancouver at an early date.

Export Prices and Freights.

The present wholesale export prices for Australian dried fruit—upon the basis of samples forwarded—are as follows :

	Per Lb.
Brown Lexias	2¼d.—4½c.
Brown Lexias—extra	2½d.—2 c.
Sultanas—2 crown	4 d.—8 c.
Sultanas...3 crown	4½d.—9 c.

Packed in iron-hooped cases each 56 lbs. Terms, sight-draft against documents, less 2½ per cent. f.o.b. Melbourne. The rate of freight from Melbourne to Vancouver is £2 12s, 6d. ($12.77) per ton of 2,240 lbs.

FREE TELEPHONES.

A retail grocery house in the States has given the local telephone company orders to install fifty telephones in the houses of their customers, the firm to stand the expense. This is something new, the idea being to do away with some of the clerks and wagons at present engaged in taking house-to-house orders, and to educate housekeepers to 'phone their orders. If the experiment proves successful, further telephones will be installed.

D. J. Byrne, Leonard Bros., Montreal, has returned from a trip east.

A. H. Brittain & Co. have removed their offices from the Board of Trade building to 30 Lemoine street.

BRANSON'S COFFEE WITH CHICORY

Branson's Coffees Have a Thirty Years' Record.

SHEREEF COFFEE

is prepared from high quality and specially blended coffees, with the necessary proportion of best chicory, and is of uniform and unvarying quality—"THE BEST."

Nothing else on the market to come up to it in point of fine flavor and excellence in the cup.

There is Only One "Best"—Branson's

GREEN & CO., 23 Scott St., TORONTO

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

LARGEST

RECEIVERS IN CANADA

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

FRUITS, VEGETABLES AND FISH

Spring Vegetables in Light Supply—Baltimore Strawberries Arriving—Navel Oranges Almost Exhausted—Fish Dealers Busy in Montreal.

Trade maintains the general quiet level of last week. Receipts of all garden vegetables have been light, and will continue to be so until the weather takes a permanent turn for the better. The demand for these lines, however, seems to be increasing, notwithstanding the inclemency of the elements.

The first of the Maryland strawberries have arrived and show up exceptionally well. The stock is firm and sweet and the berries large and clean, with practically no waste. Lemons are slightly firmer. The first shipment of Verdellis is due at New York on the "Cretic" about June 25. They left Naples on June 1st. The crop of summer lemons is reported to be short, and this may have the effect of sending up prices.

The orange market is exhibiting unusual strength. Navels are not yet cleaned up, but another week or two will see the last of them. Dealers are now quoting Sorento oranges from the Montreal boats. Late valencias are arriving regularly from California, and though a little high at present, are in good demand.

Considering the time of the year, the fish trade is in a healthy condition. In Montreal large quantities of Gaspe salmon are disposed of weekly without difficulty, but the Toronto men fight shy of this line at present prices. Receipts of all fresh fish are fairly heavy, with the demand active.

MONTREAL.

GREEN FRUITS.—Warmer weather having arrived, fruit dealers are doing a much larger business than they have transacted for some time past. Oranges and lemons are subject to a much improved demand, while various other lines are in greater request also. Bananas are more plentiful this week and are selling freely at lower prices. Demand is reported exceedingly strong. Apples are becoming quite scarce and prices are climbing.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	1 50	2 00
" jumbos	2 25	2 75
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	7 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
California oranges, navels	3 00	4 50
" late Valencias, box	5 00	5 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box		2 65
Valencia oranges, case	3 75	5 75
Strawberries, quart	0 20	0 22
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 25

VEGETABLES.—Weather has not been sufficiently warm yet to encourage the vegetable business as it should be encouraged at this time of the year. Nevertheless trade is quite brisk, considering the high prices ruling in most lines, and good orders are being shipped to various points daily. New vegetables are arriving every day, and with increased receipts the high figures which have ruled so long are declining. New cabbage is one of the lines which is this week quoted at lower prices. $3.25 to $3.50 is asked. Green and wax beans have also declined. Quite a lot of cucumbers are coming in daily and these are disposed of at $3.50 a basket by most dealers. Asparagus is higher as are also Jersey sweet potatoes. Potatoes are scarce, receipts not having improved since last week. Reds are quoted as high as whites, though they are usually five cents lower. Egyptian onions are lower. Red onions are off the market. Rhubarb is lower.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate	3 25	3 50
Florida tomatoes, crate	4 50	5 00
Turnips, bag	0 90	1 00
Green beans, basket		5 50
Wax beans, basket		5 50
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz		1 50
Asparagus, doz. bunches	4 00	6 50
Radishes, doz	0 40	0 60
Spinach, per bbl		4 50
Cucumbers, per doz	1 25	1 75
" basket		3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag		1 20
" reds, per bag	1 15	1 20
New potatoes, lb		0 05
" " bbl		7 00
" " basket		2 75
Jersey sweet potatoes, basket		3 25
Spanish onions, crate	3 50	3 75
Egyptian onions, lb		0 02½
Red onions, bbl		5 00
" bag	1 75	2 00
New beets, doz. bunches		1 50
Old " bag	2 00	2 25
Carrots, bag	1 50	1 75
New carrots, doz. bunches	1 25	1 50
Mushrooms, lb		1 25
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 30	0 50

FISH.—For the beginning of the summer the fish business is in a healthy condition. Orders are not very numerous but when they do come they are for fairly large quantities. Supplies of fresh fish are increasing with the warm weather, and in some lines lower figures are quoted. Haddock and steak cod are more plentiful this week and dealers have lowered prices somewhat. Lake trout, brook trout and whitefish are coming in more freely. Halibut is in

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

YOU ALWAYS GET THE BEST GOODS

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 Guelph, Ont.

good demand. One dealer is bringing in halibut by car lots. Pike, fresh, is not plentiful, while B. C. salmon is not held in very large supply. Receipts of Gaspe salmon, however, are sufficient to take care of all orders. Kippered herrings are nearly finished.

Fresh and Frozen Fish.

Haddock, per lb		0 04½
Halibut, express, per lb		0 08
Bluefish, per lb		0 14
Mackerel, new, express per lb		0 12
Dore, " "	0 09	0 10
Smelts " "	0 08	0 10
Steak cod, lb		0 05
Brook trout, lb		0 22
Market cod, lb		0 04
Pike, lb		0 07
Lake trout, lb		0 09
Sea trout, lb		0 12
White fish, lb	0 07	0 09
B.C. Salmon, lb	0 12	0 20
Gaspe salmon, lb		0 25
Smoked and Salted—		
New haddies, boxes, per lb		0 08
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls		12 50
Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small " " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUITS.—Trade is very brisk, and many price changes are noticeable. Navel oranges are higher, but the stock is practically exhausted and difficult to abtain in large quantities at any price. Quotations on valencia oranges are a little closer. Late valencias are in continuous arrival from California, and are good sellers. Bananas remain firm, and there is said to be a shortage of supply in some quarters.

Oranges—		
Navels, fancy, 80's, 96's, 112's, 250's, 288's	3 50	4 50
126's	4 00	4 25
150's		4 50
176's, 200's, 216's		4 75
Valencias, ordinary 420's, per case	4 75	5 00
" large, 420's, per case	5 75	6 00
" 714's, per box	5 50	6 00
Late Valencia Californias, 80's, 96's, 126's		4 75
" " 150's, 2.0's, 288's, 300's		5 00
" " 176's, 200's, 216 s		5 25
Bloods, 80's, 100's, 150's, ½-boxes	2 25	3 00
Ovals, 80's 10)'s, 150's, ½-boxes	2 25	2 50
Sorrentos, 20 's, 300's	3 25	4 00
Grape fruit, Floridas, 46's, 54's, 64's, 80's		6 00
Lemons, No. 1's 300, 360	3 75	4 00
" " 2's 300, 360		3 50
" Messinas and Sorrentos, 300's	4 00	4 50
Pineapples, 24's, per case	4 00	4 25
" 30's, "	3 75	4 00
" 36's, "	3 50	3 75
" 42's, "	3 00	3 25
Apples, large red, per box of 12 doz		3 25
Bananas, Jamaica firats, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt	0 17	0 18
Limes, per crate		1 25

VEGETABLES.—The first car of Texas tomatoes arrived this week, and was quoted at $3 per crate. Stock was very fair. Egyptian onions are becoming scarce and valencias are not expected till the middle of July. There is a considerable shortage in all lines of garden vegetables, owing to the backward state of the weather. A week of fine warm days would accomplish wonders.

Potatoes, Delawares, per bag	1 45	1 50
" Ontario	1 30	1 35
Sweet potatoes, per hamper		2 75
New potatoes, per bush basket	2 00	2 50
Onions, green per doz		0 15
" Egyptian, 110-lb. bag	3 25	3 50

Vegetables More Plentiful

Cabbage Lower

Texas Tomatoes Arriving

On Monday last our first car Texas Tomatoes arrived (4 basket crates). We have other cars in transit. Place your orders with us for all kinds vegetables.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4100 **TORONTO AND HAMILTON**

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

Strawberries, New Cabbage

and other vegetables. Fresh arrivals daily.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

1000 Bags Bombay Peanuts.

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Cabbage, new Canadian, per case	3 50	4 50
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches		0 35
Radishes, Roseland, per doz.		0 30
Cucumbers, hot house, per doz., fancy Boston	1 25	1 75
" Flordas per hamper	4 00	4 75
Beans, green, per bushel		4 50
Tomatoes, Florida, per crate	3 00	3 25
Tomatoes, Texas, 4-peck crates		3 00
Parsley, per doz.		0 25
Asparagus, per doz.	1 00	1 25
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz.		0 50

FISH.—The fish business is the only one that has profited by the Indian winter which seems now to be at its height. The fish men have been doing a roaring trade, comparatively speaking. The volume of business transacted is considerably greater than is usually experienced or expected at this time of year. No Gaspe salmon has got to Toronto yet, and the dealers will not handle it until prices become easier.

Perch, large, per lb	0 06	0 0½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb		0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie		0 12
Pickerel, winter caught, per lb	0 08	0 09
Haddock, fresh caught, per lb	0 06	0 07
Herring, per 100 count		1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb		0 18
Trout, fresh, per lb	0 08	0 09½
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured		0 09
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught		0 08
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Flounders, per lb		0 05
Halifax fish cakes, case		2 40
Live lobsters	0 17	0 18

WINNIPEG.

Prices are quoted as follows :

Fruit.		
Strawberries, qts., 2 doz. to case, per case		5 00
Bananas, ca- coming every week, per bunch	3 25	3 50
Fancy navel oranges, 96's, per case		3 25
" " 112's "		3 50
" " 126's "		4 00
" " 150's "		4 50
" M-d. sweets, 150's, 176's, 200's, 210's, 250's		4 75
" California lemons, 300's, 360's, per case		7 00
Apples, Fancy No. 1 Ben Davis, per bbl		7 00
Vegetables.		
Celery, Florida, per doz., $1; per case		5 00
Tomatoes, 6-bas-. crates, per bask., 90c.; per case		5 00
Onions, radish, lettuce, per doz.		0 45
Pieplant (Washington), per box		2 25
Asparagus " "		3 00
Cucumbers, per doz		2 00
Cabbage, California, per lb., 4½c. per lb., per crate		0 04
Onions, Australian, per case		4 00
" Egyptian 3ks., per lb.		0 04

FRUIT SALES IN MONTREAL.

On Monday of this week 30,000 cases of oranges and lemons were sold in Montreal at auction. The lemons brought from $2.50 to $4 and the oranges from $2.50 to $3.50. The Fremona was the boat which carried the cargo.

Tuesday about 4,000 cases of oranges and lemons were sold. Oranges brought from $1.75 to $2.50, and the lemons from $1.75 to $4. These came by the Escalona.

The California season is opening for deciduous fruits. White & Co., Toronto and Hamilton, will again represent the California Fruit Distributors for the sale of California fruits. Up to the present only cherries have arrived but assorted cars will be along in two or three weeks.

AN ENTHUSIASTIC LETTER.

The Canadian Grocer is in receipt of a letter from Edmonton from Alex MacWillie, who is one of the Heinz Pickle Co.'s representatives. Mr. MacWillie has twice within the last five years made a trip around the world, occupying some two years in each trip. He is at present in Edmonton, no doubt on business bent, and in his note, brief as it is, he has some interesting things to say about the Northwest. "Respecting this great Northwest," he says, "that is a long story. I came here very skeptical about the stories concerning the conditions. I am now willing to be put on record that the half has not been told. It is truly great when you contemplate its possibilities."

Speaking of the Export Number of The Canadian Grocer, he says: "It is so far ahead of any publication of a similar character that one cannot make a comparison. Fortunate, indeed, is the Canadian grocer in having such a valuable aid to his interests at an infinitesimal cost." Coming from one who has seen probably every grocery paper in the world, the praise he gives The Canadian Grocer is something that gives the publishers of the journal a great deal of satisfaction.

HERE AND THERE WITH THE TRADE.

Wheat was said to be an inch high at Medicine Hat on May 23rd.

Glucose is up 10c. Barrels are quoted $3.15 ; half barrels $3.30, and kegs $3.45.

Hudon, Hebert & Co., Montreal, will close at one o'clock on Saturdays until further notice.

The Ogilvie Flour Mills during the last three months, have sold nearly 200,000 bags of middle grade flour to the Orient.

Fred Armstrong, of Warren Bros., was noticed among the travelers at Kingston during the week, and reports tea to be booming.

In a big fire in Arnprior on May 27, B. F. Moy's grocery store was completely gutted. It is believed to be covered by insurance.

A shipment of Horseshoe brand extra fancy molasses, and new crop choice Barbadoes molasses has been received by Mathewson's Sons, Montreal.

Laporte, Martin & Co. report having received their first shipment of new crop choice Barbadoes molasses, Jones & Swan brand, ex. SS. Salybia.

Jas. Redden, of Kingston, has a contract on hand to supply the camp at Petewawa with groceries, and expects to send five cars of provisions.

In the paragraph referring to Branson's coffee and headed " A Good Proposition," on page 45 of the last week's Grocer, some lines in the sentence commencing "Green & Co." got mixed. It should read : "Green & Co., 23 Scott Street, Toronto, are the sole agents for the Dominion, and are making a specialty of the 'Shereef' coffee, which is prepared from specially blended and high grade coffees, with the necessary proportion of best chicory."

SALT

For Butter **For Meat Curing.**

For Cheese **For General Use.**

VERRET, STEWART & CO.

LIMITED

MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

PROFIT IN FISH

There's money in FISH for grocers if they sell the right kind—the kind that won't disappoint a woman who buys it.

HALIFAX
—AND—
ACADIA

are the two profitable brands to handle, because they sell quickly and give good satisfaction.

Salable all the Year

None Genuine Without the Trade Mark

ATLANTIC FISH COMPANIES LTD NOVA SCOTIA

Every fish canned isn't a Sardine, but every fish in a tin of

"King Oscar" Sardines

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. Thre's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers They will use a lot this summer.

For sale by all jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON.

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

CANNED GOODS TRADE IN ENGLAND

Canned beef exports from the United States continue to show a marked decline. The latest figures of the Bureau of Statistics of the Department of Commerce and Labor showed exportations of canned beef for the month of April, 1907, amounting to 893,017 pounds, against 4,121,000 lbs. in April,1906, and for ten months ending with April, 1907, showed but 13,032,703 pounds, against 56,730,873 pounds in the corresponding months of the preceding year, 1906. This seems to indicate that the total value of canned beef reported in the full fiscal year 1907 will scarcely reach 15,000,000 pounds, while in 1906, the total was 64,500,000 pounds; in 1905, 66,500,000 pounds, and in 1903, 76 1-3 million pounds. The value of the canned beef exports in the fiscal year about to end will probably not exceed $1,500,000, against $6,500,000 in 1906 and 1905, respectively, and practically $8,000,000 in 1903. The highest figure ever recorded in the exportations of canned beef was that of the fiscal year 1891, when the total was 109,585,727 pounds, valued at $9,068,906.

This reduction in the exportation of canned beef, which seemed in the beginning to be due to the large falling off in demand in Japan resultant upon the termination of its war with Russia, is now equally apparent in the trade with other countries.

Views of One Who Went Over.

In view of these facts the statement of Joseph Durney, of the Griffith, Durney Co., San Francisco, recently returned from a five weeks' tour of investigation of the principal English markets, is interesting. He says:

"The British consumer of canned goods is gradually overcoming his suspicion against canned or tinned goods, and there has been a remarkable picking up of trade in consequence. There was a time when the English consumer even refused to buy biscuits because they were packed in tins, and hundreds refused to purchase baking powders for the same reason. This costly prejudice grew out of the Chicago beef scandal.

Only a Tenth Left.

"My principal object in going to the other side was to ascertain personally the past effects of the Chicago meat disclosures on the canned goods trade, the present effect, and the prospects. I visited every prominent dealer in London and Liverpool and one and all told the same story: That at the time of the publication of the stories in reference to Chicago meat packers, and for several months thereafter, the English dealers' trade in canned goods of all kinds decreased to 10 per cent. of what it should have been and what it normally had been prior to that time.

"The dinner or supper of a working man in England consisted heretofore of bread and tinned meat, or tinned goods of some other kind, either fish or flesh. He instantly refused to buy tinned goods and subsisted for months on bread and cheese, and bacon when he could afford to pay for it. The result was that cheese in a very few months doubled in price, and about the same time that he found he could no longer afford to buy cheese, he began to reason with himself and ask himself if he knew anyone who had been poisoned or made ill by eating canned stuff of any kind.

Back to Canned Meat Diet.

"He begao to grow tired of cheese and craved for the diet he was formerly used to. During November the business that the dealers were doing in canned goods, as compared to what they had been doing for several months before, showed that the worst was over, and that the people were again commencing to eat canned stuff. The consumption each month grew better, so that during April the leading dealers admitted that they had been doing 80 per cent. of the business in canned goods that they formerly did and expected that in a short time the Chicago 'horror,' as they termed it, would be entirely forgotten."

A PUFF FROM HALIFAX.

C. E. Choat & Co., Halifax, write: "Your Spring and Export Number is without a doubt the best copy of Canadian Grocer you have ever turned out. The interior illustrations of the different stores are exceptionally interesting, also the pictures of window displays."

Prices on Knox's shredded gelatine have advanced to $1.65 a dozen, and $19.20 gross lots.

Our Guarantee goes with every pound of

Crystal Granulated Sugar

For Preserving Purposes it has No Superior

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at $100 can be bought for $50.00. Box 148, CANADIAN GROCER, Toronto. 23

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANIANAD GROCER, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JAVA'S COFFEE CROP REDUCED.

According to a recent telegram to The Hague Government from the governor-general of Netherlands-India, the Government's Java coffee crop for this year is estimated at 39,000 piculs (picul equals 1 1-3 pounds). In the colonial budget this crop was estimated by the minister at 125,100 piculs, but at the end of January last the minister was advised that the estimate had to be revised and to be reduced by 86,000 piculs. The reports from private estates are also very disappointing, and the exports of Java coffee generally promise to be very small this year.

Dr. Wiley, the American Pure Food Law administrator, recently wrote to a coffee firm that was trying to observe the law:

"I quite agree with you in regard to your ideas on the branding of coffee, that under the food law the term "Java coffee" can only be used on coffees that are produced in Java. The product of neighboring islands not belonging to Java could not be included. I believe that under the food law the very prevalent practice of naming coffees "Java" and "Mocha" will be eradicated, at least we shall do everything in our power to secure correct branding."

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

A Twentieth Century Business Plan.

The twentieth century demands new business methods. A closer connection between the manufacturer and the retailer becomes more apparent every day. The old way of loading up retailers with inferior goods has been abandoned by all reputable manufacturers. It is an open secret that YOU could not make a mistake by stocking my

PHARAOH and PEBBLE

because their superiority to all other *cigars* as trade-winners is admitted by a big majority of the grocers in Canada. My plan of doing business is an absolute surety of the goodness of my cigars as well as a guarantee of a fair and reasonable profit.

If you do not know the Payne Plan of doing business you ought to.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

MR. GROCER !

If the tobacco you sell is no good the man who pays the bills argues; "I've no faith to place in the purity and wholesomeness of his provisions". You eliminate all doubt from that man's mind by stocking

T. & B.

the best pipe tobacco ever placed on the Canadian market. Ask any dozen pipe lovers you know which tobacco you should stock and their decision will please and pay us both.

T. & B. SELLS MORE THAN TOBACCO

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

COTTON SEED OIL ON ITS MERITS

Dr. W. H. Wiley Opposes Making it a Substitute for Olive Oil — Cotton Seed is as Nutritive—A Talk to the Oil Men.

Dr. W. H. Wiley, chief chemist of the American Department of Agriculture, and the man pricipally charged with the administration of the American Pure food law, recently addressed the cotton seed oil crushers in convention at the Jamestown exhibition on "A good name is rather to be chosen than great riches." It sounds sermonistic, but the doctor was only advocating the claims of cotton seed oil to be sold as itself, rather than as a substitute for something else. He said in part:

"The text which I have just quoted furnishes a fruitful theme for thought. It appears to be quite in contrast with some other well-known expressions on the same subject. Shakespeare, for instance, says, 'A rose by any other name would smell as sweet.' It is quite true that a rose by any other name would smell as sweet, but nobody wants to call a rose an onion or garlic. The name, therefore, becomes valuable because of its association and because of its distinctive character. While it is true that a name has no intrinsic value, it nevertheless has a commercial value. Perhaps it is not extravagant to say that 90 per cent. of all the business that is done in this country is based upon the commercial value of names, so that literally as well as figuratively, it is true that a good name is to be chosen rather than great riches. Among inanimate things we have the same principle obtaining, as certain names of objects which we associate with certain qualities. For this reason it is that unscrupulous persons may take advantage of a name for improper purposes. The fact that forgery is practised shows the commercial value of a name, and this brings me to the practical part of this address—namely, the use of wrong names upon food products."

All Oils Nutritive.

Dr. Wiley then went on to describe the imitations of sherry wine, olive oil, champagne, cognac, maple sugar, New York cheese, California fruits from eastern States, New Orleans molasses from Chicago, and blue point oysters from all along the coast. He held that the result is a cheapening of the real article and a loss to the manufacturer of it. He dwelt at length upon olive oil imitations, claiming that in nutritive qualities all vegetable oils are nearly equal, but as olive oil was generally preferred, the others had been used to imitate it instead of being sold for what they are upon their merits. Referring to glucose, he said: "The disadvantage under which glucose labors to-day is due, in my opinion, to the persistent and determined efforts to distribute it among the citizens of this country under some false name."

Into Favor Under its Own Name.

Referring to cotton seed oil Dr. Wiley said: "This, as we know, is not only one of the cheapest but one of the best of the vegetable oils made to-day by the modern processes. It is sweet, wholesome, palatable and nutritious, and yet we find it laboring under certain disadvantages, and these, in my opinion, are not due to lack of merit in the product, but to the treatment to which it has been subject, presumably by its friends. Just now for the first time they are beginning to be willing to own their own child under its own name and are telling the people of the country that they are eating, not olive oil, not something else under a French name, not salad oil, not table oil, but that they are eating cotton seed oil. There is certainly nothing to be ashamed of in the name. It ought to be a synonym of purity, palatability and excellence, and now it is time to push the propaganda which is already begun in favor of calling it by its own name. There is no longer any excuse to try to cover up matters of this kind—we should recognize the dictum that the days of delusion and deception are gone. The people of this country are in earnest about this matter. If cotton seed oil is not a fit substance to be consumed by man, then let us stop trying to make him consume it.

"I know it is perfectly certain that not one of you here sells from your factory cotton seed oil for anything else or more than what it is, but you have a great moral power which should be wielded in this matter, that is, you should say to the consumer who buys from you: "You must not sell this for anything else than cotton seed oil. We believe it to be a good product, suitable for human consumption when properly refined, and we do not care to have a continuance of the handicap under which it is sold and used.'"

J. H. Crawford, also of Kingston, has been awarded the contract to supply Kingston district with supplies for military camp.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.
CHAMPLAIN }
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BE SURE TO ATTEND!

The Retail Grocers' Annual Convention for the Province of Ontario

TO BE HELD AT

Hamilton, Tuesday, July 2nd, 1907

COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. **You are invited by the Provincial Officers of the "Grocers' Section" of "The Retail Merchants' Association of Canada."**

M. MOYER, Grocer, Toronto, *Provincial Chairman.*

E. M. TROWERN, *Dominion & Provincial Secretary,*
21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of "The Retail Merchants' Association of Canada" will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.

CANNED GOODS

We advise our customers to send us as soon as possible their orders for the

NEW CROP CANNED GOODS

As the packers will not accept orders after the 30th of June inst., it is wise to be right now on the lookout for ***YOUR PREFERRED*** brands.

CHOICE AND FANCY

BARBADOES MOLASSES

We have just received some Barbadoes Molasses which we have started to deliver from the wharves. We are at your service and guarantee you complete satisfaction.

LAPORTE, MARTIN & CIE, LTD.

Wholesale Groceries, Wines and Liquors, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

WALL PAPER SITUATION.

Urged to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1908 trade which promise exceptionally well. The beginning of June will see many travelers on the road with the new lines. It is almost impossible to enter into a discussion on the new offerings at this date, but another month will unfold the whole range. In anticipation of a greater business even than the present season's Canadian manufacturers are putting themselves in readiness to meet the utmost demands.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns, and some good designs rather out of the usual will be shown.

A few years ago mostly all wall papers were imported into Canada. Now, Canadian manufacturers are able to supply goods which in many cases far outdistance imported lines at the same price.

SOME OF THE NEW LINES.

The following information has been furnished us in regard to the new lines of one wall paper manufactory:

"One of the newest things is the metal background, which has so suddenly broken into favor in the leading art centres of the world. Chamber decorations in all grades, from charming Dresden stripes to elaborate crown effects in unique and handsome colorings are shown. Paneling in two-third decoration styles has been so cordially accepted during the past season that the new samples will have some elegant lines. Scenery friezes properly colored loom large. Silks and duplex papers have their right places, and in addition to the large line of well colored every-day goods, new ceilings in ivory and white will be shown in large variety. We were never so busy before, and we were never so enthusiastic as we are over this season's samples."

AUSTRALIA IN THE ORIENT.

Rapid Growth of Flour and Wheat Business Following American Boycott.

Canada is not the only British colony looking for a share of the grain and flour trade of the Orient. D. H. Ross, the Canadian commercial agent at Melbourne, writes:

The development in Australian wheat and flour trade with the east, now in progress, is a matter of considerable importance. The origin of the movement was the Chinese boycott of American goods, which diverted part of the flour trade from America to Australia. Last year's exports of flour to the east consequently showed a substantial increase, while, in addition, an export trade in wheat for Japan has been established. This year the trade thus started shows a tendency to increase still further. Many Australian brands of flour have become known to the Chinese in a way that is bringing a regular flow of orders, the great advantage of China trade being the tenacity with which the Chinese stick to a brand of which they have ascertained the merits.

The volume of business has outstripped the regular accommodation of the three steamship lines in the trade, and a number of additional steamers have been taken up. The extra steamer announced for this month's loading is expected to take fully 6,000 tons, mainly flour. A steamer from Adelaide will take about 3,500 tons, including a considerable proportion of wheat. A steamer cargo of 4,000 tons wheat has been engaged to be loaded for Japan. Another cargo of about 3,500 tons is to be loaded for the east from Melbourne. Altogether about 17,000 tons are expected to be shipped from Australia by the end of May or early in June under special arrangements, in addition to usual shipments by the regular lines. With continued good seasons in Australia, exporters of wheat and flour are looking forward to a market of magnitude and permanence in the far east.

AN APPRECIATION.

The "Export Number" of the Canadian Grocer has come to be an institution with western wholesale men, and always contains a mass of reliable and useful information. This year's number just to hand, is fully up to previous numbers in quantity and quality, and certainly deserves special mention for the unique beauty of the cover. The upper half suggests the docks at Fort William, the railway train disgorging freight at one side and the great lake freighter receiving it at the other. The lower half shows a broad expanse of ocean with the great gulls sweeping over it, and just against the skyline one of the freight leviathans of the ocean bearing Canadian products to the world's end.—Manitoba Free Press.

STAUNTON'S

New

Wall Papers

For 1908

Our 51st OFFERING to THE TRADE is nearly READY.

FOR HIGH QUALITY OF DESIGNS, EXCELLENCE OF COLOR TREATMENTS, PRICE VALUES, IT SURPASSES ALL PREVIOUS SHOWINGS.

VALUE IS THE VITAL POINT IN BUSINESS. OUR VALUES ARE UNQUALIFIEDLY THE BEST OBTAINABLE FOR THE MONEY.

BETTER HOLD YOUR ORDERS UNTIL YOU HAVE EXAMINED THESE EXCEPTIONAL GOODS.

We will soon distribute our new ART CALENDAR for 1907-8. Send your name on a post card and prevent being unintentionally overlooked. Mailed ONLY to WALL PAPER DEALERS.

STAUNTONS LIMITED

Manufacturers of Superior Wall Papers

TORONTO

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerks' time, your customers' time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from four ounces to nine pounds of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper hold six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¼ H.P. motor for direct current, or with ½ H.P. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.

WALKER BIN

fixtures are designed for the complete equipment of the modern grocery; securing prompt, efficient and economical service.

GROCERY

fixtures that display the stock temptingly and invitingly are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives
Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best.
The only castile laundry soap on the market.
A distinctly Olive Oil soap.

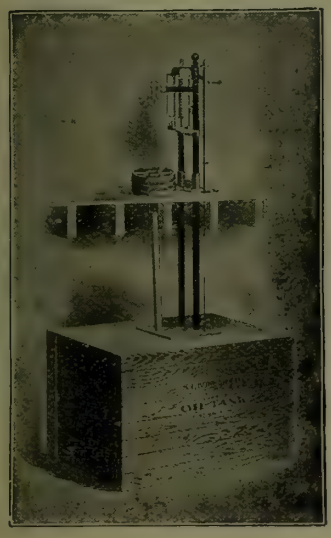
Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST **LAUNDRY SOAP**

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

The Tank That Saves



Cut No. 1—Cellar Outfit
One of Fifty Styles

Unless you have a Bowser Self-measuring Oil Tank, you are constantly losing money through leakage, evaporation, dripping and careless handling.

Why not install a Bowser and let it pay for itself in the first year by the money it saves? Meanwhile its safety, convenience and cleanliness are all clear gain.

Send for catalog B which illustrates and describes the Bowser Tanks.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto

If you have an old Bowser and a new one, write us for our liberal exchange offer.

ALLISON COUPON BOOKS

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.

If a Man Wants Credit for $10.00 and is good for it, give him a $10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon — that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers

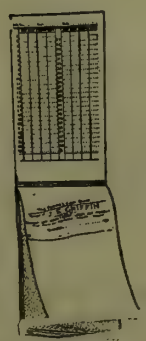
Indianapolis, Indiana.

Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book



is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TWO FLAG BRAND

Norwegian Smoked Sardines

Specially selected small fish packed in the highest grade pure Olive Oil.

$11.00 per case 100 Key Opener Tins, 1-4s.

Net Cash f.o.b. Toronto.

OLIVE OIL

Packed by HUDON & CARTIER, Bordeaux, France

Guaranteed pure and the highest grade manufactured.

1-2 pints,	**cases**	**2**	**dozen,**	**$2.00**	**per doz.**
Pints	**"**	**2**	**"**	**$3.00**	**"**
Quarts	**"**	**1**	**"**	**$5.00**	**"**

Net Cash f.o.b. Toronto.

Ask your jobber to supply you or if he cannot, write to the Canadian Agents,

MacLaren Imperial Cheese Co.
LIMITED

Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 7, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ¼ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4- z. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz " 3 "	2 35
12-oz, " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 08 to 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
8a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes " English 36/10's ... $2 85

Canada Flakes "Household." 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½-lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ¼ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

	Per doz.
10c. tins, 4 doz. to case	$ .90
¼ " " 4 " "	2.40
½ " " 2 " "	4.75
1 " " 1 " "	9.50

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼ s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ⅓'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 38
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 44
German sweet chocolate, ¼ and ½-lb. cakes, 5-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 5-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs. 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	41c.
6-lb. boxes, 12 boxes in case	45
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	24c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
100 2-cent. pieces to box	$1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	27c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	24c.
6-lb. " 12 " " ½-lb. "	24c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

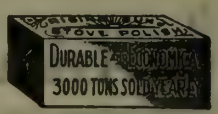
For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES



SUN & PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Stock these brands :—

BORDEN'S

"EAGLE BRAND" Condensed Milk and
"PEERLESS BRAND" Evaporated Cream.

Being Purest and Best, they will pay you better than any other brands.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

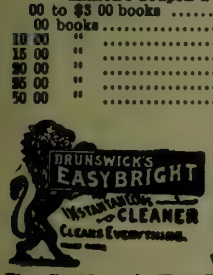
WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles	1-oz.,	case of 2 doz	Per case.
"	2 "	" 1 "	$3 20
"	4 "	" 1 "	3 00
"	20 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

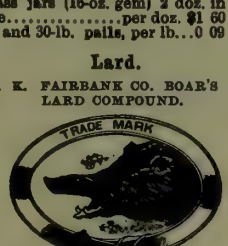
T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.



Tierces	$0 10½	20-lb. tins	2 18
½-bbls.	0 11½	Cases 3-lb. "	0 11½
Tubs, 60 lbs	0 11½	" 5-lb. "	0 11½
Pails	2 28	" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins, per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar, per jar.	0 75
"	1-lb. jar "	0 25
F. D	½-lb. tins, per doz.	0 85
	1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins, per lb.	$0 35
	½-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars, per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins, per lb.	35
	½-lb. tins "	0 25
	1-lb. tins "	0 22½
	4-lb. jars, per jar	0 70
	1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz, per doz.	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 07½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

	Japanese Starch.	Case
1 case, 5 doz.		$5 00
5 " 5 "		4 85

Lot 5 cases, freight paid.

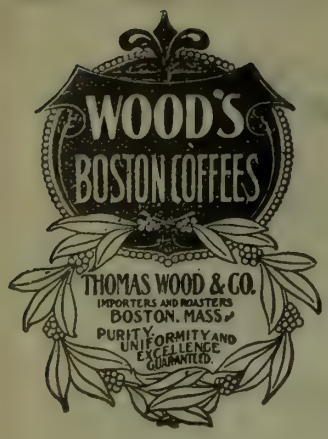
CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½



Far Reaching

One can travel up near to the Artic Circle.
One can go far down toward the Equator.
And still he will find his journey anticipated by

"WOOD'S COFFEES"

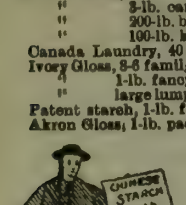
Universally used, they are an important asset of industrial and social life on this continent.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 3 in case	0 07½
6-lb. enameled tin canisters, 6 in case	0 07½
Kegs, ex. organs, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07
SAN TOY STARCH.	
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

LAUNDRY RUBBER STARCH.

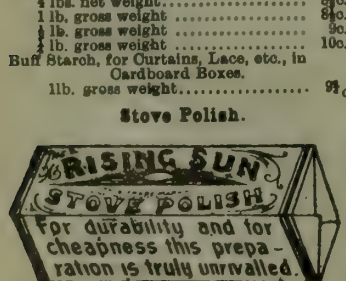
Agents, Rose & Laflamme, Montreal and Toronto.

32 packages in case, per case 2 35

J. & J. COLMAN, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.
In Pictoria—Cardboard Boxes—
4 lbs. net weight 8½c.
1 lb. gross weight 8½c.
½ lb. gross weight 9c.
¼ lb. gross weight 10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1lb. gross weight 9½c.

Stove Polish.



	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs.	1 15 each
3 " 38½ lbs.	1 60 "
Crown tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

5¢ lots prepared up to 40c. rate.

Empire Golden Syrup—			
Cases, 24—2's	2 60	Bbls, per lb.	0 02½
" 12—5's	2 45	½-bbl.	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

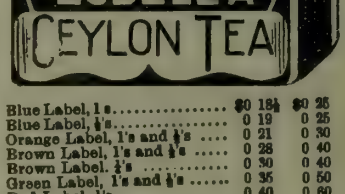
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 02½ per lb.
Half-barrels, 350 lbs	0 03 "
Kegs, 150 lbs	0 03¼ "
2-gal. pails 25 lb.	1 10 each
3 " 38½ lbs.	1 50 "
2-lb. tins, 24 in case, per case	2 00
5-lb. " 12 " "	2 45
10-lb. " 6 " "	2 40
20-lb. " 3 " "	2 35

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	retail wholesale
"A," ½'s and 1's, tins	0 50 0 35
"B" ½'s, ¼'s and 1's	0 40 0 30
"C," ½'s and 1's	0 30 0 22
"D," 1's	0 25 0 20

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0

LIPTON'S TEAS.

Airtight Tins Only. Ceylon and India Black

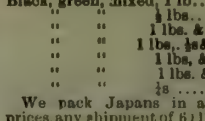
Blend A, pink label, 1's and ½'s	0 35	0 50
" B, orange label, 1's, ½'s, ¼'s.	0 30	0 40
Blend C, blue label, 1's and ½'s	0 22	0 30
" D, green label, 1's only	0 20	0 25

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
" " 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



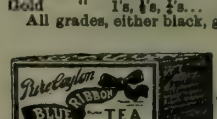
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

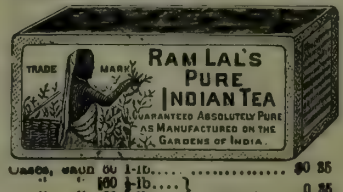
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 s and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 100 ½-lb.	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb " at	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.,	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 80-lb. "	
" XXX 80-lb. "	
" XXX 80-lb. "	
" XX 80-lb. "	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 26
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 35	0 60
" Golden Rod	0 30	0 50
" Fleur-de-Lis	0 25	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
Et Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana F. Finos. 1-20	75 00
Cut tobaccos.	
Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 5

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

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London, Eng.

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Travellers are out

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Xmas Crackers,
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Ornaments,
Etc., Etc.

Ask for prices or a showing of samples.

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Potted Meats that have the real, true flavor which the label denotes.

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About 3 ft. of Fly-Catching Space.

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Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS
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COMPLETE SATISFACTION

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Conserve Your Profits

Claiming all the excellencies under the sun for our Jams and Jellies would not make them excellent, and, luckily, shrewd grocers know it.

Shrewd grocers also know that our

Jams, Jellies and Marmalades

have proven their superiority to the next best brand, and that they are the preferred preserves amongst particular housewives. If you know the reasons for this preference, you know how to

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If not—you ought to know.

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This pot speaks for itself. When tea drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

COOKS FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

A short and straight talk with you is what we want—

Listen !

You're selling Baking Soda every day. You naturally want to get the best for your customers, you also want to make a good profit.
Alright ! Get

"Cow Brand"

Baking Soda

You can't buy anything purer, better packed, labor-saving or more profitable.

Every jobber in Canada sells it.

CHURCH & DWIGHT, Manufacturers

MONTREAL

Wethey's Mince Meat

(In Cartons)

has been recognized as the standard of Canadian excellence for a quarter of a century.

PURE WHOLESOME RICH

"ONE TRY SATISFIES"

If your jobber cannot give it to you please write us direct.

J. H. WETHEY, LIMITED

ST. CATHARINES, - - - CANADA

Empire Brand

"A new broom sweeps clean"——

The sweeping quality of a broom is a good thing, but it is of little value if it can only be applied to a New broom. What we claim for

OUR BROOMS

is not only their clean sweeping qualities when new but the lasting value of their work. They are made of finest broom corn, well bound, strong handles, and proper weight.

We claim them Extra value. It is up to you to test them. Let us hear from you.

USE OUR
4 free telephones
WHEN ORDERING

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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JUNE 14, 1907. NO. 24.

KEEN'S OXFORD BLUE

The use of Keen's Oxford Blue has become a habit with every careful housewife. It does finer work and no injury or blemish to the most delicate fabric. That's why you should recommend it.

For sale by every jobber

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

From One End of Canada to the Other

the demand for

Edwardsburg "Silver Gloss" Starch

is increasing. The housekeepers have tried and proved its superiority over all other brands of Canadian or Imported Laundry Starches. The dealer has also realized that it pays him to sell that which is in demand and buys

Edwardsburg "Silver Gloss" Starch

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East TORONTO, Ont. | Works, CARDINAL, Ont. | St. James Street MONTREAL, P.Q.

LEA & PERRINS'

WORCESTERSHIRE SAUCE is found wherever meat is eaten, and it behooves all grocers to lay in a stock, especially in view of the heavy demand which always occurs during the summer months, when chops, steaks, and all sorts of cold meats are so extensively eaten. No sauce made possesses the same piquant taste as Lea & Perrins', and epicures the world over realize that fact and ask for "Lea & Perrins' Worcestershire Sauce" at the restaurant, the club, and in their homes.

Crosse & Blackwell are special agents for Lea & Perrins' Sauce, and if you order it with C. & B. goods you will get a cheaper freight rate than if you send in a separate order for it, and this saving, coupled with the fact that we quote the manufacturers' very lowest prices.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

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SPECIALS WORTH ORDERING

Pickles of all sorts—Capt. White's Oriental Pickles—Col. Skinner's Mango Relish—West India Pickles.

All C. & B. Pickles are put up in PURE Malt Vinegar made at their own vinegar brewery, London, England.

Push Progress, Profits!

"Where there's a will, there's a way." Where there's constant push **in the right direction,** there's progress. Where there's constant upward progress, there's sure, safe profits. **Let "Quality" be your watchword!**

Stower's Lime Juice never grows musty. 20% stronger than any Lime Juice made, because **concentrated.** Put up in handsomely labelled and capsuled "special" bottles. Pure—absolutely.

Stower's Lime Juice Cordial is all ready to use with a little water. Pure, concentrated Lime Juice and the best loaf sugar—**that's all.**

Stower's Lime Juice Lime Juice Cordial.

"Thistle" Brand Finnan Haddies.

We have sold them for seventeen years They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock,** without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal,

84 Victoria Street,
Toronto.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies
Correspondence Solicited. Highest References.

ROBERT ALLAN & CO.
General Commission Merchant
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

C. E. KYLE — S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references — Commissions solicited

LARD
Swift's "Silver Leaf"
Tubs and Pails
Car now on Track.
Anderson, Powis & Co.
Agents

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

SEASONABLE SPECIALTIES

Our stock is well assorted with all the lines that will be in demand through the summer months. We can make quick shipment of your orders for

All the well known Brands

Pickles, Sauces, Salad Dressings

Last year the demand for Rowat's Fruit Wines so greatly exceeded our expectations that we were quickly sold out.

This year, while we greatly increased our importation, we find our first shipment is pretty well sold up, but we have more in transit, so we can look after all orders for

Rowat's Fruit Wines

In Lime Juice
Lime Juice Cordial
Lemon Squash
Raspberry Vinegar

They pay you a handsome Profit.

Two sizes

Fancy Decanters

to retail at

15 and 25cts. each

—Better Order Now—

Just now, with the shortage on most lines of Canned Fruits, you will find the snap we are offering of special good value.

Canned Pears, 2s, Light Syrup, $1.25 per doz.

Don't forget—that while we are quoting low prices on all kinds of **Domestic Sardines**—we have a very complete stock of

Now's the time to sell them—

Imported Sardines

and our quotations in many instances are below the present cost to import them—

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, TORONTO

Manufacturers' Agents—Continued.

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Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL.
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle isthe centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.
GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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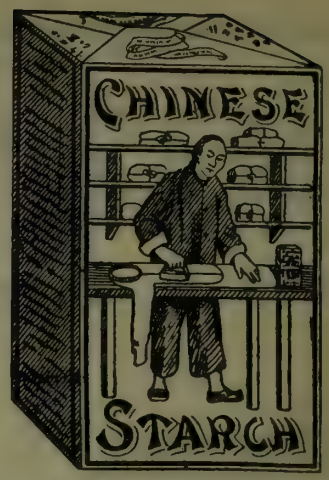


Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

"If some big oak comes in contact with a steam shovel, that robs it of soil, undermining its roots, it will suffer, just as the grocer will decline when public confidence is lost through neglect or bad service, *which includes poor goods*, and carelessness in extending credits, the latter the counterpart of the big steam shovel. The moral of this is that to hunt for big game one must have a first-class rifle. Who would think of going after a grizzly bear with a poor shotgun?

The public is the retail grocers' quarry. Do you work it consistently, methodically, intelligently, perseveringly, fairly? Its possibilities are tremendous because its expansive powers are great. The public grows in great numbers and in resources. *Do you?*"

The application.—If you are after big game—the great consuming public—you *must have first-class goods* to attain success, and that is why you should *sell exclusively goods guaranteed as to quality* by the *Canadian Canners, Limited.*

Brands:—*Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnvalley, Maple Leaf, Lion, Thistle, Grand River* and *White Rose.*

There are more than a few reasons for the preference, so unanimously expressed, by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's Ideal Canning Factory

Home of Old Homestead Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—"Incomparable." People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?

I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

E. D. S. Brand
JAMS and JELLIES

you are not taking the necessary precautions. ***E. D. S. Brand Jams and Jellies*** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. ***Ask for the proofs!***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,

WINONA, - ONTARIO

PEOPLE WHO KNOW like the rich smoothness of flavor so characteristic of Greig's **White Swan Jelly Powders.** It is the exquisite delicacy of flavor **(Greig's Flavor)** combined with the finest powdered sugar and extra refined calfsfoot gelatine that makes the White Swan Jellies so **palatable** and refreshing—wholesome too. All of the fifteen flavors are equally good.

THAT'S WHY IT PAYS TO PUSH YOUR SALES

We **create** the trade for you. Ask about our special advertising plan. It's free.

THE ROBERT GREIG COMPANY, LIMITED

WHITE SWAN MILLS TORONTO

GREIG'S White Swan BRAND

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	KINGSTON
GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

All **Valencia Raisins** Packed by

MAHIQUES, DOMENECH & CO.

Will be found to be very satisfactory. Try them next time you order.

"M.D.&CO." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

When Buying Californian Prunes,

Evaporated Fruits,

Seeded Raisins

Loose Muscatels

Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PINEAPPLES

Singapore canned, packed in the following shape :

1s Whole, 4 doz. cases ; 1½s Whole, 4 doz. cases ; 1½s Sliced, 4 doz. cases ; 1½s Chunks, 4 doz. cases ; 2½s Whole, 2 doz. cases.

The 1s Whole are something new, and can be sold for 10c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover"— ***the one hundred per cent salt.***

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

"SALADA'S" Increase

For the first Five (5) Months of this year over the same period of 1906, amounted to

242,808 lbs.

This was in all Branches combined.

In Canada alone our increase for the same period amounted to

158,457 lbs.

Thus, our total increase averages 11,036 lbs each week over the same week of last year.

We believe that this, our, increase alone is more tea than was sold by any other firm in the Dominion in either packet or bulk in the same five months.

Does this not show you conclusively that "SALADA" is in ever increasing demand, that it pleases the public taste and that it will pay you to keep it to the front?

"SALADA," offices at Toronto, Montreal, New York, Chicago, etc.

Phenix Washing Powder

Is selling in greater quantities than we anticipated. Our most sanguine expectations have been surpassed.

It's all in the Quality.

Are You Selling it?

C. A. CHOUILLOU & CO.

Sole Distributing Agents in Canada

14 Place Royale, - MONTREAL

Confidence can always be placed in

STERLING

BRAND

PICKLES
CATSUPS and
RELISHES

The favorite of every outing party — on every luncheon table.

Wise grocers know it pays to keep well stocked always in this line.

MADE IN CANADA BY

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

E. NICHOLSON D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A B C. 4TH EDITION WESTERN UNION ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, May 29th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

Your Customers Know It.

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ It gives undoubted standing to the store that stocks it.

¶ If you are not handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Wines Liquors Alimentary Products

L. FONTANEL

General Agent and Importer

REPRESENTING:

Pernot's Biscuits — Marge Vermicelli and Macaroni
Guigoni's Olive Oils — Poulain's Cocoa
Jacquemin French Mustard

Will be pleased to quote lowest prices on all Alimentary Products from France, Spain and Italy

207 St. James St. - Montreal

Branches: Winnipeg, Vancouver, Victoria

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street, - Montreal

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"FOR TEA, YOU CAN'T BEAT LIPTON'S"

When ever anyone says **"Lipton,"** what do you think of? Teas, don't you?

Coffees, Jams, Pickles, Jellies and general provisions, and then you have a vague picture of a vast business concern located in London, England, with branch tentacles reaching all over the world.

Just drive this indistinct picture out of your mind.

Put this new one in its place.

In Toronto at 75 Front Street, East, is now located the Canadian office of **Thomas J. Lipton,** for the purpose of bringing all Canada into closer touch with the concern through this branch, which in scope and completeness, fully equals the London main office.

Everything with the **Lipton** signature, from Jellies to Teas, needs no promises from us.

It's good. It always was good. It always will be good.

But **Lipton's Teas** stand out above all the rest.

They're the same to the **Tea** world as **Koh-I-Noors** are to the world of diamonds.

Every ounce of **Lipton's Tea** is packed in a sealed airtight tin and remains fresh and strong until its flavor is brewed out.

Keep the new establishment in mind, and

LIPTON'S TEAS

in stock

Over 1,000,000 packages sold weekly

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

CERTIFIED by the ***highest medical authority*** of the World, the London ***"LANCET,"*** which, after appointing a ***special analytical Commission*** to investigate ***Kops Ale*** testified as follows :—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS :
HUDSON'S BAY CO., Vancouver, B C.,
W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,
KENNETH H. MUNRO, Corlstine Bldgs., Montreal
KYLE & HOOPER, Front St. East, Toronto
ROYAL STORES, St. John's, N.F.

KOPS BREWERY, - FULHAM, LONDON, S.W.

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan BRAND
SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

9 Good Lines to Sell

STARCH—Rich and glossy
BORAX—A household necessity
AMMONIA POWDER—A great cleanser
" BAKING SODA—Absolutely pure
" COFFEE—Our own special brand
" EXTRACTS—Triple strength
" CORN STARCH—Tasty and nourishing
" JELLY POWDER—Retails 6 for 25c.

We are prepared to make it worth your while to do so—
Let us send you samples and prices.

Snowdon, Forbes & Co.
449 St. Paul Street
MONTREAL

"It is the Leader in Breakfast Foods"

one of Toronto's leading family grocers wrote to his jobber, in re-ordering

Orange Meat

The only breakfast food that can truly be said to satisfy young and old—Its careful preparation from finest selected wheat, leaves no room for complaint—

Just now your customers will find it delicious with early fruits—

Ask your jobber

CEREALS, Limited
KINGSTON, ONT.

Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want **a good, first-class, dependable waggon**—that's the kind we build—a waggon that will advertise your business. **We have interesting news for you.**

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. **EDINBURGH**

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more—and we know that we must give good value to accomplish this result—which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel—because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of **"The Fairbank Plan"** premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

We use precautions at every step so that you may get the best grades of Coffees in a fresh and perfect condition with all their native qualities unimpaired.

Chase & Sanborn,

The Importers, Montreal

The Factory where the Best Canned Goods in Canada are put up---

Get them on your shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

A Canning Factory for $30

That sounds strange, but it's true.

The Modern Canner is the individual fruit-growers' factory.

It will can fruit or vegetables quickly, easily and cheaply, allowing no waste, but large profits.

Three sizes—1,000, 2,000 and 4,000 tins in 10 hours. Prices $30, $60 and $90.

Write for Descriptive Booklet.

Modern Canner Co.,

Canadian Branch, St. Jacobs, Ont.

TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

A Reputable Grocer

values his business too highly to stock inferior foods, and you can depend upon it that he is a great deal too shrewd to stock an inferior leather-destroying shoe polish since the virtues of

2 in 1

are so widely known. **2 in 1** satisfies your customers because it is an excellent leather preservative. It's a trade-builder you ought to know more about.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

VINEGAR

WHITE WINE, CIDER AND ENGLISH MALT
BULK AND BOTTLED

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

When a particularly good customer asks for

a particularly good 10c. soap — you are doing yourself and your customer a particularly good turn if you recommend

"ROYAL CROWN"

Witch-Hazel
Toilet Soap

Your good customer is sure to come back for more. Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

McLEAN'S "WHITE MOSS" COCOANUT

Are You Selling It?

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

HOT FOOD WITHOUT FIRE

For the PROSPECTOR
For the WAGON FREIGHTER
For the CAMPER
For the CANOEIST
For the YACHTSMAN
For the HUNTER
For the HOSTESS

CANNED SOUPS
CANNED PORK and BEANS

of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods.
Our travellers have full particulars. If they don't call, order a sample case by mail.

JAMES TURNER & CO., Limited, Hamilton, Ont.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and n Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

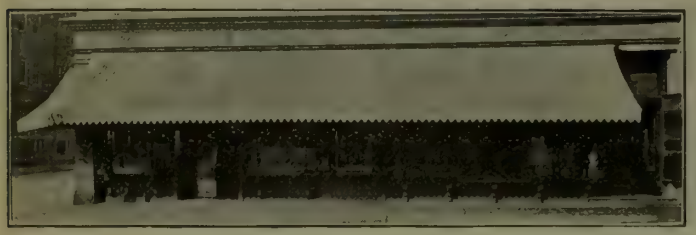
OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell, **LONDON, ENGLAND**

It Will Save Money for You



This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Sell The Best

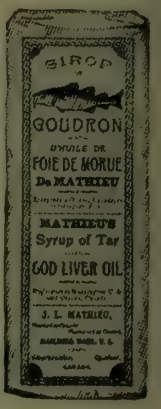
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

Crystal Granulated Sugar

Will Preserve Fruit Equally as well as any other sugar in the world.

Do not be misled by absurd statements to the contrary, which are circulated for selfish purposes only.

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

For Bang Up

RED RED SALMON

BUY VICEROY

Price $1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street

P.O. Box 2360 ***MONTREAL***

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:
DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

ICE CASTLE

KIPPERED HERRING

Plain and in Tomato Sauce

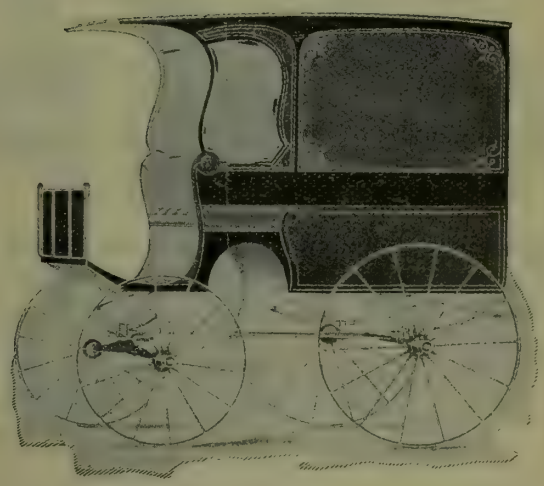
NEW PACK GOODS

These fish are caught in the waters of the famous Baie des Chaleurs, where some of the finest fish in the world are caught. The fish are cured and packed the same day as caught, insuring nothing but a nice, fresh flavor.

These are the only **New Pack Goods** on the market, and every grocer should order a supply at once.

J. W. Windsor, - Montreal

The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices *Phone 1188*

J. A. EWART, 257-9 Queen St. E. TORONTO

New Season's JAPANS

Finest Early Pickings

Now Arriving

WARREN BROS. & CO., Limited

TORONTO

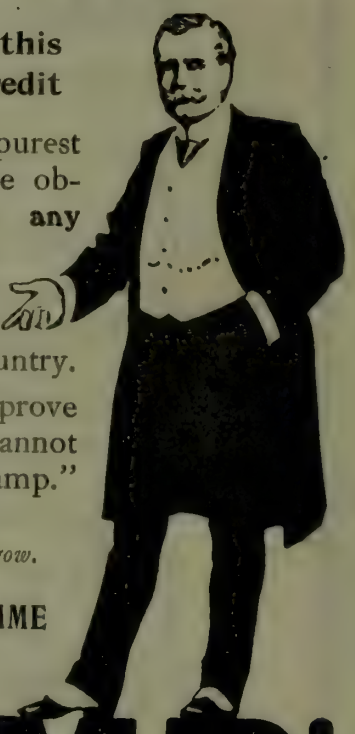
An article such as this always does you credit

'CAMP' COFFEE is the purest and most reliable coffee obtainable **anywhere at any price.** That's why it has made a grand name for itself both here and in the Mother Country.

¶ One trial order will prove conclusively that you cannot afford to neglect "Camp."

Manufactured by
R. Paterson & Sons, Glasgow.

Agents: ROSE & LAFLAMME
MONTREAL.



'CAMP' COFFEE

Buy only
RIVERDALE BRAND
Canned Goods.
WHY ?

The Lakeside Canning Co.
WELLINGTON, LIMITED ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

HOME AT LAST

"HOME SWEET HOME" CEYLON TEA

Sold in 1-lb. and ½-lb. lead packages.

If you want something to bring joy and gladness into your home, use

"HOME SWEET HOME" TEA

WILLIAM GALBRAITH & SON

SOLE AGENTS **Wholesale Grocers**

80 AND 82 ST. PETER ST., - - - MONTREAL

Remember we control Canada's Pride Canned Goods in the City and District of Montreal.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally by T. Johnson Stewart.

"Rent, stock, salaries, heat, light and advertising. Properly speaking, these are all expenses—operating expenses. All are expected to net a profit and are charged off accordingly. Well, think of your advertising in the same way. It's the one item you can charge off entirely. Think about it."—Presbey's Little Book.

* * *

Worth thinking about, Mr. Grocer, every word of it. And yet, I wonder how many merchants think about their advertising in just that way. Some men hand over an ad to their local press with that air of martyrdom a woman assumes when visiting the dentist. A visit to the dentist may be a necessary evil; but it should be a wise precaution. I've known a grocer to keep an ad bottled up in his system until it became fit for nothing under the sun unless one could call it a romantic method of getting rid of money. It was too old and out of joint, as far as the needs of his business were concerned, before he summoned up sufficient courage to pay the price. That grocer knew that he should advertise. But he looked on all advertising as a necessary evil—a means espoused by the devil and his children for robbing the cash drawer of poor grocers.

* * *

"Selling goods without advertising, like shaving without soap, is a slow and ragged business."

* * *

Advertising is a necessary investment. The merchant who would dream of developing a big business without employing help, would be considered a fit subject for the exercise of a peculiar governmental paternalism. The dealer who refused to light up his store and make it as attractive as possible would not be playing the great game of business with a winning hand. And in the light of business experience, during the last decade, the merchant who does not advertise is inviting commercial disaster every day of his life.

* * *

"The advertiser who quits advertising because of one failure meets the same fate as the fellow who quit eating when attacked by dyspepsia."

* * *

Years ago, when grandad played truant so that the fair village teacher might keep him in and talk to him like a sister when the other boys had gone, it was just possible for a merchant in a small city to make money without advertising. Conditions are changed. The economic housewife does not deal with McTavish because her people dealt with the McTavishes for the last three hundred years. The economic housewife is just about as curious as Eve ever was. The new grocer opens up and sends his announcement to the press. There are no flourishes about it. It's just a plain, straightforward, common sense statement regarding his values—the quality and the wholesomeness of his goods and—if there are more selling facts in that pronouncement than yours you can depend upon it that her economic ladyship will note them and act accordingly.

* * *

"It's a poor business man who will not advertise and the longer he will not the poorer he gets."

Look upon your advertising appropriation, however small it may be, as an investment pure and simple. It is really immaterial whether you believe in advertising or no; the fact remains that it is a business lever which no shrewd man can afford to ignore. You must rent a store before you can carry on a reputable grocery business. The more attractive the store, in location and appearance, the better your business will be. The same is true of advertising. Make your ads just as attractive as you know how and place them in the best newspaper or newspapers in your town. That is the only fit location for a trade-bringing ad.

* * *

"Getting business, like getting an heiress, is pretty much alike in that there is generally lively competition."

* * *

Few ads have reached us lately which lend themselves to reproduction. Mr. Hyndman, of Smith's Falls, sent in a very effective ad about six inches wide and three deep. The ad is very nicely set up and in some respects it is stronger than the one we reproduce. Price talks all through it and the copy is good and strong.

* * *

"A merchant advertising without method, like the runner in a blindfold race, generally gets his bumps."

* * *

We reproduce McCrea & Son's ad this week for the purpose of emphasizing this fact. You will note that this

17c - WEDNESDAY - 17c

SALE NO. 4

Now it is Cups and Saucers

On Wednesday, February 21st, we will place on sale

400 Japanese Cups and Saucers

We are not going to say what they are worth, we will leave you to judge that. They will be shown in windows of our Main and Branch Stores, but will not be sold until Wednesday morning at 8.30 a.m.

400 Japanese Cups and Saucers at - - - - - 17c each

We will also offer for sale,

100 Japanese Cups and Saucers at - - - - - 20c each

Remember the date, Wednesday, Feb. 21st, at 8.30 a.m.

FOR SALE AT BOTH STORES

WE PROVE OUR ADS.

THE NOTED TEA STORE AND CHINA PALACE

J. A. McCREA & SON

WYNDHAM STREET AND ELORA ROAD

is one of a series of ads, two of which we have already reproduced. There is an individuality about these ads which is worth while. Even without the name and address, the people of Guelph would know this ad to be McCrea & Son's. Method in advertising is almost essential. And conformity of advertising always pays—especially when the copy is strong and straightforward, as the copy of these merchants nearly always is.

* * *

You grocers are certainly a bashful lot. Send along your ads or I'll have to make a raid on our press clipping bureau and—well, there'll be something doing.

COST OF DOING BUSINESS

Scottish Trader.

One of the most dangerous competitors to go up against is the ignorant competitor; the man who doesn't know what it costs to do business, and who sells goods on a basis which is certain to be productive, in the end, of financial ruin.

To illustrate the point, the story is told of a certain mill failure up in the northwest wheat country. The mill was well located, and good wheat, combined with honest and careful milling, had given the product not only a big local sale, but a reputation of great value on the eastern market. And it was selling its flour at 60 cents a barrel under what any other mill in its vicinity could sell without losing money. Jobbers who handled the flour of the first mentioned mill took its prices as standard and assumed that other mills must be making a gigantic profit, on the theory that the first mill would certainly not sell at a loss But the miller was selling his flour below cost of production, and didn't know it. He was demoralising the market by his ignorance of the cost of flour production. In course of time he failed. It couldn't have been otherwise.

The retail merchant has to go up against this class of ignorant competition even more often than does the manufacturer. When a man gets into manufacturing, he generally knows enough about the business to keep close track of the cost account, but scores of people jump into merchandising who never knew that there are other things entering into the cost of the article besides what is shown on the invoice.

There are various ways of demoralizing markets. One is by slashing prices on staples. Another is by selling adulterated goods as the real article. But of all methods, the most dangerous, because the most uncombattable, is the ignorant competitor, who doesn't know the cost of doing business, and sells goods at prices which in the very nature of things cannot yield any net proceeds at the end of the year.

WON ONLY GOLD MEDAL.

Messrs. Thomas Symington & Co., Edinburgh, have been awarded the only gold medal at New Zealand exhibition for their coffee essence.

MAKING A JOB

How two Canadian grocery clerks made good in the Old Land.

By R. J. E. McCrea, Guelph.

James Elliott was tired of selling groceries; in plain words, he had begun to think that clerking wasn't big enough for him, so he decided to hunt another job. But situations that year seemed scarce; that is, the kind of work he wanted was scarce, so he had to manufacture a place himself.

Using his firm's paper he wrote the "57 variety" people, asking them if they were going to show at the Winnipeg pure food show. Told them he was an experienced display man and a regular "driver" at selling. Offered to engage girls and guaranteed to deliver the goods for a profitable exhibit at Winnipeg. However, he received a letter from the polite, quiet man who manages H. P. Eckardt's, to the effect that Heinz did not intend to show at Winnipeg, regretting, etc.

Shock No. 1.

Letter No. 2 went to Armour, Limited, Toronto, asking for a letter of introduction to Armour, Chicago. It came all right, and was sent along, with a similar letter to No. 1 to Armour, Chicago, asking for the position of manager at the Irish show.

Chicago referred him to their London offices, advising him to call there in person. "Call at London, England, in person! When? Well, cattle ships are plentiful, I guess I'll go."

Securing a letter from O. Horsby, a noted horseman, of Guelph, he started for Montreal. He met many grocery clerks there, among them a Mr. Bob Millan, a swell window dresser. Striking a friendship, Jim asked Bob to come across and try for a "team" job at the Dublin show.

Together they secured work on a cattle ship, and after a nightmare of sick, evil-smelling cattle, sicker men and rolling billows, they reached Liverpool.

Going at once to London, they looked up Armour, Limited.

"Well, so you chaps think you could run an exhibit at Dublin," remarked the manager. "Why, pshaw, I'd sooner put one of our own men in. He knows the goods and country better."

"Why, sir! that's wrong," returned Jim. "Bob here is a splendid display man—can put up an original booth that will astonish everyone. I've sold beef extract for ten years, (it's true, behind a counter), and as for knowing the country,- why, the country will soon know us, once we start. I'll guarantee, on our own expense, to put up the exhibit, and if we can't sell 25 cases in Dublin the first week, we'll hand the whole thing over to you."

"Well, that sounds fair enough—fire ahead."

They did.

"Well, Bob, it's now up to you," cried Jim, "to fix up the 'eye-opener,' and I'll sell the goods and engage some demonstrators, for it will be necessary to stock the town to meet the demand."

Bob Millan went right to Dublin, engaged a carpenter, and after securing a large space at the exhibition, set to work.

His idea was to show in miniature the making of Armour's extract of beef, from the time of killing to the labeling.

At great pains and considerable expense he erected from photographs a model slaughter house—perfect cleanliness—an extract factory, a packing room, a labeling and shipping department, and fenced in a little wintry palm garden to serve beef extract in. When finished, it was one of the most interesting and showy exhibits on the grounds.

Jim set out and worked Dublin like an Irishman—persuasive as J. W. Charles a regular Mr. Adams for blarney—and seller like unto Mr. Eckardt himself. Fifty cases were sold—five pretty girls engaged, and all was ready.

The show opened with a rush—the Armour factories worked, roared and belched forth perfumed smoke—the managers hustled—smiled—and told how good and pure the goods were, and the girls smiled and did as much as most demonstrators do.

A success, did I hear you say? Well, I guess it was. And Jim and Bob are not back yet. They're arranging for and managing pure food shows all over the country.

Moral.—If you can't find a job, make one.

"COMMERCIALS'" BARROWS.

Scottish Trader.

A decision has been arrived at in connection with the action of the police at Moffat in enforcing, on the instructions of the chief constable, the law regarding the infringement by commercial travelers of the Burgh Police Act in obstructing streets by leaving wheelbarrows containing their sample cases at shop doors longer than necessary for loading or unloading goods.

The magistrates on Tuesday night held a conference on the subject the result of which was that a majority of the three magistrates, Provost Knight dissenting, resolved to recommend that the police do not prosecute provided commercials are bona fide, and that they remove their barrows when necessary. It was agreed to intimate the decision to the chief constable.

Thos. A. Breen, of Breen & Kennedy, Chicago, is in Montreal at present. Mr. Breen reports trade in that part of the world as being first class. Out there, there does not seem to be such trouble with the railroads as there is in the Canadian west, although west of Chicago it seems it is not very easy to secure prompt transportation of merchandise.

FLOUR TRADE OF NEWFOUNDLAND

Better grades wanted and Canadian product in demand.

By E. D. Arnaud, St. John's.

During the past fifteen or twenty years the flour trade of Newfoundland has undergone a very great change. Formerly the fisheries were supplied with low-grade flours from the United States, the bulk of the flour then imported being what was known as New York Supers and Twos.

High-grade flour was at that time regarded as a luxury, and was only used by the wealthier classes of the population, consequently the imports of the latter would only represent about ten per cent. of the total imports. Of late years, mainly owing to good fisheries and the general prosperity of the colony, the flour most in demand is now high-grade, Manitoba Patent and American Spring Wheat Patent and second patent.

For fishery supplies the lowest grade now required is winter wheat 90 per cent.; the bulk of this flour is imported from the United States, say two-thirds American and one-third Ontario wheat. Winter wheat patents are not wanted in any quantity, the demand now being for either Manitoba patent or American spring wheat patent, the consumers having arrived at the conclusion that with the latter flours they get better results, and more bread than from the soft winter wheats.

Manitoba patents and second patents are becoming more popular each year, and it would appear that in time they will, to a large extent, shut out the American spring wheat flours. The demand during the fall of 1906 was altogether in favor of the former in the cash trade, but as the American flour was quoted lower than the Manitoba it suited the merchants better for supply purposes and the credit trade, there being a larger margin of profit on the same.

NEW CANNING COMPANY.

A company has been incorporated at Montreal under the name of "Sugars and Canners," their intention being, as the name indicates, to carry on a general business of canning and preserving all kinds of fruits, vegetables and cereals,—to buy, sell and manufacture syrup, sugars and confectionery, and to make cans, packages, boxes and such other material as may be necessary for carrying on their business. The incorporators are Thomas A. Hubley, Edgar L. Jackson, John Watson, Thomas A. Keyes, John W. Sykes and John W. Blair. The capital stock is $250,000 and the company will make their headquarters in Quebec.

NEW PACKING HOUSE.

The Van Bever Packing and Provision Co., whose new plant at Toronto Junction has for some time been under construction, have now moved into their permanent quarters at the corner of Keele street and St. Clair avenue. The most up-to-date equipment has been installed and the plant is in full running operation. The president and managing director is L. C. Van Bever, and for the position of sales manager the company have secured A. Chidley, who, until recently, was in charge of the wholesale business of a Canadian firm with a branch factory in Buffalo, N.Y. Mr. Chidley is well known in Toronto, and his many friends here will be glad to hear this news of him.

The company is handling all lines of packing house products, and intend gradually to branch out, until eventually their salesmen will cover the whole of Canada.

NEW DELIVERY FOR TORONTO.

A company with the title of the Toronto Cartage, Limited, has been formed in Toronto. Its object is to carry on a general warehouse storage and delivery business, catering especially to the fruit jobbers and commission men. W. B. Stringer is president, J. J. McCabe general manager, A. S. Lown secretary, and A. H. Wright and Alex. Waddell provisional directors; capital, $40,000, in 800 shares of $50 each. The aim of the company is, by providing the wholesalers with a reliable delivery service on which they can depend, gradually to absorb the city delivery work of all these firms and eventually to acquire all their business of this sort. That there is ample room in Toronto for an independent service of this sort is evidenced by the frequent complaints of unsatisfactory delivery made by customers living on the outskirts of the city. People whose houses are nearest to their wholesaler are usually given the preference over their more distant neighbors and, naturally enough, take exception to such a distinction.

NOTES.

Joseph Walker, grocer, of London, has sold out.

Leonidas Rivet, grocer, of Montreal, has dissolved.

L. Tobias, general store, Ville Marie, has sold out.

B. J. Moag, grocer, of Arnprior, has been burned out.

John A. Trestain, general store, of Wardsville, has sold out.

W. H. Sanborn, of London, grocer, is giving up his business.

Mrs. A. Martin, grocer, of Ottawa, has disposed of her business.

R. Curle, of Redvers, general store, has had his stock damaged by fire.

McRae and Norris, grocers, of Carlyle, have been succeeded by S. Smith.

Holmes Bros., general store, Devlin, has been succeeded by R. J. Holmes & Son.

Bain & Co., general store, Hazelcliffe, have been succeeded by Robb, Nichols & Co.

Thomas A. Stinson, grocer, etc., of Bayfield, is advertising his business for sale.

J. S. Wood, general store, of Ranfurley, has sold his stock to A. C. Whitman.

The assets of Arthur Gandette, general store, St. Marie Salomee, have been sold.

McInnes Bros., of Islay, Alberta, general store, have been succeeded by Mooney & Co.

The stock of L. H. Carriere, grocer, of Coteau Station, Quebec, has been damaged by fire.

Carpenter Bros., general store, of Lachute, have dissolved, and Mrs. Silas H. Carpenter, has registered.

J. F. Cairs, of Saskatoon, had part of his store burnt up a few days ago, but carries partial insurance.

Jno. W. Pembleton, general store, Belle River, is removing to South Woodslee, about July 1st, 1907.

It is said that the fall wheat and clover around Kingston is generally killed, and that the hay crop promises poorly.

McMurray, Saunders & Co., general store, Lennoxville, have dissolved, and Robert McMurray and Chas, L. Hall have registered.

The Spanish crop of olives last year was about two-thirds of a good ordinary one, and the prices 25 per cent. higher than those of the year before.

J. Lariviere has purchased the business of the Collins Scale Company, Montreal, and will in future conduct it from the new stand, corner St. Paul and Berri streets.

Wilkin & Hicks have discontinued their general store business at High Bluff. We are in a position definitely to state that their reason for quitting was not that they endeavored to run the business on the same basis.

The Truro Real Estate Mart are advertising under "Business Chances" in this issue what they claim is an exceptionally good chance for an enterprising merchant to start a departmental store, in the bustling town of Truro, Nova Scotia.

Chausse, Guertin & Co., manufacturers of grocers' specialties, have removed from 17 St. Therese street, to 322 Notre Dame street, Montreal. The growing business of the firm requires larger premises and the move was made necessary for this reason.

The Royal Biscuit Company's manufacturing establishment at Ste. Anne de la Perade, Quebec, and the residence of the proprietors, Messrs. Boulanger, was totally destroyed by fire at six o'clock on June 4th last. The loss was $20,000, and insurance $6,000.

J. A. Herreboudt has opened a Canadian office at 22 Lemoine street, Montreal, for Chocolats Meurisse. These chocolates are made in Antwerp. Medals and diplomas have been awarded these goods on many occasions. The Grand Prix was captured at the Liege exhibition. Mr. Herreboudt is taking orders for direct importation.

THE CANADIAN GROCER

Established - - - - - - 1886

The
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Limited.

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TO KEEP OUT POOR TEA.

The Department of Customs has decided to make itself felt in the pure food propaganda, and to that end new regulations have been adopted which will require the official testing at Ottawa of the great bulk of the teas coming into the country.

Heretofore, teas under 10 cents in value, had to be submitted by sample to the expert tea testing staff at Ottawa.

It is pretty well known that teas which have been refused entry to the United States have been shipped into Canada, not because our standards are lower than theirs, but the dealers in these dregs of the tea industry, unable to circumvent the American customs, have not been above invoicing their wares at a fictitious value in order that it might escape inspection by the Canadian officials. Considerable quantities of it have escaped inspection and gone into consumption in this country.

The new regulations require that samples of all tea up to 20 cents in value shall be sent to Ottawa for expert examination. This import valuation will cover by far the greater portion of the tea consumed in Canada, and the teas entered at higher values will be closely scrutinized, and if there is any doubt about these they will have to be sampled, so that any attempt to enter by fictitious valuation tea so poor as to be unfit for use would appear to be doomed to failure.

There is an impression in the trade that the sampling plan will delay business about a week. That is not the case. The Minister is very particular that there shall be as little delay as possible. Samples from such centres as Hamilton, Toronto and Montreal can be mailed to Ottawa and the reply of the department be in the hands of the importer within three days. To centres at greater distances the reply will be telegraphed. To further avoid delays, importers will be permitted to warehouse their teas pending the departmental report, and should it be unsatisfactory the customs officials will have power to recover the tea. The text of the new regulations has not yet been issued.

THE CLERK WINS.

Miss Ada Fairbairn, Embro, writes in reply to the "Which wins?" editorial in last week's issue:

"My father being a subscriber for The Canadian Grocer, I take great pleasure in reading it. In looking through last week's edition I noticed the item "Which wins?" I figure out that the hired man has the best of the bargain by $375. Am I right?

"Yours truly,
"ADA FAIRBAIRN."

Her figuring, however, appears to us defective, rather, perhaps, her reading of the problem. The employer offered $500 for the first year, with an increase of $100 a year, which would mean $900 for the fifth year, or a total for the five years of $3,500. The young man offered to start at $500, with an increase of $25 every six months. That would be (and this is the point on which the question turns), $250 for the first six months, $275 for the second six months, $300 for the third six months, and so on, giving $475 for the tenth or last six months, and making a total of $3,625. The young man, therefore, makes $125 by his apparently unpromising offer.

It is very gratifying, however, to know that Miss Fairbairn is a reader of The Grocer. Herein we humbly submit she sets a luminous example to many daughters in the grocery trade.

WARM WEATHER IN THE WEST.

A fortnight of warm weather with seasonable rains throughout the western provinces has already had the effect of restoring confidence. Reliable crop reports secured by the railway officials in Winnipeg from their agents throughout the three wheat growing provinces indicate that in spite of unfavorable weather this spring the wheat acreage is practically the same as last year, while the acreage of coarse grains shows a very substantial increase. It seems likely that high prices will be paid for wheat next fall and experienced farmers are confident that with favorable weather during June, July and August, a good crop is assured. The ground was never in more favorable condition than this year to receive the seed, and if weather conditions continue favorable there is no reason for special anxiety.

In the meantime there is a heavy movement eastward of last season's delayed crop, and as exceptionally high prices are being realized, the effect is already being felt throughout the west. Country collections are improving and obligations are being discharged.

Unfortunately there is a disposition among some farmers to hold their wheat for still higher prices. This tendency should be discouraged as much as possible by the dealers to whom these farmers are indebted for heavy store bills. Dealers should insist on getting their money now, for they have surely done enough when they have carried their customers' accounts all winter. The merchant is a man of influence in the community and he can do a great deal to help in this matter. It is important that the wheat should be moved as quickly as possible in order to enable the railways to handle the 1907 crop next fall.

FISH.

The Department of Railways and Canals is taking up the matter of a more amicable co-operation between the fishermen of the Maritime Provinces and the fish-consumers of Ontario. In view of the fact that New York state, by means of cold storage on the railways, has built up, within the last few years, a very satisfactory trade in fish, there seems to be no reason why the Canadian Maritime Provinces, whose product is acknowledged to be superior, should not be able to secure a valuable market in Ontario, extending, eventually, as far as Manitoba.

If the Department of Marine and Fisheries could be induced to send an expert to the fish consuming centres of western Ontario and by this method ascertain the capacity of the market in that section and the general possibilities for the development of trade, a remunerative and reciprocally beneficial trade could be established, the limitations of which it would be difficult to phophesy.

FROM GROCER CORRESPONDENTS

KINGSTON.

With the retail grocer there is very little time between acts. He thinks he will take a few days off, but finds it hard to do. The fruits from Florida and California need looking after. He is up to his neck in pineapples just now and every apple has had to have attention. The oranges and lemons need to be attended to. Hard proposition to get away in June, July or August; but get away he must, and so must his employes, and not forgetting the best friend of the grocer, the delivery horse. Give him a few weeks or months pasture. It will pay you. You get a new horse when he comes back.

The latest food fad is Wheat Berries, put up in neat 10c. packages by the Cereal Co., of Peterboro. It is similar to puffed rice, but more palatable, I think. This makes 179 foods on the list. What next? Banana chips, I suppose. It is a wonder Eddy doesn't put up basswood pies or spruce mince meat or fibre cookies.

* * *

Salada tea men are actually housebreaking, running up and opening people's doors and throwing 2-ounce packages of tea at the inmates. It is a good way to emphasize the fact that Salada tea is good tea. The tea is certainly a very good draw, but, methinks, there is a lot in a name. Would P. C. tell us how and where he got "Salada" which brought to him such fame. It is now up to him to build a yacht and call it the "Salada" and get after that cup that Sir Thomas couldn't get. Salada has won many china cups, why not try for the silver trophy? I am no sailor, should I be asked to join the crew, although I have made many a sale. But if we came in ahead I could cheer and cheer and cheer, and perhaps write a story without a tale. Well, well, here I am in the position of the man on the train with the whisk looking for the golden tip.

* * *

Jim the grocer went to Montreal last week, and on the way down a man got up and was struggling to get his overcoat. Our Jim helped him with it, and regretted he hadn't a whisk. The man replied, "It is all right, I haven't a quarter." Jim colored up and got black in the face, just like a porter. The man was the notorious Joe Haycock, of binder twine fame. Joe is bound to make manufacturers give good weight and measure.

McDonald, of the St. Thomas Broom Co., was on the train and talked brooms. He knows how to handle the subject and made sweeping statements about advances, etc.

While grocers were quietly paying 77½c. for peas, 85c. for corn, $1.07½ for tomatoes, a great noise was heard. What explosion was that? Was it an earthquake? No, not quite. A leading firm of canners sent a few carloads of corn and peas to Geo. Robertson & Co., who sold them off like hot cakes in a few days, at, peas 60c., corn 70c. Gee whiz, what a stir it created. Some of the retailers were glad, and some loaded up were mad, and the wholesale trade were not pleased. B. W. R. left town shortly after, I think he is in Toronto.

* * *

Amall loaf of bread in Montreal for 5c., weighs 12 to 14 ounces; in Kingston 5c. loaf weighs 24 ounces. How is that? And the quality of the Kingston bread is better if I'm a judge.

A man who does a large business with coupons told a friend that when he took stock he had over $4,000 worth of china, glass and silverware.

"Add this," said he, "to unsalable stock and bad debts, and where do I come in? I tell you," he said, "we are working for the masses. There is no money in trade when you have to give presents with your goods. Sorry I ever started."

This seems to be the verdict of everyone, yet the retailer allows the chinaman to talk him into the gift system and you can't advise him. He goes into the trap and after a while there is a click and he looks through the wire cage, but don't see any way of escape. No, he is a prisoner. Retailer, take warning; give good value and you will be ahead in the long run.

* * *

Jas. Kinney has opened up a grocery on the corner of Pine street, and expects to make things hum.

John Murphy, brother of the famous Larry, cheese exporter, has opened up a grocery on the corner of Bay and Bagot streets, and expects his share of the trade.

* * *

Now the excitement of Cobalt and Larder Lake is beginning to subside. The promoters are offering new claims at 2c. and a promise of selling the same in a few months for 20c. What rot! What methods to extract hard-earned cash from the masses who believe all they read! Is it not a case of getting money under false pretense? Has the Minister of Justice no jurisdiction in the matter? Why don't he probe and make a few examples if fraud can be proved and save the people whom he is sworn to protect? He has a duty to perform and he should do it or get out and let some one else act. Some strong-minded people are led into taking up shares in mining stock by the well-worded advertisements and cunning ways adopted by promoters, who are becoming millionaires by their deep-laid plans. A merchant here said he bought shares in coal, silver, iron and gold mines for the last thirty years and never realized one cent on his investments. Well, let us watch and pray.

LONDON.

The prices of all grades of butcher's meat have been advanced an average of three cents per pound, which is the biggest advance in several years. The fact that there have been few cattle shipped from the west to Toronto this year is given as the principal reason for the sudden and marked advance, and the big raise in Chicago is also thought to be reflected in local conditions, although there can have been no direct effect.

In the immediate vicinity of London the butchers have had to pay much advanced prices for all grades and classes of meat because of the scarcity of fodder and the consequent greater appreciation of all live stock held. For the usual 15c. cuts of steak 18c. is now charged, and round steak, which until recently was sold at 12½c., now brings 14c.

Retail grocers in the southern part of the city—at least some of them—are offering five per cent. discount for cash purchases, which has set their competitors by the ears, the result being that officers of the association have been called on to adjust matters.

A special committee of the Retail Grocers' Association has prepared a plan of an area within which to confine the push cart men, the idea being to keep these vendors from the vicinity of retail stores. The matter will be taken up by the license committee of the city council to-morrow night, when the grocers' committee will be present.

The Retail Grocers' Association picnic committee is considering the advisability of inviting the grocers of Woodstock and Galt to join in their excursion to Toronto next month.

Harry Ranahan, president of the Retail Grocers' Association, was waited on recently by a deputation from the association who, on behalf of that body, presented him with a wedding gift in the shape of a handsome easy chair.

TORONTO.

The Wednesday half-holiday is being pretty generally observed, but there is still room in the ranks of the rest club.

The Retail Grocers' Association is expecting a big turn-out at their moonlight next Monday evening. The steamer Cayuga is the latest addition to the fleet of the Niagara Navigation Co., and an excellent evening's entertainment is promised.

David Bell, Yonge St., secretary of the Retail Grocers' Association, and pleasantly known as "Davey" when the association meets, is enlarging his business premises. For years he has conducted the largest business in Toronto in proportion to the size of his store. He has secured the adjoining store, his own being on the corner, and as soon as the front has been reconstructed and painted the partition will be removed. Mr. Bell has a strictly high-class trade; carries the best grades of goods, and his profits are on a like basis. Price-cutting, or any kind of competition other than good goods and good service, is entirely foreign to his method of conducting business. Mr. Bell's present store is about 18x40 feet and the new addition is a little smaller.

Hardy Bros. have taken over the Im-

perial grocery at Parliament and Gerrard Sts., and are conducting there a strictly cash business. Both young men, Horace and Charles, are experienced in business and they have the vim to make things go. Each Friday they issue several thousand hand bills giving special prices for Saturday. They make a specialty of butter and eggs and by good buying are able to attract a lot of business under that head and always sell at a fair margin of profit, too. Last Saturday they started with 500 pounds of butter and by 7 p.m. it was all gone.

John Pettigrew, who has conducted a grocery business on Queen St. at Brock Ave. for 16 years, has for some years carried on a profitable venture in potted plants. Being on a corner and having a wide boulevard, he uses it to set out a large display of potted plants of the ordinary garden variety. He secures the services of an expert gardener to do the selling and the venture continues several weeks each spring.

The grocers' section of the Toronto Retail Merchants' Association made a visit in strength to the factory of the well known Battle Creek health foods.

C.O.F. Convention.

Chatham this week has been en fete, particularly King Street, where the entire business portion of the thoroughfare from one end to another was aglow with flags. The occasion was the provincial convention of the Catholic Order of Foresters, and the enterprising merchants of the Maple City surpassed themselves in their decorations in honor of the visitors, of whom there were several hundred from various parts of the province.

A New Industry.

Chatham is to have a new industry, the ratepayers last week having, by the very decided vote of 1,271 to 91 pronounced in favor of granting the Wolverine Brass Co., of Grand Rapids, Mich., certain concessions, including a $20,000 loan to induce them to locate here. The by-law was strongly backed by both the Board of Trade and the local Retail Merchants' Association, and the combination proved a winner. Between rain and mud, the day was decidedly unfavorable, but the workers were out in force, and, as usual when

quantity of their beets this year measured up to a certain standard, he would build a factory here next year.

Mr. Anderson's Accident.

Mr. Anderson, the energetic secretary of the grocers' section of the local R. M. A., narrowly escaped a serious accident Tuesday evening. He was driving down King Street to attend the R. M. A. meeting when his horse took fright and bolted. The horse and rig collided with a telegraph pole with such force as to move the latter an inch or more and badly damaged the rig. Mr. Anderson was badly shaken up, but was able to walk home.

Much regret was expressed by his fellow members of the R. M. A. at Mr. Anderson's accident. He has been one of the most faithful and zealous members of that organization, and a meeting without him seems to lack something of completeness.

Retailers Meet.

Owing to Mr. Anderson's accident, no report was presented at the retailers' meeting Tuesday evening, upon the Wednesday market day project. The committee, of which Mr. Anderson is head, have the matter well in hand,

Grocers' Section, Toronto Retail Merchants Association, at Cowan Chocolate Factory.

Cowan Chocolate Co. recently. They were very hospitably received and after "seeing the works" from mainspring to minute hand were entertained at a pleasant luncheon. Before leaving a record of the event was taken by camera and the accompanying illustration shows the engraver's copy of the record.

CHATHAM.

Joseph Barassin, head clerk in Harry A. Andrews' grocery, who has been quite ill for some time past, is now improving.

Ingram Taylor, formerly connected with the grocery business here, left last week for Edmonton, Alta.

Geo. S. Heyward, local representative of the Queen City Oil Co., and wholesale tea merchant, has opened an office on Fifth Street.

V. J. Bosworth, the William Street grocer, is making a leading specialty of

work was to be done, the grocers were in the forefront.

No Sugar Factory Yet.

For some time past Chairman Westman of the civic industrial committee has been in communication with Capt. Davidson, beet sugar magnate, with reference to the location of a sugar factory in Chatham. Capt. Davidson will be remembered as the capitalist who, on account of an assessment dispute a few years ago, removed his factory from Dresden, Ont., to Janesville, Wis. He has several times expressed himself favorably regarding Chatham as a location, and it was at one time expected that the factory would be located here this season.

Ald. Westman says, however, that in his last letter Capt. Davidson stated that he had the farmers of Kent on a sort of probation. If the quality and

however, and developments may be looked for in the near future. The board of trade are acting conjointly with the R. M. A. in endeavoring to secure excursion rates to Chatham from outside points on Wednesdays and Saturdays. The various railways have been communicated with. To counteract the effect of the cheap Thursday excursions to Detroit, the lines have been asked to run similar excursions on Wednesdays and Saturdays from Detroit to Chatham.

There was an informal discussion regarding the Thursday half holiday during the summer. The feeling of the meeting was, however, rather opposed to the project. One member declared that during the summer months the afternoon was the best part of the day for business; adding that the half day off spoiled the morning as well. Objection was also made that farmers,

coming to town and finding the stores all closed, didn't take kindly to the innovation. The consensus of opinion was that, by closing earlier in the evening, better results would be obtained.

Chairman Austin, of the civic finance committee, reported that the subject of the business assessment of local reeailers—30 vs. 35 per cent.—would be taken up by that committee with the city solicitor on Thursday. A report will probably be brought in at Monday evening's council meeting.

It was also reported that the property committee, to whom had been referred the remitting of Wednesday market fees as a means of encouraging marketing on that day, had as yet made no report.

Secretary Winterstein reported that with the formation of a drug section recently, the organization of all the sections of the local R. M. A. was practically complete.

Several members stated that the credit reporting system of the association had worked well in bringing delinquent debtors to time, and the association decided to order a further supply of collection books.

Wallaceburg Board of Trade.

At a meeting of the Wallaceburg Board of Trade last week, T. C. Burgess was elected treasurer of that body, and the following were appointed to the executive: Dr. Mitchell, Wm. McNairnie, S. D. Crothers, A. J. Hawken, A. E. O'Flynn, Capt. Scott.

The board intend to make a grant in aid of the Firemen's Demonstration on Aug. 6, 7, and 8. The matter of canvassing for new industries was also discussed, and it is understood that earnest efforts are to be made to boom the town along this line.

Won't Celebrate the First.

Despite the efforts of Wm. Anderson, who has always strongly advocated it, there will be no Dominion Day celebration this year. The matter was brought up at the Retail Merchants' Association awhile ago, but the general opinion was that it was too late to do anything. There is a strong probability, however, that a celebration of some kind may take place later in the season, on Civic Holiday or Labor Day.

HAMILTON.

Brantford sent down four of her best looking grocers to complete arrangements for their annual picnic. For some years now Brantford has been joining Hamilton grocers in their annual outing and this year the grocers of both cities will have the opportunity of fraternizing at Niagara Falls. The deputation consisted of the president, Mr. Barnes, and Messrs. Harp Bros. and Foulds. They were right cordially welcomed and entertained by the Hamilton grocers and arrangements satisfactory to both parties were made. The picnic will be the best ever, as the details being rounded up go to show that in our chairman, Mr. Main, we have a hustler who is leaving nothing undone to make it a jolly outing. Grocers are advising their customers to get the buttons sewed on tight as the fun will be furious. Among other attractions will be Messrs. Burjau and Doleman, the celebrated German comedians, who have been secured for the day at considerable expense and who will give their side-splitting selections in the park for the benefit of all.

There is considerable friction between the wholesale and retail trade here in regard to the retailing of goods to consumers. When city travelers are asked by their firms to call on others than the legitimate trade it must be humiliating to them. Any small restaurant or lunch counter with a pie in the window seems to be considered on the same footing as a grocery store. I can't see count, weigh, measure and gauge under and let the best groceries support them.

A little word here about receiving goods. I don't believe one grocer out of ten looks after this end of his business as closely as he should. Let us count, weigh, measure and gauge everyeverything we buy. It is time well spent and gives the dealer who does it more prestige with the jobber because they prefer to sell goods to a man who is looking closely after every detail of his business.

INGERSOLL.

Farmers and others who are engaged in the growing of tomatoes on a large scale are beginning to take a serious view of the situation caused by the unseasonable weather, and it is probably none too early for consumers of this popular canned vegetable to give some thought to the crop outlook. On making enquiries your correspondent was informed that it was the intention of the Ingersoll Canning Co. to transplant about three hundred thousand tomato plants this season. The constant cold and wet weather has materially interfered with the work of transplanting the plants and up to the present time but very little of it has been done. The Ingersoll Company has a very large acreage in Elgin county for the growing of tomatoes. The soil is particularly adapted for this vegetable and in former years splendid crops have been realized. Your correspondent was also informed that the present season was several weeks late and the prospects at the present time are not all encouraging, although every effort will be put forth to rush the work as soon as the weather conditions are more propitious. It is the intention of the company to increase the number of their employes this fall. With favorable weather from now on it is felt that a good crop of tomatoes should be had and in this event the Ingersoll factory will give employment to at least fifty hands during the busy season.

The death of a former highly respected resident, in the person of Mrs. Slawson, relict of the late C. H. Slawson, occurred at Spokane, Wash., last week. The remains were accompanied to Ingersoll by C. S. Slawson, son of the deceased, and the funeral took place from St. James' church on Tuesday afternoon to the Ingersoll rural cemetery.

Many farmers, who were interviewed by your correspondent, stated that the fall wheat was being damaged to a serious extent by a grub that has attacked the roots. Otherwise the wheat has wintered very well in the sections surrounding Ingersoll, but it is feared that the grub pest will have a very serious effect. The farmers also state that the hay crop will be far below that of previous years. This is due to the backward weather. It is the opinion of many farmers that the month of May governs the hay crop. They argue that if the weather is warm, with only occasional rains, that the hay obtains a growth then which it does not during any other month.

Generosity is a characteristic of the Ingersoll merchants, and they are invariably loyal to all movements under local auspices. This fact has been emphasized by their attitude during the past couple of weeks. As already mentioned, a monster Orange celebration will be held here on the 12th of July, and on Dominion Day the Ingersoll Gun Club will hold a big trap shooting tournament. Committees from the Gun Club and the Orange Lodge have made their rounds of the merchants soliciting prizes for these two events, and they met with splendid success.

On Tuesday George A. Mountain, of Ottawa, chief engineer of the Board of Railway Commissioners, and A. George Blair, law clerk, were in town taking evidence in connection with the proposed spur line to the factory of the Ingersoll Packing Co. At a recent session of the Railway Commission in Toronto the Commission ordered that an engineer's report be prepared and submitted. Several witnesses were heard and both sides of the matter fully gone into.

Eggs continue to be one of the most valuable products on the local market. The supply is far below that of previous years, for which, as in many other cases, the unseasonable weather is being held responsible. It has been a long time since the people of this town were compelled to pay sixteen cents per dozen for eggs at this season of the year, but this is the ruling figure and the purchaser has the alternative of taking them at this price or leaving them, for the sellers have the advantage of a limited supply on their side and a refusal one minute will mean a ready sale in another. The price has kept up so well that many people are inclined to the belief that it will show very little, if any, decline. It is at this particular season that eggs are usually the cheapest, but the hens do not appear to be thriving as previously, and if the weather continues cool, it is believed that there will be very little falling off in the price. Another feature that will no doubt enhance the value of eggs is the fact that but little success has been had thus far in raising chickens. The weather has been anything but favorable for young chicks, which will mean that many egg producers will have to rely almost entirely on their old hens for their winter's supply, as pullets raised after this date are not at all likely to commence laying before the middle of the winter or early spring. Viewed from a most optimistic standpoint the situation is indeed one of complications. In addition to a shortage of eggs during the fall and winter there is also the prospect of a shortage of poultry and the attendant higher prices.

While this is essentially a dairying section, and one of the most famous of this fair Dominion, the great proportion of the milk supply is directed to the cheese factories and the factory of the St. Charles Condensing Company, in this town. Comparatively few of the farmers do their own butter-making, as they find it more profitable to take their milk to the cheese factories. Much of the butter that is consumed here is im-

ported from districts where cheese factories are not so plentiful as in this territory. During recent years the demand has steadily increased for creamery butter, and the average consumer willingly pays a higher price for it than the dairy product.

The St. Charles Condensing Company, which has here one of the finest equipped factories to be found in Canada, is considering the advisability of locating another plant somewhere in western Ontario and a number of towns are already making a bid for the proposed industry.

The business has grown to such an extent that the local plant is unable to handle it. Woodstock and Tillsonburg have been giving much serious thought to securing the proposed industry, while St. Marys and Listowel are also on the alert. The last mentioned towns sent deputations here, both of which were headed by the mayor of the town, and the plant was thoroughly inspected. Both deputations were delighted with the fine factory, its splendid equipment and the convincing evidence of the large volume of business.

GALT.

The grocery and retail trade in general in Galt continues very quiet. The Horse Show which was held on the last three days of last week brightened things up considerably. The show, which is one of the best in Canada, was bigger and better than ever before. It is estimated that there was in the neighborhood of 1,500 visitors in town during the days of the show. The windows of a number of the retail merchants were appropriately decorated for the occasion. A half holiday was observed during one of the days of the show.

Geo. Mutch, who is opening a grocery store on Bruce Street, is about ready to begin business. The new store, which is about completed, is very modern and with his many friends Mr. Mutch should meet with success.

The grocery store of Patrick Radigan which has been undergoing extensive improvements, presents a very creditable appearance, and adds greatly to the appearance of Main Street.

The grocers in Galt were greatly elated at the fine weather of Friday and Saturday last, and had pictured in their minds a view of their windows piled with strawberries and other early fruits. But with Monday came April weather again, and the vision of strawberry windows vanished.

The weekly half holiday agitation has vanished, and the clerks have buried their hopes of a weekly outing during one day of the summer months. The premature demise of the scheme was owing to the contrary stand taken by two or three of the leading merchants. That this beneficial idea should be dropped is surely a mistake. It is quite possible that the druggists and jewelers may declare a weekly half holiday, irrespective of the action of the other merchants.

Hollands & McAuley, who recently opened a grocery store on South Water Street, are rapidly forging to the front and already this store has an enviable reputation.

"It looks as if we were not going to have Canadian-grown strawberries before the end of June this year," said Hugh Walker, of the firm of Deans & Walker, to your correspondent to-day. "In many previous years we have had Canadian strawberries on sale as early as June 6th, and they were of excellent quality, too. However, it appears that we will not grow wealthy over our transactions in fruit this year." Mr. Walker has strawberries on sale, imported from the south, and which retail at 25 cents per box.

The market on Saturday was largely attended. The farmers have about completed their seeding operations. Butter, 25c per lb.; eggs, 17c dozen; onions, radishes, etc., 5c bunch; chickens, 60c each; potatoes, $1.20 per bag. A number of farmers were questioned regarding the effect the backward weather would have on the crops in general. Those interviewed one and all stated that while the weather was undoubtedly very backward, there was no cause for alarm, and that from present indications the crops would be fully equal to those of previous years. It would appear from the above statement that the rumors regarding light crops are to be believed with caution.

PETERBOROUGH.

The farmers' excursion left the city Wednesday morning for Guelph Experimental Farm and there was a big crowd on board the special train. Many city men, including merchants and their clerks, accompanied them.

The Retail Merchants' Association is up in arms again. This time it is because the police have been instructed to enforce what is known as the Bonfire By-law. It provides that no merchant can leave packing boxes, or waste material of any kind, in the lanes or in their back yards. This morning the president of the association was before the magistrate, charged with leaving some boxes in the yard at the rear of his store. The case was enlarged for eight days. What the merchants are indignant about is that they cannot leave an ordinary packing box in their back yard. They claim that the mayor and police are altogether too officious and are going too far. It was only a few weeks ago that several merchants were fined for blocking the walks; then the sign by-law came up, and now the bonfire by-law. The mayor claims the Canadian Fire Insurance Underwriters' Association forces him to put the by-law into force. The merchants answer this with the statement that the Canadian Fire Insurance Underwriters have nothing to do with it. The insurance men do not pay more than a couple of thousand dollars a year for losses by fires in this city and they take out about $100,000 a year in premiums. It is time, the merchants think, that the council took a hand in the matter and dictated to the insurance companies. If the city carried the fire risks instead of the Underwriters' Association, the president claims the insurance men would soon come down off their high horse. It is likely the retail merchants will hold a meeting before the case against the president comes up again.

On Saturday morning the chief of police and three of his men made a raid on the market and seized all the butter that thirteen women were offering for sale. For some time past there have been complaints of short weight in butter and the police undertook to find out what grounds the citizens had. The result was that of the thirteen women who appeared in police court, only two had fulll weight in their prints. Two or three were only half an ounce short, while eight were from one to two ounces short per pound. These were fined $2 and costs and their butter given back to them, although most of the farmers' wives took their butter back home. Needless to say, the women were very much excited and the incident caused general comment throughout the entire city. The police and the magistrate did not accuse the ladies of fraud, but the fine was made to encourage them to be more careful, as they stated that they had not weighed their butter. There is far too much carelessness on behalf of the farmers of this district and the householders in the city have been paying the top prices for a whole lot of things they do not get.

A Hard By-law.

C. B. Routley, President of the Retail Merchants' Association, who was charged in the police court Monday with having a number of packing boxes in his yard, contrary to the by-law, in conversation with a Grocer correspondent, said :

"Mayor McWilliams, since coming into office, has shown his hand in a way which seems very unfriendly to the merchants of Peterborough. The claim is that the insurance companies demand that the merchants shall not keep packing boxes in their yards, and our city fathers agree to protect these corporations in their contention so that our city is thus the agent agreeing to protect the companies who make thousands of dollars every year out of Peterborough. They say : 'We like your money but on any risk we want $90 out of every $100 paid to us.'

"I venture to say there is collected in Peterborough one hundred thousand dollars a year for insurance, and that the companies combined do not have losses aggregating fifteen thousand.

"I, for one, think it would not be a bad idea for our city to do its own insuring; then we would not be dictated to by a company of capitalists. The companies have a right to give the city of Peterborough a lower rate, considering the small losses during the past 25 years. I believe that it would be a good thing to keep the money in the city. I also think that the reductions we receive in our water rates would not hold a patch to the enormous dividends or rebate that we would get, providing the city undertook to protect its citizens in this matter. It is high time that our city fathers took a stand and demanded a lower rate, and not put up with the dictation of rich corporations. As long as the companies can make objections to this, that, and the other thing, and have our officials carry out their ideas it is all right, but for goodness' sake don't ask them to give back any of the money they collect in this city."

A. Boeckh, Montreal manager of United Factories, Limited, was in Toronto for a few days on business with the company.

BLACK SEA AND RETURN.

H. P. Eckardt Back From Holiday in Southern Europe.

H. P. Eckardt, Toronto, returned last week from his annual trip abroad with his family. This year he sojourned again in the Mediterranean, most of the time in southern Europe. He went first to Palermo and spent a month among the lemon groves of Sicily. The first move was into Africa, and a fortnight was passed very interestingly and pleasantly at Tunis, which Mr. Eckardt, in conversation with a Canadian Grocer representative, described as the most interesting city he had ever visited. The flowing white robes of the native Arabs are a picturesque feature, and in the booths which line the narrow paths, which serve as streets, trade is carried on as it was thousands of years ago. In the country adjacent to Tunis vegetables are extensively grown for the French market. They are brought to Tunis on camels, and on February 1st, in the market there, Mr. Eckardt saw vegetables of every variety. The weather was like what is normally known as June weather in Canada. In the European section of the city, which is French, there are modern stores and up-to-date hotels.

Returning to Palermo, Mr. Eckardt and his family took ship for Smyrna, thence with little delay going on the Athens, calling on the way at Crete. The capital of Greece Mr. Eckardt described as one of the most modern cities of Europe. The principal buildings are handsome and of stone, the streets are wide, well paved and well kept, and the stores are quite equal to those of America.

"There doesn't seem to be any wholesale section in those cities," remarked Mr. Eckardt. "I don't know how trade is carried on unless the retailers are nearly all direct buyers."

The next point of contact was Constantinople. "The most beautiful city in the world to approach and the dirtiest and most unpleasant to be in," was Mr. Eckardt's opinion of it. In addition to the filth there were the numberless pariah dogs, sacred to the unsanitary habits of the Turks, whose howlings and barkings made sleep out of the question even in the best European hotels.

From the unspeakable capital of the Turk the route was laid by steamer to Odessa, the principal seaport of Russia. The first hour and a half lay through the straits of the Bosphorus, said to be one of the finest bits of scenery in the world. Both Asian and European shores rise gently to a considerable height, and set amid the green foliage are the summer palaces of princes and the villas of wealthy Turks and foreign ambassadors. The scars of the naval mutiny of two years ago were still visible at Odessa. The captain of the vessel on which were Mr. Eckardt and his family had commanded the German vessel held in Odessa at the time to take off German refugees, and he told an interesting story of the remarkable mutiny. Mr. Eckardt was impressed by Odessa principally because he was surprised by its modernness. The people seemed prosperous and were well dressed. A trip was made to Nicolaiaf, farther up the river, and now the grain port of southern Russia, a business which Odessa lost on account of labor troubles. There women work in the holds of the grain vessels, trimming the cargoes, work which men cannot be got to do.

Mr. Eckardt returned almost directly to Naples and went thence to the Italian lake country for a fortnight. He returned home via Paris and London.

JOHN WALDIE DEAD.

John Waldie, a leader in the lumbering industry, died suddenly at his home in Toronto Wednesday. For many years Mr. Waldie was a large general merchant at Burlington, and it was there he laid the foundation of his fortune.

CANNOT PROSECUTE SALMON SHIPPERS.

Montreal civic authorities have decided that no action can be taken against the parties who shipped several thousand tins of putrid salmon to that city. A city attorney visited Toronto to see if sufficient evidence was obtainable to issue a warrant, but on returning reported there was no evidence that fish had been shipped in bad faith. A certain amount had been good, and bad faith could not be proved.

Chief Dectective Carpenter reports detectives were unable to get evidence justifying issuing a warrant. City Attorney Ethier says that consequently it is impossible the law department can proceed. He says that July 1 the new federal law comes into effect, which will give inspectors the right to prevent shipping such dangerous food in future.

READY TO FIGHT.

There are some malicious persons who, in their anxiety to sell other shoe polish, have falsely stated that "2 in 1" shoe polish injures leather.

The proprietors of "2 in 1" will be pleased to have any person who has positive proof that the above statement has been made, communicate with the F. F. Dalley Co., of Hamilton, Canada, or their solicitors, Scott & Robertson, Federal Life Bldg., Hamilton.

The proprietors intend to enter suit against all persons who resort to unbusinesslike tactics in trying to belittle the virtues of "2 in 1" shoe polish.

LIVE-FOR-EVER BRUSHES.

A traveler sends this story and vouches for it:

In a large eastern city a gentleman recently had the pleasure of having his attention called in a very striking way to the superiority of goods of Canadian manufacture. Happening to be in a boot-shining parlor, the customer was informed by the young man who was wielding the brushes that the pair of brushes with which he had just shined the boots so nicely had been used constantly by him for ever seven years. "I shine about nine thousand pairs of boots a year," said the bootblack, "and this pair of brushes have, therefore, done over sixty-three thousand pairs for me. Moreover," he said, "the fellow who was here before me had the brushes three or four years before I took the job." The customer's curiosity was aroused and, looking at the brushes, he was delighted to find on each handle the name of a Canadian manufacturer. It is putting it mildly to say that the gentleman in question walked down street with a stronger faith than ever in Canadian goods.

DOUBLE EXPRESS CHARGES.

To the editor of The Canadian Grocer —Did you ever get an express parcel and see it plainly marked across tag, or on parcel, prepaid, and driver deliver it to you and want to collect charges over again? The writer desires to call the attention of merchants to this practice, which has been going on for some time unnoticed. It may be the fault of billing clerks at either end, but is a grievance of long standing, and the sooner it is looked into by some officials of Dominion and Canadian Express Companies the better, or some of the Government people will give them more trouble. Once they get your money it is hard and tedious to get a refund. I have had two parcels sent me lately which were plainly marked "prepaid," and the agent at destination wanted to collect again. Of course, drivers can do nothing, only carry out their orders.

TRAVELER.

J. H. CHRISTIE DEAD.

Friends of J. H. Christie, one of the oldest travelers in the grocery business, will be sorry to learn of his death. He passed away in Montreal Wednesday of this week. At the time of his death Mr. Christie was traveling for William Galbraith & Son, Montreal.

GROCER SALESMEN MARRIED.

Norman Wesley Lumbers, sixth and youngest son of James Lumbers, Toronto and a city traveler for his father, was married on Thursday of last week to Miss Gladys Montgomery at the home of the bride's grandparents, 22 Isabella St. The officiating clergyman was Rev. Mr. Gandier, of St. James' Square Presbyterian Church. The young couple have gone on a month's trip to American cities.

W. E. McMurtry, Toronto, of The Eby, Blain Co. salesroom staff, was married June 1st to Miss H. L. Hostrawser, of Toronto. The ceremony was held in the Church of the Redeemer, and was followed by a wedding luncheon at the home of the bride's parents. Mr. and Mrs. McMurtry visited the Eastern States on their honeymoon.

J. M. Brayley, agent for the Kentucky Refining Company, makers of refined oils, Louisville, Ky., has removed to 322 Notre Dame street east. Mr. Brayley is pushing various oils of this company in Montreal and seems to be doing considerable business.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:—
Beans—Advanced.
Canned goods—Very scarce.
Lard—Firm.

Montreal, June 13, 1907.

Markets this week are firm, speaking generally, and, everything considered, business is good. Orders being taken are more of a sorting nature than anything else. Collections are satisfactory.

Canned goods continue extremely scarce, while demand seems all the stronger for this. Few firms expect to carry anything through to the new pack. Sugar is about steady, but there may be a change in the near future, and it is not likely to be an advance. Buying meanwhile is being done in a small way. Syrups are in fair demand at the recent advance, while molasses is called for in every quarter. Japan teas are quite interesting. Reports from Japan state that the firm tone of the market is maintained. Prospects are for a good second crop. Black teas are selling. Activity in dried fruits is confined mostly to prunes, although some raisins and a few currants are selling. The latter appear stronger. Orders are being taken for valencia raisins, new crop, at open prices. It is early yet, however, to say anything definite as to what figures will rule when the market opens in earnest. Beans are very firm at figures quoted. Evaporated apples are steady at 10c.

SUGAR — The market is stationary at present, the inclination in prices being hard to define. It does not appear likely that any advance will occur, while, on the other hand, refiners are not telling everybody that prices are about to drop. Buying is not great, mostly small lots being sold where business is transacted.

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" " " 25 lbs	5 75
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES — Corn syrups do not appear to be selling so well at the recent advance. Grocers are apparently waiting for further developments in the market. Molasses is in good demand.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" in barrels	0 31½	0 32½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA — Reports from Japan state that the market continues firm in tone, but there has been no material advance in prices. Present figures are high and anyone doing business is forced to meet them. The outlook for second crop teas, which interests Canadians most, is favorable. Ceylons and Indians have not changed since last report. Black teas continue in strong demand.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES — Good orders are being filled at prices quoted below:

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09½
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and grouud 20 per cent. additional.

FOREIGN DRIED FRUITS — Currants are rather stronger than last week but no change is to be recorded in prices. Raisins are steady. Some valencias are being sold at prices which are good for those who bought them early. Orders for new crop valencias are being taken by one Spanish house at open prices. Prospects appear good, but no idea can be given at to what the price will be. Orders taken are subject to confirmation. Many jobbers are still undecided whether they will handle valencias or Californias, owing to the price question. Prunes continue to sell. Peels, orange and lemon, are up one cent.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees per lb	0 04	0 04½
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 60
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
Californian Raisins—		
Fancy seeded 1-lb. pkgs		0 11
Choice seeded, 1-lb. pkgs		0 10½
Loose Muscatels 3 crown		0 09½
" 4 crown		0 10
Prunes—		per lb.
30-40s		0 09½
40-50s		0 08½
50-60s		0 08
60-70s		0 07½
70-80s		0 07
80-90s		0 06
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 06¼
" " 100-120s	0 04½	0 05
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

SPICES — There is a fair demand for spices, at unchanged figures.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES—Holdings are being cleaned up, and it is not thought that the market is very well loaded now. Dealers are asking 10c. for anything they have to offer.

BEANS — Beans are very strong and prices are fully 10c. higher than the lowest quoted last week. There is some buying but not much, owing to the rising market.

Choice prime beans	1 50
Soup peas, whole, bag 2 bushel	2 25 2 30

RICE AND TAPIOCA — Rice is featureless. Tapioca is firm and higher for present business. Orders are being placed for delivery the early part of August at slightly lower figures, and it is expected that better prices will be given the retail trade in the future.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08½

MAPLE PRODUCTS — Little business is being transacted in maple goods, the season being over to all intents and purposes. Nominal prices are quoted below.

Pure maple syrup, bulk, per lb.	0 08
Compound maple syrup, per lb.	0 05
Pure Townships sugar, per lb	0 07 0 08

CANNED GOODS

MONTREAL—Each week the scarcity of certain lines of canned goods, notably corn, peas, beans, tomatoes, strawberries, peaches, is more marked. Some lines absolutely cannot be obtained for love or money, while other varieties, when obtainable, are of second quality. Any firm handling the right goods in these lines can make money to-day. In one section of the country it is reported that a considerable quantity of four-year-old stuff was offered and taken up, and this is selling at low prices.

TORONTO — There is a good movement of all lines, but practically all fruits are getting into very small compass and many jobbers are entirely out of a number of lines. There are still a few peaches, pears, blue plums, cherries and some, very few, strawberries. The

demand for vegetables is also very satisfactory, but as yet it does not appear that there will be a shortage of anything. If any of the three staples run out it will be tomatoes. The Canadian Canners have issued notice that they will not pack any asparagus this season because of the failure of the crop. This is the first intimation in regard to this season's pack and it is not promising.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 49
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59
VEGETABLE		
Asparagus—		
2's, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60
SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 83
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00
FISH.		
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½'s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ½ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40
MEATS, ETC.		
Beef, corned 1s, per doz	....	1 400
" 2s, "	....	2 5
" 6s, "	....	7 50
" 14s. "	....	17 50

	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS:—
Prunes—Higher.
Sugar—Slow.
Large pines—Scarce.
Butter—Lower.

Toronto, June 13, 1907.

The grocery business is very active and if sugar were moving as usual at this season trade would be bulking large indeed. Wholesalers generally report things brisker than a week ago. Sugar is the only article in which a better movement might be expected. The outgo of canned goods is very satisfactory. All fruits are getting into very small compass and not a few jobbers are out of many lines. Vegetables are in good demand. The new crop must now be late. There is plenty of corn and peas but it is not expected that many tomatoes will be carried over. The first line on the new pack arrived this week with an intimation from the Canadian Canners that they would not be able to pack any asparagus this year because the crop was practically a failure.

The raw sugar market continues weak, but a decline in refined is not anticipated.

The very strong position of new crop prunes at the coast has encouraged jobbers here to advance spot prices. At present quotations are somewhat irregular, but stocks are small and a general advance in all sizes is anticipated. Largest sizes are practically cleaned up now.

In all lines of groceries prices are strong. Collections are reported satisfactory.

TEA — Prices continue firm, but trade is dull, both jobbers and retailers buying only from hand to mouth.

COFFEE — Willett & Gray, New York, in their latest weekly report say:

"The large increase in the world's visible for the month of May, although daily foreshadowed by the receipts, naturally made an impression on the mind of the coffee world. It is claimed that the current crop is not only fully as large as our previous estimates but that it is also coming to market in proportion, as holders are not keeping back supplies more than they can possibly avoid. But the large yield and free movement of the present Santos crop have had the effect with the Government to increase its purchases, and while the impression formerly was that the total quantity the Government would take of this crop would not exceed seven million bags, we ascertain that the purchases will be continued up to even 8,000,000 bags or more."

SUGAR — The New York market for raws has been weak but European beet remains about steady. Supplies have accumulated with the New York refiners because of the longshoremen's strike and

the unseasonable weather has checked consumption. Willett & Gray, reviewing the market last week, say:

"Sellers made the first movement for a change of quotations from the former quiet and steady market.

"The continuation of circumstances against them led to the legitimate result of a pressure to sell and decline in quotations irrespective of future values when the abnormal condition of strikes, bad weather, and reduced demand for refined product has passed by. In the meantime, spot and nearby sugar must be sold, and refiners, being greatly hampered in their receipt and caring for sugars bought long ago, could only take on new purchases at prices forced upon them.

"The business of the week in the sugars pressed for sale was mainly at basis of 3.86c. for 96 deg. test with final sales at 3.84c., showing decline of .06c. per lb. from the spot quotation of 3.90c. last week.

"At the close the position is still unchanged, the pressure to sell continues, and the ability to buy and take delivery is still less than before.

"Longshoremen's strikes, bad weather and limited demand for refined still govern the position, without indications of any let up in either direction.

"Hence further depression is likely to result for awhile, notwithstanding that Europe does not sympathize or participate in the tone and tendency of the markets here to any extent.

"Europe has fluctuated within 3d. for the week, opening at 10s. and closing at 9s. 11¼d. for beet sugar (parity of 4.09c. for 96 test centrifugals) and even gaining ¾d. for the next month deliveries.

"The European weather is cabled to us by Mr. Licht as unfavorable for the growing crop.

"Cuba centrals working are now reduced to seven, as against 68 last year. Week's receipts 7,000 tons, against 16,000 tons for corresponding week last year. Visible crop to date 1,350,000 tons, against 1,075,000 tons at same date last year."

Prices for refined locally continue unchanged and despite the weak condition of the market for raws a decline is not looked for. The movement of sugars is very light.

Paris lumps, in 50-lb. boxes	5 35
" in 100-lb. "	5 05 5 25
St. Lawrence granulated, barrels	4 70
Redpath's granulated	4 70
Acadia granulated	4 70
Berlin granulated	4 60
Phoenix	4 70
Bright coffee	4 50
Bright yellow	4 55
No. 3 yellow	4 55
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — Trade is quiet and prices unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 2 40
Corn syrup, bbl., per lb	0 03
" -bbls "	0 03½
" kegs "	0 03½
" 3 gal. pails, each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS — Prunes are the feature of the dried fruit market at present. They are in good demand. Stocks held here are small, and in view of the high and increasing prices for futures at the coast wholesalers are advancing spot prices. For the time being quotations are a little uneven, but the advance is almost sure to continue. There are no 30-40s to be had here. Tap figs are rather lower under pressure to reduce stocks.

Prunes, Santa Clara—	Per lb		Per lb.	
100-120s	0 05			
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07½ 0 07¾
80-90s "	0 06	0 06½	50-60s "	0 08
70-80s "	0 07		40-50s 25-lb "	0 09 0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—				
Lemon	0 11	0 11½	Citron	0 21 0 22
Orange	0 11	0 12		
Peaches, "			0 18	0 20
Figs—				
Elemes, per lb			0 13	0 15
Tapnets, "			0 03½	0 03¾
Bag Figs			0 04½	0 05

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 13, 1907.

BUTTER—Steady market and prices about the same.

CHEESE—Situation unchanged. Jobbers paying 11½c. to 12c.

EGGS—Good demand locally at unchanged prices.

PROVISIONS — Live hogs easier owing to increased receipts. Dressed quoted $10 per 100 lbs. Smoked meats in strong demand.

Currants—				
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½ 0 10
Patras	0 08½	0 08¾		
Uncleaned, ½c less.				
Raisins—				
Sultana			0 12½	0 15
" Fancy				
" Extra fancy				
Valencias, selected			0 09	0 09½
Seeded, 1-lb packets, fancy			0 11	0 11½
" 16 oz. packets, choice			0 10½	0 11
" 12 oz. "			0 09	0 09
Dates—				
Hallowees	0 05		Fards choicest	0 09
Saire	0 04½		" choice	0 08½
Domestic evaporated apples			0 09	0 09½

NUTS—Prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices are unchanged.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 75
Nutmeg	0 45 0 55
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA—There is a fair trade in these lines. Shipments of rice from Montreal have been delayed and caused a shortage of Rangoon and Standard B. with some jobbers.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 05½ 0 06
Java	0 06 0 07
Sago	0 04½ 0 05
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07½
" double goat	0 07½

BEANS—The market continues firm. Quotations here are unchanged.

Beans, hand picked, per bush	1 50 1 60
" prime No. 1 "	1 45 1 50
" Lima, per lb	0 06½ 0 07

HIDES AND WOOL—Trade in hides is still very slow. Calfskins are easier and sheepskins slightly lower.

Hides, inspected, cows and steers, No. 1	0 09½
" " " " No. 2	0 08½
Country hides, flat, per lb., cured	0 07½ 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 70 1 80
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 25
" " extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14

TORONTO CEREAL MARKETS.

FLOUR — The market is rather easier but prices are unchanged. Buying has falleh off but the mills are still busy on contracts. Large operators say they never saw such buying in Canada as characterized the past few weeks.

Manitoba Wheat.	
90 per cent. patents	4 90 5 00
85 " "	4 50
Strong bakers	4 30 4 40
Winter Wheat.	
Straight roller	4 25 4 35
Patents	4 45 4 55
Blended	4 35 4 40

CEREALS — The market for all lines continues firm and millers anticipate still higher prices. Stocks of Ontario wheat, which is the wheat used for cereals, are in small compass. The demand for oat products continues heavy and consumption is said to be heavier than for years at this season. The public, it is said, are tiring of breakfast foods and getting back to the old-fashioned staples.

Rolled wheat in barrels, 100 lbs	2 75 3 00
Rolled oats, in wood, per bbl	5 25
" in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, per bbl	5 55
" " " in bags 98 lbs	2 65

W E. MURRAY BEREAVED.

A sad bereavement came last week to W. E. Murray, Toronto, representative of the Canada Sugar Refining Co., in the death of his son, a recent graduate in medicine. The young doctor has been walking the hospitals in Toronto and was about to begin practice, and had a very bright future in his profession. He was ill but a few days. Mr. Murray has the deep sympathy of a wide circle of friends in the grocery trade.

WESTERN WHOLESALER DEAD.

W. J. Watson, partner in the wholesale firm of Kenneth Mackenzie & Co., and one of the pioneers of the wholesale trade in the west, died suddenly at Edmonton on June 4th.

NEW BRUNSWICK GROCERY NEWS

Eastern View of Sugar Situation—Fish Industry—Woodenware Factory Burned —Potato Situation in the Province—Fire in a Candy Factory.

(By Canadian Grocer Special Correspondents.)

St. John, N.B., June 10, 1907.

Business continues very good in all lines. Prices hold firm and there has been an advance in several lines during the past week.

Sugars—An advance is looked for shortly. The prices of sugars on this side of the Atlantic have for some time been much lower than in the European markets, which has been due to the low prices at which Cuban sugars have been selling. The production of this season's crop in Cuba is about to a close as there are now only seven centrals making sugar out of a total number of one hundred and eighty. It is estimated that New York or Paris will have to buy between 300,000 and 400,000 tons of beet or Java sugars, for which, of course, they will have to pay the ruling prices in those markets, consequently it is simply a question of time when prices on this side of the Atlantic must rule considerably higher than at present. For their immediate wants the New York refiners are well supplied, and are holding off from buying, and squeezing prices down on any lots that are forced on their markets for sale. It is expected that in a short time the situation on this side of the Atlantic will be very much improved in the interests of sellers.

Flour and Meals—Prices in Ontarios advanced fifteen cents during the week. Some of the dealers are looking for an advance in Manitobas, while others are inclined to think the present prices will rule for a time at least. Cornmeal is now at the highest figure it has been in some time, and bags are sold at $1.40. Oatmeal is higher in the primary market, but dealers here are well supplied and it is being sold at a figure lower than is being asked at the mills.

Fish—The merchants are getting their first lots of new cod. The market is holding firm and old fish are pretty well cleaned up. Smoked herring are much firmer. In harbor fishing, the run of gaspereaux is nearly over. The total catch is considerably below the average but the prices received have been higher than for several seasons, so that things will just about balance all round. Shad and salmon are being taken in limited quantities.

Other lines—New cheese is holding steady at about 13½ cents. In evaporated apples, stock is moving freely and the market is firmer. Prunes and raisins are somewhat higher and there has also been a slight advance in beans. The supply of onions is limited to Egyptian in bags, and the market is very firm.

Hall & Fairweather are making quite extensive alterations in their premises on Ward street. The offices are being remodeled, an additional private office being built. A hot water heating system is being put in and an electric elevator installed.

J. Hunter White, who has been in England on a combined business and pleasure trip, sails for home on the 11th.

Alderman John W. Vanwart and Donaldson Hunt, who have been spending a few days fishing at Bonney River, have returned home. They secured one hundred and twenty-nine trout.

W. R. Potter, manager of the Supply Co., at Canning, N.S., and Arthur Burgess, manager of the Trading Co. at the same place, were in the city last week on a business trip.

A disastrous fire occurred at Hampton, Friday, when all the buildings, except a small one occupied as an office, belonging to the Canada Woodenware Company, together with their extensive manufacturing plant, finished stock and lumber in the dry house, etc., were destroyed. The company's loss will be about $30,000, and some 35 hands are thrown out of employment.

The new manufacturing industry was just entering upon its second year's enterprise and orders were coming in which bid fair to keep a large staff busy in working up a successful business. Pails, tubs and other forms of woodenware were turned out. The company carried $18,000 insurance.

A fire which broke out in the premises of the White Candy Company, on Union street, Friday night, did about $2,500 damage. The blaze started on the fourth floor in the manufacturing department and kept the firemen busy for about an hour.

Thomas White, president of the company, and Mrs. White, are in Montreal on their way to Scotland, and Thomas F. White, manager of the business, is on his way home from England.

The fire came at a very bad time, as the factory has been working night and day to fill orders. The rush has been almost as bad as the Christmas season. Repairs are being made.

W. Alexander Porter has secured the agency here for Noxie Kola, a bottled beverage put up by F. B. Perkins, of Waterloo, Quebec, and he received a carload last week for which he is meeting with a ready sale. A team for demonstration purposes will be sent here in a few days.

From all over the province come reports of the scarcity of potatoes and the consequent high prices. A correspondent at Hopwell Hill, Albert county, says: "It is something unusual for the residents of this farming section to be paying $1 a bushel, which is the price now being given for coppers, other varieties bringing as high as 90 cents. The merchants here have been importing Island potatoes from Moncton, and have been told by the dealers there that they will not be able to guarantee any after next week, there being considerable danger of a potato famine."

A Hartland correspondent writes:—"Throughout Carleton and Victoria counties the potato industry has sprung into amazing proportions. Last year the two counties raised five times as many potatoes as any previous year. This season the acreage is ten times that of last year. Forty thousand dollars worth of superphosphate has been sold in this village this spring. The sales reached to about $4,000 last year. Many farmers have planted from 25 to 40 acres. Last season showed an average profit of about $50 an acre."

Quite a curiosity, in the shape of an egg, was seen a few days ago in Hawker's drug store, Prince William street. A case of eggs had been received for use at the soda fountain and on the top was one which was thought too small to give to a customer and the boy was told to break it and give it to the cat. Upon breaking the shell he found a perfect yolk and inside it another egg, about as large as a canary's egg, perfectly formed, with a shell on it.

T. Rankine & Sons, biscuit manufacturers, have granted the Saturday half-holiday to their employes during the months of June, July and August.

W. Hawksley Merritt, who for many years has been in the retail grocery business here, as a member of the firm of Puddington & Merritt, left recently with his family for British Columbia, where he will locate.

FRUITS and VEGETABLES

We are in touch with leading shippers and can supply **the best at closest prices.**

J. R. CLOGG & CO.,

82 ST. ANTOINE ST., - MONTREAL

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 13, 1907.)

Ideal growing weather has prevailed for three or four weeks now, and in spite of the late opening of the summer season the prospects for a "bumper" crop are now considered excellent. Farmers have been so busy seeding that the eastward shipments of last season's wheat have not been so heavy as was looked for but the movement will be very large from this time on.

Advance in prunes and white beans and continued firmness of the rolled oats market are the features this week. Owing to the advance in wheat "meat of wheat," a breakfast food manufactured in the west, has been advanced in price.

CANNED GOODS — Several lines of canned fruits are in scant supply. Quotations continue as follows:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 05
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—	
golden wax, "	1 98 1 93
refugee, "	1 98 1 93
" crystal wax	2 18 2 13
Corn—	
2's	2 13 2 08
Peas—	
(No. 4) 2's "	1 98 1 93
(No. 3) 2's "	2 18 2 13
(No. 2) 2's sweet wrinkle	2 28 2 23
(No. 1) 2's extra fine sifted	2 78 2 73
Succotash—	
2's "	2 63 2 58
Beets—	
whole, "	2 08
sliced, "	2 28
whole, 3-lb., "	2 64
sliced, " "	2 84
Spinach—	
2's, per doz	3 13 3 08
3's "	4 09 4 04
gallon, per doz	11 10
Asparagus per doz	2 89
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
" refugee	1 98 1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

SUGAR — Prices are as follows since the decline noted in last issue:

Montreal granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" in sacks	4 65
Wallaceburg, in bbls	5 10
" in sacks	5 05
Berlin, granulated in bbls	5 00
" " " sacks	5 05
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 40
Powdered sugar, in bbls	5 60
" in boxes	5 80
" in small quantities	5 85
Lump, hard, in bbls	6 15
" " in ½-bbls	6 15
" " in 100-lb cases	6 15

SYRUPS AND MOLASSES — No change since the advance in corn syrups noted last week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03⅝
" " Sugar syrup, per lb	0 03⅝
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" **Maracaibo**	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08¾
" " 12 oz pkgs., per doz	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

STARCH — As noted in last week's issue, there has been a general advance in corn and laundry starches averaging ½-cent per lb.

CHOCOLATE AND COCOA — As noted in last week's issue, chocolates and cocoas have been generally advanced about one cent per lb.

FOREIGN DRIED FRUITS—Prunes have been advanced. We quote:

Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " 3 "	0 10½
" " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb	0 05½
" 90-100 "	0 06
" 80-90 "	0 06½
" 70-80 "	0 07
" 60-70 "	0 07½
" 50-60 "	0 08
" 40-50 "	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 21½
Apricots, standard in 25-lb. boxes, per lb	0 21½
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian exaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4½ cents per lb. We quote:

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04¾
Rangoon rice, per lb	0 04 0 04¼
Patna " "	0 04¾
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL — Rolled oats have been advanced and prices are now as follows:

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " " "	1 00
" 20 " " "	0 51½
" 8 " " "	0 23½
Granulated oatmeal, per sack	3 50

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK

Standard, per sack	2 35
Cornmeal "	1 60

EGG CASES—In good demand at following prices.

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown, per case	1 70
" " " white, "	1 85

ONTARIO GUILD MEETING.

Wholesalers Conclude a Very Pleasant and Profitable Session.

The Wholesale Grocers' Guild closed its two days' session in the Board of Trade rooms, London, on Wednesday evening.

Much of the time was taken up with hearing deputations, perhaps the most important of which was Mr. Moyer, of Toronto, of the Dominion Retail Merchants' Association, who addressed the convention on matters of prime concern to the wholesaler and retailer, pointing out where the former, in his dealings with the producer, can improve the position of those who are his direct customers. Mr. Moyer's views were well received by the convention, the feeling being that everything possible along the lines suggested should be done. It was also decided to endeavor to induce Mr. Moyer to visit London in the near future to address the local Retail Grocers' Association, which is not in affiliation with the Dominion organization. A resolution was adopted asking manufacturers, in making limited selling prices, not to forget to give the retailer living profits.

David Marshall, M.P. for East Elgin, and Mr. Innis, addressed the guild in behalf of the Canadian Canners, explaining the change in the new law in reference to labeling goods, and their determination to maintain the highest quality of their product.

A strong recommendation was adopted, urging upon the Federal Government the establishment of a "bureau of inland trade and commerce," where matters relating to inland trade and commerce may be considered and dealt with.

The present department of trade and commerce is devoted mostly to matters relating to trade with foreign countries and not sufficient attention is given to the necessities of inland trade in Canada. Matters brought to the attention of this department fifteen months ago by manufacturers, wholesale and retail merchants have not as yet been dealt with.

A very strong committee was appointed to co-operate with committees of manufacturers and retail merchants to take whatever action they may deem necessary to urge the consideration of this matter upon the Government.

The new bill of lading proposed by the railways of Canada, and recently considered by the Railway Commission, came in for much criticism. Chairman Justice Killam has been asked to insist upon changes in harmony with the requirements of shippers.

The evils of the rebate system were given consideration. This is a method adopted by some salesmen of giving to some larger buyers a rebate on the fixed prices adopted by the manufacturers. This places the small buyers at a serious disadvantage, so they are not able to compete. The evils of the method have been fully demonstrated in railway and insurance business across the line, consequently the laws have been enacted making it a criminal offence for any officer to give rebates in any form, or for any merchants to receive rebates from the company or their agents. As the manufacturers, wholesalers and retailers have larger interests and are more in number than the railroads and insurance interests, it is hoped legislation will be adopted by the Government to put a stop to the practice.

A recommendation was adopted that holidays for all wholesale grocers' travelers shall cover two weeks, beginning July 20 and ending August 3.

The president of the Hamilton guild extended a hearty invitation to the provincial guild to hold the next annual meeting in that city. The invitation was accepted.

The election of officers for the ensuing year resulted as follows:

President—T. B. Escott, London, Ont. (re-elected).

First Vice-president—W. G. Craig, Kingston, Ont.

Second Vice-president—W. Gilmour, Brockville, Ont.

Secretary-Treasurer—Jas. Somerville, Hamilton, Ont. (re-elected).

Before the session closed, the visiting delegates passed a resolution of thanks to the London Guild for the pleasant entertainment given them. J. M. Dillon, in the absence of President Screaton, replied, expressing pleasure at having a visit from so many representative business men of the province.

The drive about the city on Tuesday was much enjoyed despite the disagreeable weather prevailing. The carriages stopped at the residence of Col. A. M. Smith, of A. M. Smith & Co., where refreshments were served. The delegates were loud in their praises of the beauties of the Forest City.

FLOUR MILL FOR McLEOD.

The construction of a 250-barrel flour mill will be commenced at McLeod almost immediately. The cost will be $50,000. The members of the Society of Equity and shareholders of the new mill have obtained from the town exceptionally favorable concessions, viz.: A building site of nine lots, free water, exemption from all taxation for a period of years and cheap electric power. D. J. Grier will be general manager.

W. M. Langton, of Nanaimo, B.C., was a visitor to Toronto wholesalers during the past week. Mr. Langton sees a wonderful change in Toronto since his last visit of ten years ago.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $120—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work.

Write at once.

The MacLean Publishing Company,

10 Front Street East, Toronto

All Your Customers Drink

more during the warm weather than any other season. They may choose Alcoholic or Non-alcoholic. It's always wise and safe to sell Non-alcoholic beverages.

Do You Know

that

Kops Ale and Stout

Valento Wine

are Non-alcoholic, recommended by doctors, thirst-quenching, palatable and nourishing. They make an ideal summer drink. Don't wait till your neighbor stocks them. Get this trade yourself.

Write for samples and particulars.

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St. East - - Toronto

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

LARD

BUY THE BEST

MADE BY

FEARMAN

HAMILTON

More Trade and Better

comes to the man who stocks the brand of groceries and provisions the particular women of Canada demand.

Corona Brand

is so much better than the next best brand of groceries and provisions that there is no comparison.

Mr. Grocer! When you place your orders with us you are not placing them with your own competitors. Besides, you get the brand that assures a bigger and a better trade.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

A Better Brand than the famous

RYAN BRAND

of provisions may appear some day.

Shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because they are convinced that the Ryan Brand is the best on the market to-day.

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Prices quoted this week are ⅝c. to ¾c. below those which were the standard a short six days ago. That they will decline still further is quite probable, and it is merely a question of how much lower they will fall. At the time of writing dealers are asking for Ontarios 12c., while ruling figures for Townships are around 11¾c. Straight Quebecs are lower still, 11½c. to 11⅝c. being asked.

Export business is improving, although trade with the Old Country is still limited. Prices have been too high all along to warrant the placing of many orders, and beyond buying what was required for immediate use English firms did little in the purchasing line. But lately, causing the improvement mentioned, figures dropped, little by little, and there has been some nibbling by large buyers, over and above the regular trade. Allow present prices to decline a little further and good business will result.

Receipts were better last week than week of June 2, 63,604 boxes being received against 48,770 boxes June 2 week, and against 73,834 boxes week of June 8, 1906. It will be noticed that the shortage, comparing last week's receipts with those of the same week 1906, is about 10,000 boxes, as it was shown in figures given a week ago. To June 7, receipts are reported as being 191,808 boxes, against 258,890 boxes for like period 1906.

Exports last week were some 20,000 boxes behind what they were for the corresponding week last year, being but 48,406 boxes against 66,413 boxes in 1906. They showed an increase of over 14,000 boxes over the previous week, when shipments amounted to 34,005 boxes. Total shipments since May 1 figure out 188,930 boxes, against 258,110 boxes for the same time 1906. Notice that shipments are 69,180 boxes behind last season.

Butter, like cheese, is declining in price, and next week will likely bring with it a further drop. It is a good thing for export trade that figures are going down, for up to the present time business transacted has been very small. Not a hundred packages have been shipped, which will give some idea as to the volume of the export trade. The whole trouble lies in the fact that prices are much too high to interest English buyers. The Old Country market is not by any means bare of butter, and importers have not necessarily to turn to the Canadian market, and they certainly will not be interested before prices here go down another cent, or a cent and a half.

Tending to keep up prices, however, receipts are not large, though they are improving. Cheese brings such good money that many creameries are making no butter at all, devoting their entire time to cheese. And they will continue doing so until cheese prices decline quite a bit. Just look at the receipts. For the past while, they have been each week just about half of what they were for the corresponding week in 1906. Take last week for example. Receipts were 12,908 packages, against 24,016 in 1906. Or look up figures for the week previous. It will be found that receipts were 10,537 packages, against 18,613 packages in 1906. For the season so far receipts are over 30,000 packages behind last year, there having been received, between May 1 and June 7, 1907, 56,515 packages, against 86,882 packages for the same period in 1906.

The discrepancy in exports is much more noticeable. This year there has been practically nothing done in an export way, only 52 packages having been shipped since the beginning of the season, against 31,857 last year. Shipments last week were 30 packages, against 10,663 packages same week 1906.

Local trade is very good and dealers are willing to do business at these prices: Townships creamery, 20½c. to 20¾c.; Quebec creamery, 20¼c. to 20½c.; Ontario creamery, 20c.; Ontario dairy, 18c. to 18½c.

THE PROVISION SITUATION

The deliveries of hogs are always the determining factor in the provision situation but they are especially so now. For some weeks deliveries have been heavy, culminating last week with a total of 40,000, which is the largest number since December. The deliveries directly influence the market in Great Britain, and they form the basis for fixing the price of hogs in Canada. Prices of hogs are again on the ebb and the market in Great Britain is lower and tending further in that direction. If heavy deliveries of hogs continue, both these backward tendencies would be accelerated. The recent very sick condition of the market in England occasioned a reduction of Canadian shipments to almost a minimum. When the market suddenly improved the large packers began immediately to cut again for export. This increased product is now reaching the English market. Danish deliveries are maintained at about 40,000 hogs per week, and American shipments were heavier last week than for some time. The price of hogs at Chicago and Buffalo has declined and the English market now shows the American packer a good profit. The resulting increased supplies of bacon on the English market make for lower prices. Last week there was a decline of 6d., and cable advices this week indicate a further recession of 1s. 6d.

The advance in the price of hogs had already about dissipated the profits promised the Canadian packer by the advance in Great Britain, so that a reduction in the price of hogs here became necessary. Last week's heavy deliveries made the way easy and this week the price is down 25c. The large packers are paying $6.65 f.o.b. shipping points, and the local men as high as $6.80. This week deliveries are very light. One large packer told The Canadian Grocer that his receipts the first two days of last week were 2,500, and this week only 100. Packers' opinions regarding future deliveries differ. Some hold that farmers have been holding back for higher prices, evidenced by the fact that 50 per cent. of last week's deliveries were over weight, and that the run of hogs will continue at least normal during the summer. Others say that the recent heavy runs have about cleared the country of hogs and that deliveries will be light from this on. The former view predominates. If deliveries are light, packers will compete for hogs and keep prices up; if deliveries are free, prices must come down to afford a profit on exported product.

The domestic market for products is running along about evenly; if there is any change it is, perhaps, on the firm side. While stocks are going out pretty freely, warmer weather would considerably stimulate consumption.

MONTREAL.

PROVISIONS — Lard is firmer and higher, fair business being done. Pork is firm but there have been no price changes since last week.

Lard, pure tierces	0 12¼	0 12½
" 56-lb. tubs	0 12¼	0 12¾
" 20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12¾	0 13⅜
" " 3-lb "	0 13	0 13½
Lard, compound tierces, per lb.	0 1 ¼	0 10⅞
" " tubs	0 10⅝	0 11⅛
" " 20-lb. pails, wood	2 15	2 28
" " 20-lb. pails, tin	2 05	2 18
" " cases, 1 - b. tins, 60 lbs. in case	0 10⅜	0 11⅜
" " 5-lb. "	0 10⅝	0 11⅞
" " 3-lb. "	0 11	0 11⅝
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		24 50
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

BUTTER — Butter is slightly easier, and lower prices rule in some lines. Local trade is excellent, but there is not much business being done in an export way. Prices are too high to interest Old Country buyers.

New creamery, choice, boxes	0 21	0 22
" " pound prints	0 22	0 22½
Dairy, tubs	0 18	0 20

CHEESE — An easier feeling has developed in cheese and quotations are lower. Old cheese is being cleaned up

It's High Time the Trade Knew

that high-priced Canned Beans—those high-priced, much-tooted brands—haven't a shadow of merit over

Clark's Pork and Beans

and really that they have to hump themselves to be even **near as good.**

Don't Pay the Difference! Give your customers

Clark's Pork and Beans in Chili Sauce

and they will be more than satisfied.

You can Sell Five Times as Many Clark's

as all other brands put together, so it's quite easy to figure which pays you best.

WILSON'S

FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

rapidly. New, large, is not selling very fast, but twins are in good demand.

Cheese, old	
" new, large	0 13½
" " twins	0 13

EGGS — Eggs are higher this week and buyers are compelled to pay in some cases as high as 21c. for selects. No. 1 run from 18c. to 19c.

HONEY — Business is quiet and prices quoted are nominal.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS — The market remains pretty firm and demand is active. Heavier consumption, however, is looked for when warm weather arrives. Plate beef is quoted somewhat higher and fresh beef is advanced half a cent. Lamb is easier.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb		0 15
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 17	0 17½
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	12 00	13 00
Beef, hind quarters	9 50	11 00
" front quarters	6 00	7 50
" choice carcases	7 50	9 00
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 25	9 75
Veal	0 08	0 10½

BUTTER — Prices are lower again, but the situation is not materially changed. Prices have been adjusted to prevent the accumulation of stocks, so that not much butter is held here. Now, however, grass butter is arriving and the butter can be stored. Despite this, still lower prices are looked for, though receipts for the season are comparatively light.

	Per lb.	
Creamery prints	0 20	0 22
Creamery solids	0 19	0 19½
Dairy prints, choice	0 17	0 19
" " ordinary	0 16	0 17
" rolls, large choice	0 16	0 17
" tubs choice	0 17	0 18
" tubs, ordinary	0 16	0 17
Baker's butter	0 15	0 16

CHEESE—There is little old cheese on the market, and the quotation is firm at the top price, 15c. Quotation for new cheese is unchanged.

Old cheese	0 5
New "	0 12½ 0 13

EGGS — Prices are lower because the packers are getting filled up at prices that make a record. Consumption, however, is heavier than it ever was at this season.

Eggs	0 18	0 18½

HONEY — Prices are merely nominal.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY — Trade continues light at unchanged prices.

Live Weight.

Spring chickens, per lb	0 30
Old fowl	0 11
Ducks	0 17

Dressed weight.

Spring chickens, per lb	0 30
Old fowl	0 11
Ducks	0 14
Tom Turkeys	0 14
Hen "	0 16

WINNIPEG.

BUTTER — Creamery is selling to the retail trade at 28c. per lb. The Manitoba creameries are unable to supply the demand and butter is being brought in from the east. Produce houses are paying country dealers 20c. to 21c. per lb. for dairy butter.

EGGS — Produce houses are paying as high as 17½c. f.o.b. country stations.

LARD — The tierce price is 12¾c. per lb. Other packages take the following advances over the tierce basis:

50-lb. tins, ½c. per lb. over tierce basis, each		6 50
20-lb. wood pails, ¾c. " " "		2 75
6-10 lb. tin pails, ¾c. " " per case		8 10
12-5 " " ¾c. " " "		8 25
20-3 " " 1c. " " "		8 25

CURED MEATS — Revised prices are as fallows:

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 13
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

R. J. Brown, grocer, Hamilton, has sold to H. A. Castrucci.

O'Mara's Bacon

My Palmerston Pork Factory has a capacity for handling Five Hundred Hogs per day.

FIFTY PER CENT. OF THESE HOGS ARE

Specially Selected

FOR CANADIAN TRADE

A trial order will prove that

O'MARA'S BACON

is the BEST that MONEY and EXPERIENCE can PRODUCE.

JOSEPH O'MARA

Manufacturer and Exporter of BACON, HAMS and LARD

Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

Purnell's

Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand ?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

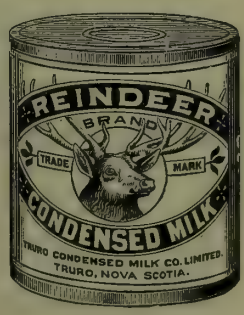
EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**



Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Easier on Better Crop Prospects but Flour Prices Firm — Heavier Demand for Old-fashioned Breakfast Cereals—Confectionery in the Front.

Immediate prospects for the wheat crop have improved and prices are two or three cents lower than a week ago. But June is the growing month, and if crops are ever going to look well now's the time. As things stand now, there will be a large shortage in the coming European crop to add to that in America, but what the shortage on either side may prove to be experts now admit it cannot be estimated until the final harvest, as the season is now so short that only favorable weather during the summer and a late fall can secure the present prospect of the spring wheat crop. Millers in the northwestern states are buying to secure enough of the old crop at present prices to carry them to the new crop. This is significant, as the millers are usually bears in the market. A leading American miller expressed the opinion that if the European crop prospects were as reported last week, $1.50 wheat would be reached before the coming of the new crop.

The flour market in Canada is holding firm. Buying has subsided, after what some millers regard as the heaviest purchasing era on record. The mills, however, are busy on contracts.

Trade in cereals is active. Prices for both oat and wheat products are very firm. The millers all report a considerably heavier demand for the old-fashioned staples than in recent years, and attribute it to a discarding of prepared breakfast foods and a return to the

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Business Insurance

Protect your goods, your reputation and your bank account by purchasing everything you require in

Wrapping Papers, Twines, etc.

from

DOUGLAS & RATCLIFF, Ltd.

The unrivalled strength and toughness of the D. & R. brands of paper protect your goods; their superior finish and appearance your reputation as a grocer who does everything in first-class style, and our prices and values protect your bank account. May we hear from you through our travellers or direct.

Douglas & Ratcliffe, Limited

TORONTO and WINNIPEG

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

BODE GUM CO., 30 St. George Street, MONTREAL

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.

LONDON, ONTARIO

Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.

Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia.

F. H. Hodgson, Montreal Agent.

Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.

rolled oats, rolled wheat and oat meal that mother used to eat.

Millers who are long on oats have considerable export trade coming to them. For a time the competition in Great Britain of Old Country mills was very keen, but they have now exhausted their stocks and the Canadian product is in demand. Some Canadian millers have plenty of oats, bought when the market was 10c. under present levels.

Confectionery.

Every grocer who makes a specialty of confectionery and succeeds with it keeps the confectionery department near the front of his store, where it cannot escape notice. This is true, whether it be a separate department with its own counter and attendant or a handsome plate glass silent salesman with a tempting display of toothsome sweet meats. The reason why more grocers do not make confectionery pay is because they are not clean-cut enough in their ideas. They can't bring themselves to specialize in fact as well as in theory and make the confectionery department stand out as an attractive feature of their business.

MONTREAL.

FLOUR — It is very difficult just now to give prices which meet the figures of all parties quoting. Some mills are higher than others and it is almost impossible to obtain quotations which will suit everyone. Below are given figures which average pretty well. Local trade is fine and there appears to be a good call for export, principally to Great Britain and South Africa.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent.	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS — There has been a radical advance in rolled oats, and prices are now higher than they have been for months. It is very difficult to obtain the correct quality of raw oats for manufacturing, while, also affecting prices, deliveries are wretched. Corn meal is higher, too.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal. 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED — Market unchanged. Deliveries very poor.

Ontario bran	24 00	25 00
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran		21 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

The European wheat crop of 1906 was 100,000,000 bushels below that of 1905. Official indications and private reports place the probable crop of 1907 at 10 per cent. below the yield of 1906; in other words a deficit from last year of 30,000,000 quarters.

YOU MANUFACTURERS

of Grocers Specialties and Confectioners' goods ought to be interested in our price list of Chemicals and Supplies.

MALT EXTRACT
BUTTER FLAVOR
ICE CREAM POWDER
ESSENCE AND HARMLESS COLORS
YEAFO BREAD IMPROVER

You may find our prices lower than you are now paying. Drop us a line and see.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

There's Money---Lots of it

for the Grocer who features

Perfection Cream Sodas

This, combined with the original and lasting goodness of

goes far towards explaining the great sales success of

PERFECTION CREAM SODAS

Perfection Cream Sodas please us because they are so representative of the bakers' most perfect work.

Perfection Cream Sodas please the grocer because they always mean the come-again customer, and then biscuits, of their goodness, always sell more than biscuits.

Perfection Cream Sodas please the most fastidious customers because there isn't a disappointment in a hundred tons of them.

They certainly do retain their goodness.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co. "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

THE BEST BY ACTUAL TEST
It has been proven to the satisfaction of all particular grocers that
McLAUCHLAN'S CREAM SODA BISCUITS
are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**
McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty, wholesome Bread with no trouble in the Baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particula. trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Pride of Canada

In every line there is a standard of excellence by which all other makes are judged.
Pure Maple Syrup and Maple Sugar to be a standard **must be pure.**
Pride of Canada Maple Syrup and Maple Sugar is **the** pure article, and is a standard—**the** standard.
Others have tried to equal its quality but have failed.
We lead the Market.
Is it not in your best interests to stock the best?
If you are not handling Pride of Canada write us to-day.
Leave the rest to us.

The Maple Tree Producers Association

Waterloo, Quebec

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - **MONTREAL, CAN.**

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kī-ay)

If delicate flavor,
richness of milk,
purity of Cocoa Bean,
perfect machinery,
hygienic preparation
can produce a good article,

CAILLER'S
SWISS MILK
CHOCOLATE

is the Best on Earth—

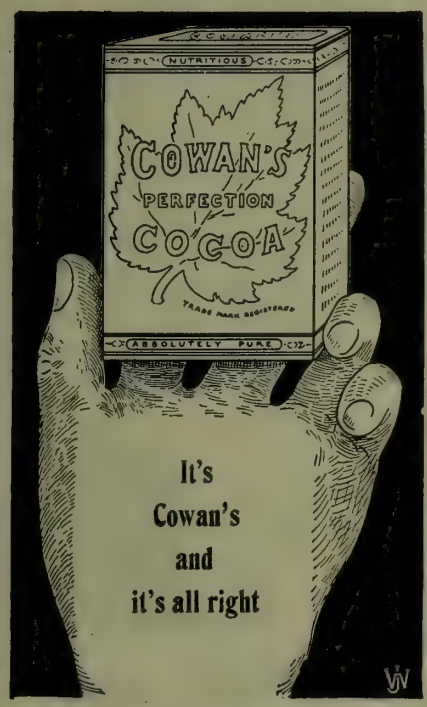
Place a sample order through your jobber or write direct to—

General Agent for Canada

William H. Dunn, - MONTREAL

394-398 St. Paul Street

"The Maple Leaf Forever"



The national emblem means purity and quality when stamped on Cocoa and Chocolate.

Cowan's Cocoa and Chocolate

is the best marketed. If it's Cowan's it's all right and The Maple Leaf Label distinguishes Cowan's from inferior Brands.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country

DIAMOND CHOCOLATE

MOTT'S:
No better
Chocolate

"MADE IN CANADA"

means more than mere patriotic statement in the case of

Mott's

"Diamond" and "Elite" brands of

Chocolate

It means THE BEST in this line—That's why we use the phrase—Don't you want THE BEST?

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

BUSINESS MEN IN MUNICIPAL LIFE

No. 20.

Mayor Lamothe, Mattawa.

Twenty years ago when George L Lamothe first struck Mattawa, that little town in New Ontario was located in a district not then known as it is to-day. There was no Cobalt; the beautiful Lake Temiskaming region was practically unknown; the chain of lakes in the north were used more by the Indians, or half-breeds, than by the whites; the tourists had not yet appeared in numbers, and the lumber trade was in its infancy.

Under these circumstances a man throwing in his lot with the few settling in this district incurred a peculiar risk not understood by those seeking careers in the east. To succeed in New Ontario in those days one had necessarily to have faith in its future and the ability to stay right by the job until the future materialized. Some men came and went, others came and stayed. Mr. Lamothe was one of those who stayed, and to-day he is realizing the dreams of twenty years ago.

It is just that long since Mayor Lamothe left the eastern townships in Quebec Province to accept the position of assistant superintendent of the old L.T.C. Railway Company, which in those days ran to the north. Here he remained until the C.P.R. bought over this line, when he purchased one of the leading Mattawa hotels, the Rosemount house, which he conducted for a few years, eventually selling out to his brother. He then purchased the Mattawa bakery, a business which was not making good. Mr. Lamothe went to work to build it up, and as a first step he added a grocery department. In fact he made the grocery store the drawing card for the bakery. He built warehouses and added flour, grain and feed to the business. Thus prepared, he looked for trade—and secured it. The Mattawa bakery is now one of the most modern grocery stores in the town and has a large patronage. Mr. Lamothe personally looks after every detail of the business and is assisted by his son, George, and a competent staff.

MAYOR LAMOTHE, MATTAWA.

His municipal life began some years ago, when he was elected town councillor. So well did his services please the ratepayers that they nominated him for mayor three successive years before he accepted office. Mr. Lamothe holds official position also in several societies, and was a school trustee for years, resigning to occupy the mayor's chair. Assisting him in the council are several merchants, including Robert Small, retail grocer, and Alex. Ross, miller.

Mr. Lamothe is but another example of what any young man can accomplish by hard, stick-ever-at-it work. He has built up a very successful grocery business, and he has the honor and esteem of his fellowmen, as shown by their faith in him in conferring upon him mayoralty honors of one of the finest little towns of the north.

McLEAN PRODUCE CO. MOVED.

The McLean Produce Co., Toronto, have removed from their old location on Colborne St. to 74 and 76 Front St. These premises have been completely overhauled and refitted and offer much improved facilities for the handling of their increasing business.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING

H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Rowat's

The best Jobbers in Canada handle

Rowat's

Pickles and Olives

There is only **one reason** why they do so, that is, they are the best value in quality, style and price of any similar goods offered.

The new **Rowat** glass stopper decanter is a fine line and will be a trade-winner. Order

Rowat's

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.
(Successors to Jos. Carman)
722 Union Bank Bldg. WINNIPEG, MAN.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

FRUIT NEWS

STRAWBERRIES

Delaware and Maryland Berries arriving in fine shape, and with warmer weather demand is heavier.

ORANGES

If you want an orange to give you the best satisfaction, buy the California Late Valencia.

PINEAPPLES

Demand last week was very heavy, taking all receipts. Have to arrive this week 2,100 crates, part of which will be Floridas (Chase's pack).

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FREDK. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Potato Stocks Materially Increased—Navel Oranges Still on the Market — Lemons May Advance—Home Strawberries Late—Fish Active.

With the advent of fair weather, trade throughout Ontario and Quebec is reported generally satisfactory. The potato situation in the former province continues to attract attention from buyers, and although there is little prospect of any easier feeling at present, stocks are much heavier than they were last week. This is probably due to the fact that the farmers, who up to now have been busily occupied with seeding, have been tempted by the high prices to clean up all stock on hand and send them into town, perhaps even sacrificing a portion of those set apart for their own use. The stock received in Toronto last week was probably a third greater than the week before, but dealers expect that the next fortnight will practically see the end of the old crop.

Navel oranges are keeping in the market considerably longer this year than usual. Two reasons are probably responsible. First, the cool weather has facilitated handling, and second, the delivery of the crop has been spasmodic and unnaturally extended owing to frequent breaks in the transportation and the general shortage of cars throughout the season.

The lemon market continues firm, and some inquiries are reported for Verdillis for future shipment. The market is expected to be higher this week in New York. Ontario strawberries are not looked for this year before July 1st. This is somewhat discouraging to those who remember the year when the first Ontario berries were received on May 24th. But in those times the "Canadian summer" was not so much of a misnomer as it is now.

Fresh caught fish continue in steady demand but there is a wide difference between Quebec and Ontario in what constitute those lines for which there is the readiest sale. Montreal will easily sell five tons of haddock where Toronto would have difficulty in disposing of 100 pounds. Vice-versa, Toronto can get rid of the same proportion of trout in inverse ratio to the capacity of Montreal.

MONTREAL.

GREEN FRUITS — Unfavorable weather is keeping back the usual summer boom in the fruit trade. Everywhere dealers are complaining. Bananas are easier this week, prices ranging from $1.75 to $2.25, according to quality. Mexican oranges, and Jamaicas in boxes, are no longer quoted. Other oranges are steady. Lemons are slow, cool weather keeping trade down. There is a fair demand for pineapples at quotations given below.

New dates, per lb	0 04½	0 07
Bananas, fine stalk		1 75
" jumbos	2 25	2 75
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	9 00
Lemons	3 50	3 75
California oranges, navels	3 00	4 50
" late Valencias, box	5 00	5 50
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	3 75	5 75
Strawberries, quart	0 20	0 22
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 25
California cherries, 10 lb. box	2 75	3 00

VEGETABLES — New vegetables are very scarce, and owing to high prices trade is not nearly so brisk as it usually is at this time of year. It is hoped that arrivals of newly grown stuff will be larger once the really warm weather sets in. Florida tomatoes are higher, as much

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

as $6 a crate being asked. Turnips are also higher, there having been quite a sharp advance since last week. Potatoes were weaker towards the end of last week, but display greater strength at present, although quotations have not changed materially. Radishes are in demand at 30c. to 40c. a dozen. Red onions and Spanish are off the market. Egyptian are firm at 2½c. lb.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz.	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	3 25	3 50
Florida tomatoes, crate	4 50	6 00
Turnips, bag	1 25	1 50
Green beans, basket	....	5 50
Wax beans, basket	....	5 50
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz.	0 40	0 75
Boston lettuce, per doz.	....	1 00
Asparagus, doz. bunches	4 00	6 00
Radishes, doz.	0 30	0 40
Spinach, per box	....	1 00
Cucumbers, per doz	1 00	1 25
" basket	....	3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
" reds, per bag	....	2 75
New potatoes, lb	....	0 06
" " bbl	....	8 50
Jersey sweet potatoes, basket	....	3 50
Egyptian onions, lb	....	0 02½
New beets, doz. bunches	....	1 50
Old " bag	2 00	2 25
Carrots, bag	1 50	1 75
New carrots, doz. bunches	1 25	1 50
Mushrooms, lb.	....	1 25
Horseradish, lb.	....	0 15
Rhubarb, doz. bunches	0 30	0 50

FISH — The general tendency of the market is upward, as will be noticed in this week's quotations. Haddock, halibut, dore, steak cod, lake trout, whitefish are all advanced. Receipts of Gaspe salmon are larger and prices have declined. Dealers are now making good sales at 20c. B. C. salmon is not at all plentiful and prices are firm at 12c. Lake fish are in good supply and demand is satisfactory. Smoked lines are normal.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 06
Halibut, express, per lb	0 08	0 09
Mackerel, new, express per lb	....	0 12
Dore, " "	0 09	0 12
Smelts " "	0 08	0 10
Steak cod, lb.	0 05	0 06
Brook trout, lb.	....	0 22
Market cod, lb.	....	0 04
Pike, lb.	....	0 06
Lake trout, lb.	0 09	0 10
Grass pike, lb.	....	0 08
White fish, lb.	0 07	0 10
B.C. Salmon, lb.	....	0 12
Gaspe salmon, lb.	....	0 20
Flounders, lb.	....	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kippered herring, half boxes	1 00	1 10
Smoked herring, per small box	....	0 10
Yarmouth bloaters, box	1 10	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 50
Boneless cod, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb.	....	0 04½
Shredded cod, 2 doz., per case	....	1 80
Oysters—		
Standards, bulk, per imp. gal	....	1 50
Standards, Imp., qt. tins, sealed	....	0 40
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 00
" " per half bbl	....	2 75
No. 1 N.S. herring, half bbls	....	2 50
No. 1 Sea trout, bbls	....	10 50
No 1 Sea trout, kegs	....	5 75
Labrabor salmon in bbls.	....	12 50
Labrador salmon, half bbls.	....	6 50
Large green cod, 200 lb. bbls	....	8 00
No. 1 green cod, in bbls. of 200 lbs.	....	6 50
Small, " " "	....	4 50
No. 1 Mackerel, pail	....	1 75
No. 1 green haddock, bbl.	....	6 00

TORONTO.

FRUIT — Navel oranges are not yet exhausted, and the stock that is left or still coming in is of a quality to indicate that a fair supply may yet be expected. Florida pines are beginning to trickle in but at present prices the movement is inconsiderable. Bananas are in good supply, prices remaining firm.

Pineapple Time

Don't delay in buying for preserving, as prices are advancing.

2,000 crates fancy stock for this week.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4100 **TORONTO AND HAMILTON**

"ST. NICHOLAS" "HOME GUARD"

Never cost as much as they are worth

"KICKING" "PUCK"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

STRAWBERRIES—More reasonable.

New Cabbage and Potatoes. Fresh carloads almost every day. Prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

1000 Bags Bombay Peanuts.

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed. Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

ALLISON COUPON BOOKS

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.

If a Man Wants Credit for $10.00 and is good for it, give him a $10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon — that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Strawberries, as they get nearer home and have a less distance to travel, are consistently improving in quality, and by the end of the month the home berries should be in good supply.

Oranges—		
Navels, fancy, 80's, 96's, 112's, 250's, 288's	3 50	4 25
126's	4 00	4 25
150's	....	4 50
176's, 200's, 216's	....	4 75
Valencias, ordinary 420's, per case	4 75	5 00
" large, 420's, per case	5 75	6 00
" 714's, per box	5 50	6 00
Late Valencia Californias, all sizes	4 50	5 00
Bloods, 80's, 100's, 150's, ½-boxes	2 25	3 00
Ovals, 80's 100's, 150's ½ boxes	2 25	2 50
Sorrentos, 20 's 300's	3 25	3 75
Grape fruit, Floridas, 46's, 54's, 64's, 80's	....	6 00
Lemons, No. 1's 300, 360	3 75	4 00
" " 2's 300, 360	....	3 50
" Messinas and Sorrentos, 300's	4 00	4 50
Pineapples, 24's, per case	4 25	4 50
" 30's, "	3 75	4 00
" 36's, "	3 00	3 75
" 42's, "	3 00	3 25
Apples, large red, per box of 12 doz	....	3 25
Bananas, Jamaica firsts, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt	0 17	0 18
Limes, per crate	....	1 25

VEGETABLES — Potatoes are again advanced, and this week there are sufficient stocks on hand to make a quotation worth while. Texas tomatoes are being received freely in four-basket crates, and sell at around $3. Spinach is now moving in more briskly, though a week later than last year. Trade generally is good.

Potatoes, Delawares, per bag	1 50	1 55
" Ontario	1 35	1 40
Sweet potatoes, per hamper	....	2 75
New potatoes, per lb	....	0 03
Onions, green per doz	....	0 15
" Egyptian, 110-lb. bag	3 25	3 50
Cabbage, new Canadian, per case	3 50	4 00
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz. bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	....	0 35
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston	1 25	1 75
" per hamper	3 00	3 50
Beans, green, per bushel	....	3 00
Peas, per bush	....	2 50
Tomatoes, Texas, 4-basket crates	....	3 00
Parsley, per doz	....	0 25
Asparagus, per doz	1 00	1 25
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz	0 40	0 50

FISH — Prices this week are practically unchanged. Trout and whitefish are again most in demand amongst the fresh caught lines. Dealers find it hard to break the public to haddock and cod in competition with the products of their own lakes and rivers.

Perch, large, per lb	0 06	0 0½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	....	0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	....	0 17
Pickerel, winter caught, per lb	0 08	0 09
Haddock, fresh caught, per lb	0 05	0 07
Herring, per 100 count	....	1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	....	0 18
Trout, fresh, per lb	0 08	0 09½
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured	....	0 09
Labrador herring, per bbl	....	4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	....	0 08
Shredded cod, per lb	....	0 08
Shredded cod per doz	....	0 90
Flounders, per lb	....	0 05
Halifax fish cakes, case	....	2 40
Live lobsters	0 17	0 18

WINNIPEG.

GREEN FRUITS—Quotations are as follows:

Fruit.		
Strawberries, qts., 2 doz. to case, per case	....	5 00
Bananas, car coming every week, per bunch	3 25	3 50
Fancy navel oranges, 96's, per case	....	3 25
" " 112's "	....	3 50
" " 126's "	....	4 00
" " 150's "	....	4 50
" M. d. sweets, 150's, 176's, 200's, 216's, 250's.	....	4 75
" California lemons, 300's, 360's, per case	....	7 00
Apples, Fancy No. 1 Ben Davis, per bbl	....	7 00
Vegetables.		
Celery, Florida, per doz., $1; per case	....	5 00
Tomatoes, 6-bask. crates, per bask., 90c.; per case	....	5 00
Onions, radish, lettuce, per doz	....	0 45
Pieplant (Washington), per box	....	2 25
Asparagus " "	....	3 00
Cucumbers, per doz	....	2 00
Cabbage, California, per lb., 4½c. per lb., per crate	....	0 04
Onions, Australian, per case	....	4 00
" Egyptian 5ks., per lb	....	0 04

MEASURE YOUR BERRY BOXES.

Maxwell Smith, the Dominion Fruit Inspector, has made a discovery that will be unpopular among the fruit jobbers. In making his rounds in Vancouver he has found that strawberry boxes, which are supposed to contain 4-5 of an imperial quart, were one-quarter of an inch too shallow, thus defrauding the poor consumer of several berries which were his by right. The order has gone forth that unless all such boxes are stamped with the word "short" in letters half an inch high, the vendor renders himself liable to prosecution for a breach of the Fruit Marks Act. The correct dimensions of a strawberry box are 4¼ x 4¼ inches and 3 inches deep; the ones to which Mr. Smith takes exception being only 2¾ inches deep.

JAPAN TEA REPRESENTATIVE.

Shaw T. Nishimura announces that he has been appointed sole representative of the Japan Consolidated Tea Co., Shidzuoka, Japan. "This largely capitalized new company," he says, "has been recently formed in consequence of keen competition in Japan tea business of the present day. The company has natural advantages in having factories in different districts in the central tea producing province; and with concerted action and every economy in expenses they are in very strong position to meet any demand of the trade at every advantage."

Commenting on the tea crop, Mr. Nishimura quotes a cable of June 5:

"The present prospects for second-crop teas are favorable, but activity still continues for first crop at advanced prices."

SALT

For Butter **For Meat Curing.**

For Cheese **For General Use.**

VERRET, STEWART & CO.

LIMITED

MONTREAL

Teach Your Customers the Fish Habit

Teach them that fish is a healthier diet than meat, and teach them particularly, that of all fish they ought to eat codfish.

Teach Them, Too, To Look For This Trade Mark

when they buy fish in packages. It is a guarantee of purity and quality.

Atlantic Fish Companies Limited, Lunenburg, N.S.

A. H. Brittain & Co., Agents for Quebec and Ontario, Montreal.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited - Montreal

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

WINDOW TRIM OF BISCUITS

Result of Canadian Grocer's May Competition—No First Prize—Good Second and Third—Choat & Co., Halifax, and J. J. McEwen, Goderich.

Window dressing is not keen in May. At any rate only two competitors put in an appearance for The Canadian Grocer's May competition. They were J. J. McEwen, of Goderich, and C. E. Choat & Co., Halifax. Both windows, as depicted by the photographs, were very good, but neither of them were in the class that heretofore has carried off the first prize. The judges, therefore, awarded 2nd prize to Choat & Co., and 3rd prize to Mr. McEwen. They thought this the wisest course if the standard of the competition was to be maintained.

It is not to be thought that the windows submitted were anything to be sneezed at. The 3rd prize one, that of J. J. McEwen, Goderich, is shown in the accompanying illustration and it speaks for itself as a very artistic and attractive window. It is particularly recommended to the attention of grocers who have a tendency to neglect their biscuit department.

The window was dressed by Cecil Ecklin, who is eighteen years of age and has been clerking only a year.

There are some features to this window which commend it very highly. It is simple, easily put in and easily removed, and a display of biscuits would necessarily have to be left in only a short time. Price tickets are on everything. We venture the statement that this window appreciably increased Mr. McEwen's sales of biscuits. The flowers and plants are a good idea. Without them the window would look very bare. The curtain at the back to match the floor is also a good line and inexpensive. The more the window is examined the better it appears. Choat & Co.'s window will be produced next week.

Biscuit Trim Wins Third Prize.

STOCKING THE STREET.

The accompanying picture shows very handsome store windows, and someone evidently knows how to dress them. The windows are finished in quarter-cut oak and the firm name is shown in attractive brass letters.

This photo was submitted in The Canadian Grocer monthly competition and would have drawn a prize had it not been for the display of goods on the sidewalk. We reproduce the photograph to draw attention to the way in which a great many good grocery windows are spoiled. What is the sense of piling a good portion of the stock out on the street? It couldn't be put anywhere where it would deteriorate more rapidly. It makes a store look cheap and in these days, when the public are giving so much attention to pure food and microbes, it must drive away trade. It will pay every grocer to devise some other means of showing goods than putting them on the street.

A Nice Front with a Defacing Fringe.

WINDOW PARTITIONS.

A very advantageous device little used by grocers in their windows is moveable partitions. Most grocers, in dressing windows, mix things up too much. Large windows would be greatly improved if divisions were made by mirrors or low ornamental lattice work of wood or iron and a distinct line of goods shown in each compartment. Drygoodsmen and furnishers adopt this plan very largely to prevent mixing various lines and giving the impression of confusion.

PRIZES FOR NAMES.

$105 in prize money was recently awarded by a large milling and grain company in Vancouver for the five best names suggested for their various brands of flour. Out of a large number submitted, the following were chosen: 1st, "Royal Standard"; 2nd, "Western Hungarian"; 3rd, "Pacific Gem"; 4th, "Pioneer"; 5th, "Wild Rose."

GROCERY CLERKS' FOOD FAIR.

Treasurer Poirier, of the Montreal Grocery Clerk's Association, reports good progress in the food show which will be held by the association beginning of July in the Montreal Stadium. The members will run in connection with the show a window dressing competition. A model window will be erected in the rink and grocers and clerks will compete for three handsome prizes.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at $100 can be bought for $50.00. Box 148, CANADIAN GROCER, Toronto. 23

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

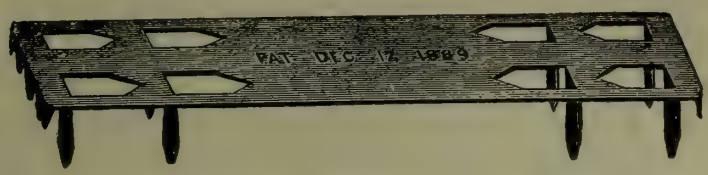
BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto. 207 St. James St., Montreal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

¶ I will prepay express on an assortment of 500 of my cigars to any new customer during this year.

¶ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.

¶ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.

¶ I bring the goods to your counter, give you time to prove they will "make good." I take all the risk.

¶ If you want a better offer let me hear it, as I have not been able to "think it up."

J. BRUCE PAYNE, Limited

GRANBY, = QUEBEC

"The moment a man takes to the pipe he becomes a philosopher."

That's true. The man who smokes is even-tempered, a lover of the square deal, and a good man to have as one's debtor. He pays his bills cheerily and it's a pleasure to do business with him.

An observant grocer writes about

T. & B.

in this strain : "Of all tobaccos I have ever handled ***T. & B.*** seems to please and delight most of all. That tobacco has made new customers for me by the score. You express the goodness of ***T. & B.*** very pertinently from the grocer's standpoint, when you say

'Tobacco sells more than Tobacco.'"

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

NOVA SCOTIA TRADE NEWS

Vegetables High and Scarce—Potatoes at a Premium—Late Mackerel Season —All Fruits in Good Supply—The Flour Situation.

(Special correspondencee of The Canadian Grocer.)

Halifax N.S., June 10.

Produce of all kinds is very scarce and record prices are being obtained. Not only are potatoes bounding upwards, but all vegetables are following suit. Parsnips are practically cleaned up, no beets are available, turnips are very scarce and only a few carrots are offering. The farmers who held their stock and marketed it late this year made handsome profits.

The potato situation has not been relieved since last report, and the stocks held continue very light. The wholesale price has not changed, but the retailers are asking all kinds of money, some as high as $1.20 per bushel. In Prince Edward Island, the home of the potato, the price is 60 cents per bushel, and they are hard to buy even at this figure. With the big demand and the high prices the farmers will want larger areas this season. In Cape Breton there is also a very great scarcity of produce.

A report comes from Louisburg, C.B., that a man planted a bushel of seed potatoes in his field the other week. He did not, as is a general custom, cut the potatoes before planting, but put them in the ground whole, as he was told they gave a better yield by being thus planted. A few days ago he visited the field, noticed that his potato patch had been disturbed, and on further examination found that they had been taken out of the ground. He attributes the loss to the potato famine.

In Carleton and Victoria counties in New Brunswick the potato industry has sprung into amazing proportions. Last year the two counties raised five times as many potatoes as any previous season. This year the acreage is ten times that of last year. Forty thousand dollars worth of superphosphate, it is said, has been sold in the village of Hartland this spring. The sales reached to about $4,000 last year. Many farmers have planted from twenty-five to forty acres. Last season showed an average profit of about $50 an acre.

Fish—The mackerel season is very late this year, probably three weeks behind. Up to the present very few fish have been taken. Outside of 35 barrels caught in traps off Yarmouth the fishermen have caught practically nothing. This is a serious set-back to the industry, especially as this is the time of the year when the fishermen rely upon securing good catches and making sufficient money to lay in their winter provisions. At some places there is a splendid run of salmon, the fish being of unusually fine quality, ranging in weight from 20 to 40 pounds each.

The Dominion Atlantic steamer from Yarmouth, on Wednesday night last, sailed for Boston with 850 crates of live lobsters, one of the largest shipments of the season. The close season expired several days ago, but the Federal Government granted three days grace to the fishermen to permit them to ship the fish that had been collected. Salmon are quoted at thirteen cents this week.

Freight Manager Tiffin, of the Intercolonial, Mr. Storey, general freight agent for the P.C.R. here, and P. Mooney, general passenger agent of the Halifax and Southwestern Railway, visited several of the towns on the western shore last week, and held conferences with the large fish exporting firms concerning the shipment of fresh fish in cold storage over the I.C.R. to points in Quebec and Ontario. The Federal Government is interested in the matter, having granted $25,000 to assist the movement, the object being to divert the traffic in fish to Upper Canada, via Boston, to all rail by the Intercolonial.

Flour—The market is very firm in tone and is likely to continue so. There is a fair demand. The Halifax bakers have not made any change in the price of bread since the advance in flour. Some dealers say that considering the present condition of the wheat market they would not be surprised to see flour go even higher. Corn meal continues very firm.

Feeds—Feeds of all kinds are touching record prices. Hay tops the list in advances, being quoted from $20 to $22 per ton, which is from $6 to $8 per ton over the quotations prevailing at this

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St.Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

time last year. In some of the western sections of Nova Scotia $22 is asked, while in Prince Edward Island it is selling at $20, a price unprecedented in that locality.

All other feeds have increased proportionately, though the receipts of bran and middlings have been increased here the past few weeks. In some parts of Cape Breton a hay famine is reported. In consequence of these advances the Halifax livery stable keepers have increased the price of board for horses one dollar per week.

The milk vendors will not reduce the price of milk one cent per quart as has been the custom during the summer season.

Fruits and vegetables.—The market is well supplied with fruit and all seasonable green truck — lettuce, radishes, strawberries, spinach, rhubarb, new cabbage and also some small (new) carrots and parsnips. The bananas offered for sale are only fair, having been chilled by the cold weather. They sell from $2 to $2.50. Jamaica oranges are off the market, but there are plenty of navels and valencias, ranging in price from $3.50 to $4.

TOBACCO CROP IN ESSEX.

Ernest Bailey, Kingsville, writes under date of June 1st: "Having just returned from going through Essex county, inspecting seed beds of the growers, the prospect looks very bad for a crop this year; the plants are fully four weeks late. I did not see one bed that will be ready to plant before July. If planted then we will have to have a late fall to secure a crop and lots of seed plants will not be ready till about the 15th July.

"I saw numerous growers that have taken off their canvas from their beds and let the plants go, as they are so backward, and have planted corn in their acreage that was for their tobacco. Even if we have a late fall the tobacco crop will be very small.

"The weather at writing is very trying to the young plants and if it does not change very soon there will be no crop at all.

"All of last year's crops have been bought from the growers and there is only leaf to be bought to-day that is in the hands of the dealers, and at that there will not be more than about 200,000 pounds in western Ontario. I predict that if we have a crop at all the prices will range high, as the acreage expected to be put in will easily be less than half of last year."

IN THE MARITIME PROVINCES.

Frank L. Crossley left recently for the Maritime Provinces as special representative of the MacLean trade newspapers. He will work right through to

F. L. CROSSLEY
Maritime Representative MacLean Publishing Company.

Halifax, calling on all our subscribers and probable subscribers, as well as advertisers and probable advertisers. Any assistance given Mr. Crossley in the way of news notes, pointers in the trade, etc., will be much appreciated and will receive our very best attention. Mr. Crossley is a newspaper man of some experience, having been engaged with the Montreal Daily Witness prior to joining the staff of the MacLean trade newspapers where he has been attached to our Montreal office for some months. With the natural growth of the Maritime Provinces and the spirit of enterprise and kindness always shown by its business men, we look forward to Mr. Crossley's trip being a pleasant as well as a mutually profitable one.

TAKES NO MORE ALMS

June 10th, 1907.

To the editor, The Canadian Grocer,—As an old subscriber to your journal and a close reader of every feature of it, I was more than pleased to notice in your issue of June 7th an editorial on "Taking Alms." You know "confession is good for the soul," and this editorial brings me to the penitent bench. I may say that you do not spare us retailers in your criticism on the question of soliciting donations and so forth from our jobbers. It hurts, particularly when one feels that he is a criminal in this respect.

I may say that in the past I have, I admit, been guilty of writing my different wholesale houses for contributions to our local township fair. I have decided, however, not to do so again. There may have been some excuse for my doing this as having been on the committee of the organization of the fair, and my fellow-workers knowing that I was a large purchaser from the city jobbers, it was thought that I could materially increase the revenue for prizes

I admire The Grocer for its outspoken criticisms and the manly stand you have taken. Possibly you may offend one or two of your readers, but if they will reflect as I have done they will stop pestering the wholesaler.

Hereafter you may count me out from any begging expedition for our local fair, bazaars, charities or other things.

(Signed)
"AN AWAKENING CONSCIENCE."

A shipment of 200 puncheons and 150 barrels of Horseshoe brand extra fancy molasses has been received by Rose & Laflamme, Montreal, ex. S.S. Salybia, for account of the Boston Molasses Co. They report it as turning out exceptionally fine.

Trade Winners are Profit Bri gers

Cigars that will bring you customers must be of **the kind that satisfy** the smoker—a brand of **uniform quality.** It does not pay to stock Cigars which are **mostly** first-class. They must **all** be A1.

HOGEN MOGEN and ROYAL SPORT CIGARS

are **every one of them guaranteed.** For years they have held **first place** in the market, because we **have set a high standard** and have **always lived up to it.**

These Brands are Trade Winners and Profit Bringers

The Sherbrooke Cigar Co., - Sherbrooke, Que.

THE SORROWS OF EVE

were accentuated because her Grocer didn't carry

BOECKH'S BROOMS

THE DAUGHTERS OF EVE

eliminate a good deal of worry because they insist on **BOECKH'S BROOMS.**

The men who study the wants of women stock Boeckh's Brooms. Enough said!

UNITED FACTORIES, Limited

TORONTO - - - CANADA

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books, The Canadian Merchants Protective Association have entered proceedings against a man.

The law says:

"Any man who fails and who has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

It is cheaper to keep proper books than to pay a fine of $800.00 and go to jail for a year, isn't it?

* * * * *

Business Systems bookkeeping is proper bookkeeping—the modern way of doing it.

Business Systems Monthly Account System, especially adapted to retail business, not only keeps your own books straight, but, as well, your customers' accounts any time and all the time.

* * * * * *

We would like to tell you more about this, and you don't have to buy unless you want to, either.

Drop us a post card for information.

BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE

TORONTO - - - CANADA

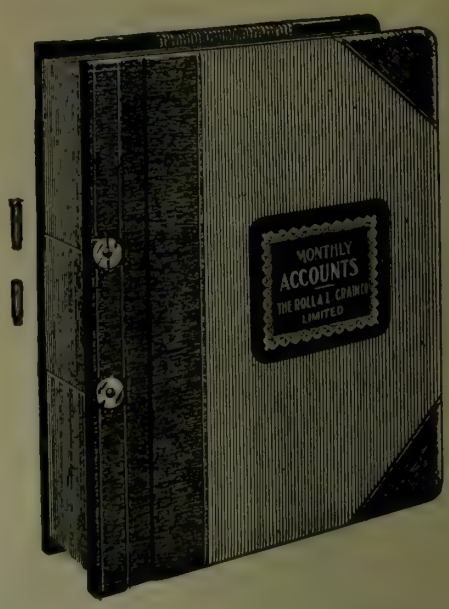
862

AS A MEANS OF SUCCESS

Are you still using that old antiquated system of book-keeping,—Bound Ledgers, Day Book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want, but because you have never troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

The Crain Continuous Systems



The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact, and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask us for Catalogue *"G,"* which will give you all details.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto Street*

Montreal: *Alliance Building, St. James St.*

Winnipeg: *Nanton Block, 430½ Main St.*

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Tedhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

Still the Best on the Market

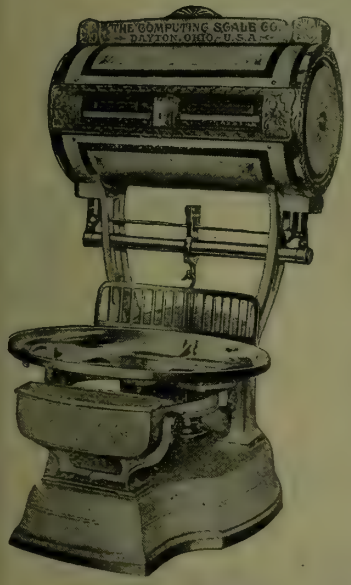
Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

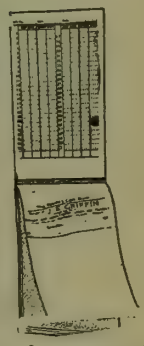
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

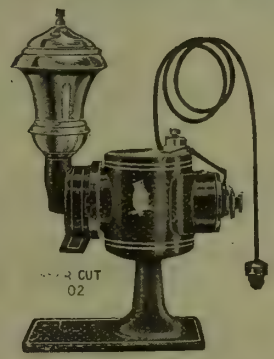
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

BE SURE TO ATTEND!

The Retail Grocers' Annual Convention for the Province of Ontario

TO BE HELD AT

Hamilton, Tuesday, July 2nd, 1907

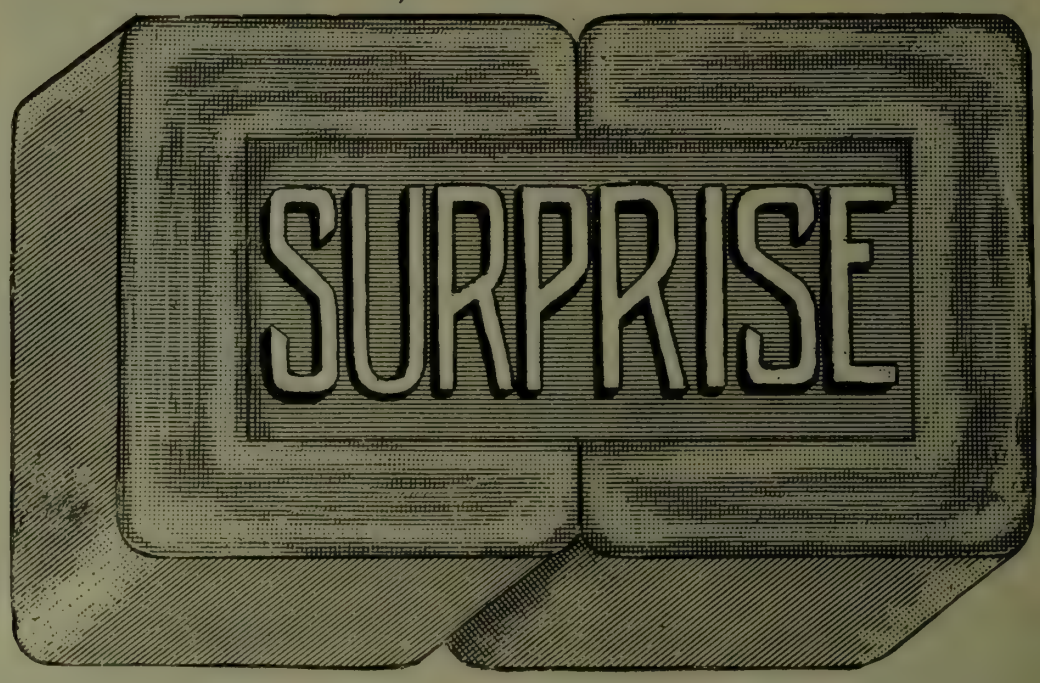
COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. **You are invited by the Provincial Officers of the "Grocers' Section" of "The Retail Merchants' Association of Canada."**

M. MOYER, Grocer, Toronto, *Provincial Chairman.*

E. M. TROWERN, *Dominion & Provincial Secretary,*
21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of "The Retail Merchants' Association of Canada" will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.



We have put forth every effort to make the best soap that can be made.

There is the best material in it.

There are brains used in its make-up.

That people are satisfied is the best guarantee of its worth. **"Surprise"** is known and used all over Canada---not in a small way, but universally used.

The St. Croix Soap Mfg. Company

Factory at St. Stephen, N.B.

Branches:—Toronto, Winnipeg, Vancouver, West Indies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 14, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 13, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nizer's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	per gr 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	1.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 36
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins,	41c.
6-lb. boxes, 12 boxes in case	45
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	34c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	27c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.,	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	24c.
6-lb. " 12 " " ½-lb. "	24c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal. Pe

"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz. per doz.	1 75
10 " "	4 " "	3 00
Rep. quarts,	1 " "	6 50
Imp. "	1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent,
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

BORDEN'S BRANDS

have through merit held the confidence of the dealer and consumer for ***50 Years.***

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

are your best references with the housekeeper.

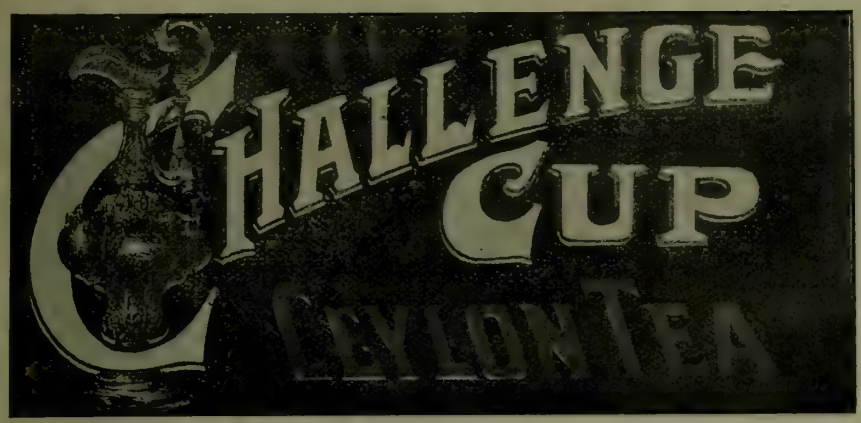
(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

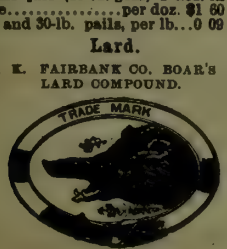
1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
7-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces		$0 10½
½-bbls.		0 11
Tubs, 60 lbs		0 11½
Pails		2 28
20-lb. tins		2 18
Cases 3-lb.	"	0 11½
" 5-lb.	"	0 11½
" 10-lb.	"	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 73
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins..... per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins.....per lb.	$0 35
	½-lb. tins..... "	0 35
	1-lb. tins..... "	0 35½
	4-lb. jars.....per jar	1 20
	4-lb. jars..... "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins..... per lb.	25
	½-lb. tins..... "	0 23
	1-lb. tins..... "	0 22½
	4-lb. jars.....per jar	0 70
	1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

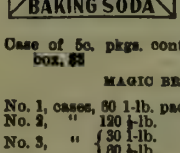
PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz	0 90
Pint " 3 doz.....	1 75

Soda.

COW BRAND



Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1,	cases, 30 1-lb. packages	$2 75
No. 2,	" 120 ½-lb. "	2 75
No. 3,	" {30 1-lb. " {60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	.....per gross	$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

	Japanese Starch.	Case
1 case, 5 doz.		$5 00
5 " 5 "		4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

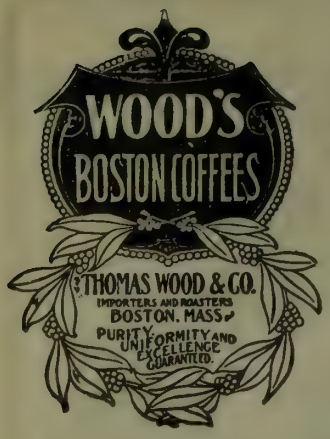
12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50



Iron or Steel?

By the Bessemer process crude iron is converted into fine strong steel. And, though its nature is not changed, the scientific manner in which the raw material for

"WOOD'S COFFEES"

is handled makes them as superior to the haphazard article as steel is to old junk.

You know what you get, and get what you pay for, and that the best.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL.

Culinary Starches—

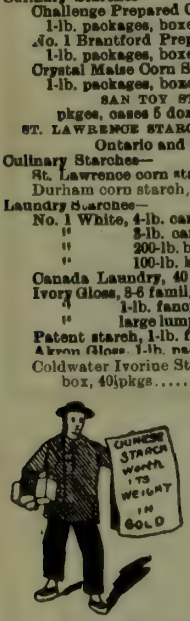
Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 20 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Arrow Gloss, 1-lb. packages 40-lb.	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

LAUNDRY RUBBER STARCH.
Agents, Rose & Laflamme, Montreal and Toronto.

32 packages in case, per case	2 35

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

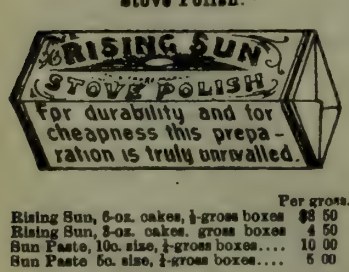
	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

In Pictoria—Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 15 each
3 " " 38½ lbs.	1 60 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases, 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's	2 10	Bbls, per lb.	0 02½
" 12 5's	2 45	½-bbl. "	0 03
" 6—10's	2 40	Kegs "	0 03½
" 3—20's	2 35	Pails, $1.10 and	$1 50

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.

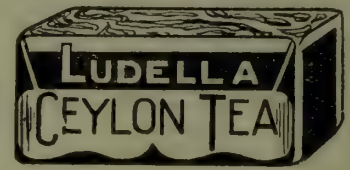
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 15 each
3 " " 38½ lbs.	1 60 "
2-lb. tins, 24 in case, per case	2 25
5-lb. " 12 " "	2 55
10-lb. " 6 " "	2 50
20-lb. " 3 " "	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 28	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs.	Ceylon and Indian green or black. retail	wholesale
"A," ½'s and 1's, tins	0 50	0 3)
"B" ½'s, ¼'s and 1's	0 40	0 3)
"C," ¼'s and 1's	0 30	0 22
"D," 1's	0 25	0 20

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
" " 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. & ⅛s.	0 40	0 60
" " ¼s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

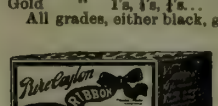
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label, " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } " " 80 1-lb. }	0 35
" " 120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 5s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 5s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. Ci. Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 78
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal	Per gal
EMD, pure distilled, highest quality	$0 33½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 14

Batger & Co.
London, Eng.

Do It Now
Travellers are out

Before Ordering

Xmas Crackers,
Stockings,
Fancy Goods,
Wedding Cake Ornaments,
Etc., Etc.

Ask for prices or a showing of samples.

AGENTS:
Rose & Laflamme
Montreal and Toronto

Some Seasonable Sellers

Cunningham & De Fourier Co.
LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS
Rose & Laflamme, Montreal - Toronto

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS
LARGE SALES
COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

Conserve Your Profits

Claiming all the excellencies under the sun for our Jams and Jellies would not make them excellent, and, luckily, shrewd grocers know it.

Shrewd grocers also know that our

Jams, Jellies and Marmalades

have proven their superiority to the next best brand, and that they are the preferred preserves amongst particular housewives. If you know the reasons for this preference, you know how to

Conserve Your Profits

If not—you ought to know.

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

CLASSIFIED LIST OF ADVERTISEMENTS. *The Canadian Grocer*

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Gourock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

Beer—Non-Alcoholic
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co. Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warminton, J. N., Montreal

Brooms, Brushes and Woodenware.
United Factories Ltd, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.
Warminton, J. N., Montreal

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
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Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
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Concentrated Lye.
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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto

Egg Trays.
Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

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Bradstreet Co.

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Atlantic Fish Co, Halifax, N.S.
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Connors Bros., Black's Harbor N.B.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Fly Coil.
Brown's Fly Coil Co., Bury, Lancs, Eng.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng
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Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
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Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Ozo Co., Montreal.
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Eckardt, H. P., & Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Turner, James, & Co., Hamilton.
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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Modern Canner Co., St. Jacobs, Ont.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Tippet, A. P. & Co., Montreal.
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Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

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Nicholson & Brock, Toronto.
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Hudon, Hebert & Cie, Montreal
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Hanson, J. H., Montreal
Hillock, John, & Co., Ltd., Toronto.

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Empire Salt Co., Sarnia, Ont.
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Toronto Salt Works, Toronto.
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Darling & Brady, Montreal.
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Church & Dwight, Montreal.

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Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto

Yeast.
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H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

MEAT OF WHEAT
THE GERM OF THE GRAIN.
REGISTERED
TRADE MARK
THE DOCTOR:
The parts of the wheat of the greatest value as a FOOD are GLUTEN and PHOSPHATES—two important constituents in "MEAT OF WHEAT" Pure, wholesome, nutritious and delicious. Easily cooked and easily digested. Nothing better made.
STRICTLY PURE NUTRITIOUS FOOD
WESTERN CEREAL CO.

Meat of Wheat—

Made from the finest quality of No. 1 Manitoba Hard Wheat. The **best** and most **economical** breakfast food on the market Each package makes **12 lbs.** delicious breakfast food.

It pays you a good profit——

There's money enough in it to make it worth your while to push it. A greater profit than any other 15c. package on the market.

CASES—36 packages $4.20 per case.
Freight paid on 5-case lots.

Order from your wholesaler. If he doesn't have it in stock write direct to

THE EBY, BLAIN CO., Limited WHOLESALE GROCERS TORONTO

Selling Agents for the Western Milling Co.

By Selling

BLUE RIBBON TEA

You at once become a BENEFACTOR, by supplying your customers with a Tea that has yet to find its equal for quality, strength and flavour.

THINK

of the BENEFITS your customers thus gain, by using Blue Ribbon Tea, which costs no more than ordinary tea.

The BLUE RIBBON TEA CO., Ltd.
12 Front St. East, TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 3,000,000 within a 20-mile radius.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

***Gordon McDonald* & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

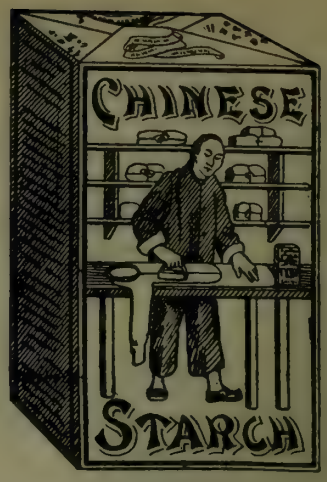
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

"If some big oak comes in contact with a steam shovel, that robs it of soil, undermining its roots, it will suffer, just as the grocer will decline when public confidence is lost through neglect or bad service, *which includes poor goods*, and carelessness in extending credits, the latter the counterpart of the big steam shovel. The moral of this is that to hunt for big game one must have a first-class rifle. Who would think of going after a grizzly bear with a poor shotgun?

The public is the retail grocers' quarry. Do you work it consistently, methodically, intelligently, perseveringly, fairly? Its possibilities are tremendous because its expansive powers are great. The public grows in great numbers and in resources. *Do you?*"

The application.—If you are after big game—the great consuming public—you *must have first-class goods* to attain success, and that is why you should *sell exclusively goods guaranteed as to quality* by the *Canadian Canners, Limited.*

Brands:—*Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnvalley, Maple Leaf, Lion, Thistle, Grand River* and *White Rose.*

Reputation

That word means more to the grocer than to any other merchant on earth. People may buy inferior boots and shoes, they will buy shoddy clothes; but when it comes to groceries they demand

Purity Wholesomeness Quality

These words have controlled our business, because we were just as anxious about our reputation as any grocer could be. While this goes far towards explaining the popular demand for

OLD HOMESTEAD BRAND

there are other reasons for the superiority of **the popular brand** which some merchants may overlook. Details, which other canners consider of no consequence, receive careful attention, and fruit and vegetables canned in our factory are never clear of the scrutiny of an expert until they are sealed up in the air-tight cans. Perhaps we do take extraordinary precautions, but the fame of

OLD HOMESTEAD BRAND

and its popularity demand that much—no more, no less. Mr. Grocer! You know the women of Canada would not be so united in their insistence for **Old Homestead Brand** of canned goods if it were only a good brand. The demand for **Old Homestead** goods goes on increasing because **the brand** is incomparable.

Have you mailed your test order?

The Old Homestead Canning Co.

PICTON, ONTARIO

A Matter of Common Sense

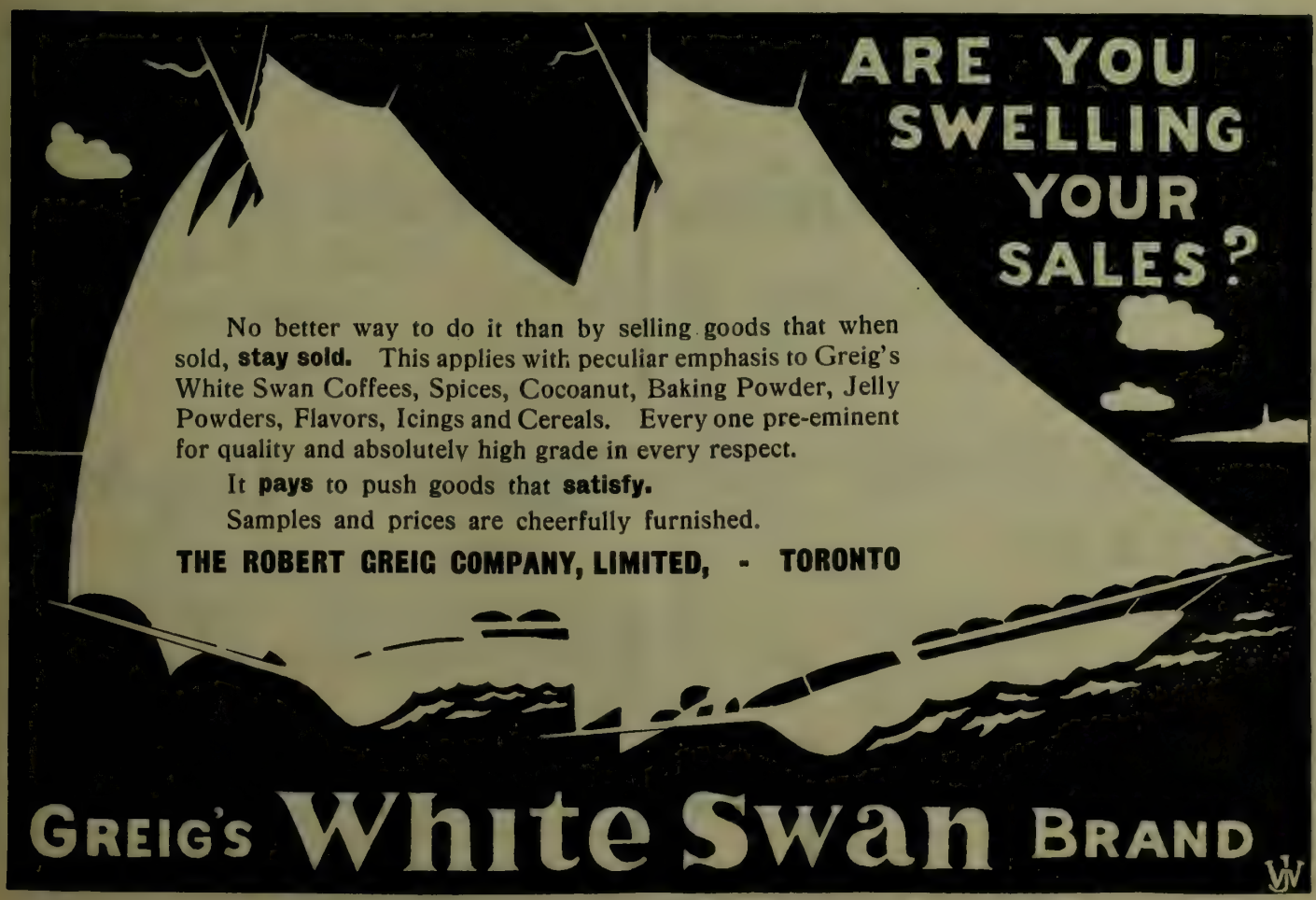
Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for

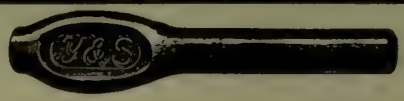
E. D. S. Brand
JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO


ARE YOU SWELLING YOUR SALES?
No better way to do it than by selling goods that when sold, stay sold. This applies with peculiar emphasis to Greig's White Swan Coffees, Spices, Cocoanut, Baking Powder, Jelly Powders, Flavors, Icings and Cereals. Every one pre-eminent for quality and absolutely high grade in every respect.
It pays to push goods that satisfy.
Samples and prices are cheerfully furnished.
THE ROBERT GREIG COMPANY, LIMITED, - TORONTO
GREIG'S White Swan BRAND



Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and **Soft Licorice Specialties.**
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

It Will Save Money for You

This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up o seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

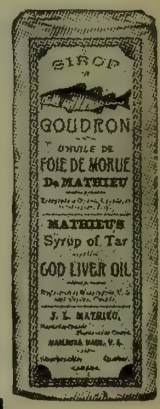
For doing this, there is nothing like

Mathieu's Nervine Powders

because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the Summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.



Mr. Retailer: bear in mind that

Crystal Granulated Sugar

is sold to you direct from the Refinery.
For preserving purposes it has no superior

ASK FOR SAMPLES

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

JAPAN TEAS

It will pay you to get samples and prices from us before buying.
We have exceptional value in above goods.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

YOU CAN PLEASE

your customers every day, if you supply

"JAMES' DOME"

the cleanest Stove Polish on the market. Always in season.

SORT UP YOUR STOCK.

W. G. A. LAMBE & CO., Canadian Agents.

BLACK—GREEN—MIXED

The character of this Brand has an International Reputation.

Its success has never been equalled in the history of the tea trade.

It leaves every dealer a good "Protected Profit," and sells everlastingly.

Experiments with bulk teas and other brands can only prove an unsatisfactory and profitless occupation, for the reason that the quality of "SALADA" has given it a leadership which none can follow.

The foregoing is not simply an advertisement, but Plain Statements of "Fact."

Wholesale terms and samples on application to

"SALADA" **TORONTO, MONTREAL or NEW YORK**

PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

That the grocer's trade may stand at its best is a good reason why he should always be well stocked in

STERLING BRAND PICKLES

a pickle that gives completest satisfaction to most particular people.

MADE IN CANADA BY

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

E. NICHOLSON

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS

Winnipeg, May 29th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

ENGLISH BREWED
ALE & STOUT

The most healthful drink of Old England is KOPS ALE brewed from finest Kentish hops. It is in enormous demand in all parts of England, and our six large breweries are situated in London, Birmingham, Etc.

Kops Ale or Kops Stout

will be found the best for luncheon or dinner and are refreshing and stimulating at any time. They have a fine bitter taste, but are entirely free from anything of an injurious nature. **They are absolutely non-intoxicating.**

Good for all the year round trade.

Let us Correspond with you and send you Analytical Report, with other information.

KOPS BREWERIES, LONDON, S.W. ENGLAND

AGENTS

Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Avenue, Winnipeg.
Kenneth H. Munro, Coristine Bldgs., Montreal.
Kyle & Hooper, Front St. East. Toronto.
Royal Stores, St. John's, N.F.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES ON APPLICATION

96 St. Charles Borromee Street. - **Montreal**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

For tea—you can't beat Lipton's

"**Are you not aware** that the ordinary chest of tea deteriorates by being left open in the back part or any part of the store? Don't you know that **tea is sensitive** to the odors and conditions surrounding it? It **will absorb** the smell of **onions** in less than 24 hours. It loses its flavor when **exposed to the air**, and no matter what price you pay or how meritorious may be the tea, if you do not **keep it in air-tight packages** the tea loses its virtue and its flavor."

So States The Canadian Grocer

in its Spring issue of May 17, 1907.

LIPTON'S TEAS

are packed only in **air-tight tins**, which will ensure their delightful flavor until the tins are opened by **your customers.**

Owing to the growth of our business in Canada, it has been found necessary to open a branch establishment in Toronto. It is located at 75 Front St. EAST, where prompt and careful attention will be given to your inquiries and orders.

You will receive every welcome at our exhibit at the Retail Merchants' Western Canada's Food Fair in Winnipeg, July 1 to 13.

THOMAS J. LIPTON

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are-an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

GROCERIES

The best for less. No matter what you want in good pure food products, you'll find our stock complete with the very best the market affords. The best for less.

Try "Two Sisters" Best Pastry Flour

Buy DUCHESS BRAND { BAKING POWDER, EXTRACTS, SPICES

Drink "Noxie-Kola"

T. A. Bourque & Co., Wholesale Grocers Sherbrooke, Que.

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan BRAND
SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars 'Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

9 Good Lines to Sell

STARCH—Rich and glossy
BORAX—A household necessity
AMMONIA POWDER—A great cleanser
" **BAKING SODA**—Absolutely pure
" **COFFEE**—Our own special brand
" **EXTRACTS**—Triple strength
" **CORN STARCH**—Tasty and nourishing
" **JELLY POWDER**—Retails 6 for 25c.

We are prepared to make it worth your while to do so—
Let us. send you samples and prices.

Snowdon, Forbes & Co.
449 St. Paul Street
MONTREAL

Lots of Ladies Come to your Store

for their Laundry Soap. Why don't you sell them Toilet Soap as well? You can, when you have

"ROYAL CROWN"

Witch-Hazel
Toilet Soap

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

Mr. Grocer!

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

IVORINE

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

This is the season when picnickers and campers want a lot of canned and potted meats.

We carry a full line of them in stock.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

St. Georgé's

The Best Advertised Baking Powder In Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's—***compare*** it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.

Only the finest, purest Cream of Tartar—99.90% pure—is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

National Drug and Chemical Co. of Canada, Limited, Montreal

MORE THAN JUST PURE

Soap Manufacturers keep on shouting about the purity of their particular brands, because they've nothing else to shout about. All fairly good soap is pure.

WONDERFUL SOAP

is different. Its purity goes without saying. It is the product of a special process of manufacture and most Grocers are surprised at its amazing popularity. Stock it.

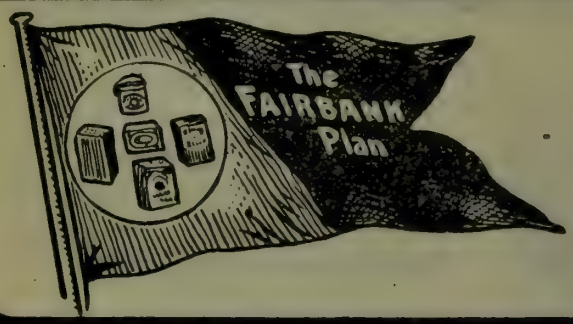
THE GUELPH SOAP CO.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

IF YOU WANT AN AWNING,

WHY NOT TRY

The Tobin Tent & Awning Co., - Ottawa?
IT'S WORTH CONSIDERING.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Majestic Polishes

PASTE OR LIQUID

MAJESTIC

Has no superior. Made in Canada by Canadians, for Canadians. Write for samples and prices.

MAJESTIC POLISHES, LIMITED
575 YONGE STREET, - TORONTO, ONTARIO

The Factory where the Best Canned Goods in Canada are put up---

Get them on your shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

A Risky Business!

It certainly is a risky business stocking some of the leather-destroyers sold under the name of shoe polish. You'll not gain the goodwill of the man who pays the bills by ruining his shoes.

Mr. Grocer! Stock

2 in 1

It's safe because it is a leather food. It's a business-builder because it adds months to the life of shoes. You should stock **2 in 1** for your customer's sake as well as for your profits.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

B. B. C.

Red Feather Fancy Table Sugar

Stands without a rival—The most perfect Table Sugar manufactured to-day. Specially prepared for Berries, Fruit and Cereals.

Put up in 5-lb. Bags—12 in a Case

Can be purchased with or without a handsome glass shaker, for distributing the sugar at table—This is bound to be a taker with consumers—and the sugar season is now on—

Ask our travellers about this.

W. H. Gillard & Co., Wholesale Grocers

Hamilton

Branch House—Sault Ste. Marie

Over 6 Carloads

of

Kops Non-Alcoholic Ale and Stout

have been sold by us this spring. The best trade in Canada has bought it. Repeat orders are coming in rapidly.

Don't you want to get some of this trade?

Drop us a post card (costs you only one cent). We will tell you where you can get it and show you a rattling good profit.

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St. East - - Toronto

WHERE'S YOUR

"MONTSERRAT"?

Scorching days are here. Customers will want their favorite thirst quencher—

"MONTSERRAT" LIME FRUIT JUICE

Are you sure you have ordered enough?

Your wholesaler has both sizes. Write or phone him.

CANADIAN AGENTS:

National Drug & Chemical Co. of Canada, Limited, - Montreal

SPRING DELIVERIES

On account of late shipment, labor troubles, etc., etc., our

Crosse & Blackwell's

Goods have arrived later than usual, but we have now a ***full range,*** covering Jams, Jellies, Marmalades, Pickles, Sauces, etc., etc.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Send Us Your Troublesome Accounts

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

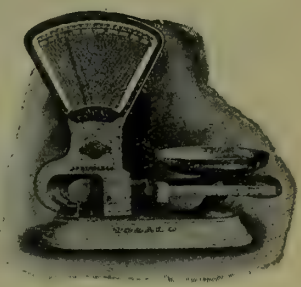
313 New York Life Bldg., MONTREAL

Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.



THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments.

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

—permanent accounts, too—wherever White, Cottell's Vinegar is sold. Get in a stock

WHITE, COTTELL & CO. Warner Road, Camberwell, **LONDON, ENGLAND**

It's an age of competition and the grocer cannot afford to experiment with his trade.

There's no experiment in selling:—

"MELAGAMA TEA"

t's always top in value, always uniform in quality, always certain to satisfy the customer, and it shows good profit.
i

All wide-awake grocers are selling it.

MINTO BROS., Head Office, TORONTO

BRANCHES:— BUFFALO, N.Y. NIAGARA FALLS, N.Y.

It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely—it pays.

Agents:—Rose & Laflamme, Montreal.

'CAMP' COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

GROCERS

Every Jar of

Scotch

"BALMORAL"

Marmalade

Proves Its Superiority

Get a stock of it.

PRICES FROM

J. W. WINDSOR, Montreal.

BE SURE TO ATTEND!

The Retail Grocers' Annual Convention for the Province of Ontario

TO BE HELD AT

Hamilton, Tuesday, July 2nd, 1907

COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. **You are invited by the Provincial Officers of the "Grocers' Section" of "The Retail Merchants' Association of Canada."**

M. MOYER, Grocer, Toronto, *Provincial Chairman.*

E. M. TROWERN, *Dominion & Provincial Secretary,* 21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of "The Retail Merchants' Association of Canada" will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.

VICEROY

RED RED SALMON

When you want Bang up Red Salmon, and want to be sure of getting it, order Viceroy

Price $1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street

MONTREAL

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

Buy only

RIVERDALE BRAND

Canned Goods.

WHY?

The Lakeside Canning Co. LIMITED

WELLINGTON, ONTARIO

BECAUSE

They are grown in the best fruit and vegetable district in Canada.

They are manufactured by the most modern machinery and process.

They have given excellent satisfaction in the past.

And because, the packers of this **Riverdale Brand** are determined to hold their old customers and to secure new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - - ONTARIO

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

NEW BRUNSWICK GROCERY TRADE NEWS

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., June 17.

There has been very little change in local markets during the past week. High prices continue to rule. Dealers say that nearly all lines of goods are much higher than they have been for years past. Business continues good and the outlook is exceedingly bright.

Fish—The demand for all kinds of fish is very light. Stocks of last year's fish are well cleaned up. Business is limited until the warm weather is over.

Molasses—The situation is unchanged. Dealers are well supplied with Barbadoes "fancy," which is the selling line, and stocks are ample for all requirements. The importations of choice Barbadoes are very light.

Provisions—Domestic pork is firm and stocks are light. American clear pork is slightly easier. American plate beef is held much firmer owing to the limited offerings of U.S. packers. Lard is lower, in sympathy with U.S. packing houses. Fresh beef, and in fact all kinds of fresh meats, are very high, the ruling prices being higher than for several years past.

Cereals, etc.—Flours are steady; oatmeal and cornmeal have advanced slightly. Beans are higher, with short stocks, and the tendency is upwards.

Sugars—All grades are steady. Prices are as follows: Granulated, (standard), $4.70—$4.80; (Austrian), ,$4.60—$4.70; bright yellow, $4.50—$5.60; No. 1 yellow, $4.20—$4.30; Paris lumps, $5.50—$5.75; pulverized, 5¾c.—6c.

Dried Fruits—Evaporated apples are steady. There is sufficient stock on this market for all requirements. California raisins and prunes are held firmer. Buyers are without much interest in new stock offered by firms on the coast, owing to the extremely high prices.

Onions are very scarce and much higher. Egyptians are the only line available and are selling at 3½c. to 4c. a lb. Eggs and butter remain about the same as last reported.

* * *

New Cold Storage Plant.

R. J. Graham, of Belleville, Ont., manager of the Lands Produce & Cold Storage Co., arrived in St. John on Thursday last. He announced that the company had decided to build their cold storage plant, (which has been referred to in previous issues), on the eastern side of the harbor. Arrangements were made with Deputy Minister of Railways Butler for the property fronting on Main street, to which there is access by I.C.R. sidings. The new location gives the company more room than on the west side and in addition to a site 100 feet square, there will be an annex 100 by 62½ feet, fronting on Main street, and a boiler house 100x50 feet in the rear. The cost will be proportionately increased and it is expected that $125,000 or $135,000 will be expended in construction. Work will be commenced at once, several contracts having already been awarded, and it is expected to have the plant ready for business by the first of October. The frontage on Main St., Mr. Graham said, would permit of the company building three stores for the sale of butter and eggs, meats and vegetables. It was not yet decided whether these would be let or operated by the company. It depended upon whether or not any St. John men would be enterprising enough to take up the business.

Cold Storage Rates.

Speaking of the rates to be charged for cold storage, Mr. Graham said a schedule had been filed with the Government, and by it the public could at all times avail themselves of the advantages offered. He quoted the following figures, which in each case were for one month's storage:

Apples—10c. a barrel; 4c. a box.
Meats—¼c. a pound.
Game—½c. a pound.
Eggs—1-3c. a dozen.
Butter—6c. to 8c. a package.
Cheese—5c. a box.
Vegetables—10c. a hundredweight.

These prices, said Mr. Graham, are the same as charged in Montreal. It was also intended to have a fish freezer and fish bait freezer as part of the plans, the meat and fish storage being in a separate series of rooms with no air circulation to the rest of the building.

Ten New Factories.

Mr. Graham leaves in a few days for Halifax, where a similar plant will be erected next year. The company, he said, were about to build ten factories for evaporating apples in Nova Scotia. They had been offered by the D.A.R. any sites they might select along the line, and so far had decided on factories at Canning, Kentville, Kingston and Middleport. At Kentville a canning factory for fruits and vegetables of all kinds would also be built, and a cider and vinegar factory at the same place was included in the plans. The central packing station and offices would also be located at Kentville. The ten factories and the other buildings mentioned, would all be finished, if possible, by Sept. 1st. The estimated cost is $60,000, and employment will be given to about 1,500 people. Sir Frederick Borden, who is interested in the company, is expected here in a few days.

* * *

The insurance loss by the recent fire in the White candy factory has been adjusted for $1,240.93, of which $301 is the loss on the building; $87.25 on the machinery, and $852.68 on stock.

Percy Bethune, formerly of the head office staff of the Edwardsburg Starch Co., Montreal, and for some time latterly with Tees & Persse, Edmonton, has taken a position with Bedlington & Co., Edmonton. Mr. Bethune, though a young man, has that energy in him which will win out.

EDITOR'S COLUMN

We want The Canadian Grocer to be the clearing house for grocery ideas. If you want to grumble some about the railways, or the Government, or the weather or about the trade in general, don't "chew the rag" at home, write to The Grocer. It may help some, and anyway, you will feel better.

* * *

But, not all kicks, please. Say something nice about somebody, a brother grocer, if he deserves it; or your wholesaler, your organization, or even The Canadian Grocer. We're not above accepting bouquets when they are handed to us nicely.

* * *

Ask questions. There may be a lot of fellows want to know just what you do and they'll be just as pleased as you to get the information.

* * *

There's the cost of doing business. Goodness knows, it's important enough to every grocer. Write us your views on that. If you do know to a T the cost of doing business, tell us how you do it; if you don't know, tell us why. It will all go to make the paper better worth while.

* * *

Have you any ideas on window dressing? If you have we want them; not because we're so short ourselves, but variety is the spice of window dressing as well as of other forms of activity. This window dressing business is important, It's one of the spots in a grocery store where ideas make money. There are a good many grocers who haven't dreamt it yet; but they're getting there slowly.

* * *

We have a great regard for commercial travelers. With one or two far away exceptions they are all mighty good fellows. We like to hear from them. They get about and see a lot of retailers and doubtless once in a while get away with an idea as well as an order. We would like to hear from them, one or two at a time, on any subject they choose.

* * *

We want news, grocery news. Send us an item about yourself, if your neighbor doesn't, and one about him, too. We want to know what the grocers are doing everywhere. When you start a movement for early closing or a half-holiday, or an organization, or a benefit fund for the poor wholesalers, don't leave us in the dark about it; we want to know.

FROM GROCER CORRESPONDENTS

LONDON.

The passing of the oldest fruit store in London is an event of no little interest to the citizens. For forty-four years the store at No. 392 Richmond street has been occupied by Richard Mountjoy, London's oldest fruiterer. When he started in business the premises had just been vacated by the Wesleyans who had for some time used them as a place of worship. A few years later the building was torn down and the present structure erected in its place. Mr. Mountjoy, who for some years was associated in business with his brother, the late A. Mountjoy, stuck to the stand and has continued there ever since, the store serving as a sort of guide post for people revisiting the city after a long absence. Directly opposite is the city hall, alongside of which, to the north, years ago stood a cottage which was the Mountjoy home, but was long since torn down to make room for the business premises which now stand there. But at last Mr. Mountjoy has, through the property changing hands, been forced out of No. 392 Richmond, and in a few days the place will know him no more. In place of his business will hereafter be found a gents' furnishing store. Mr. Mountjoy, however, is by no means forced out of business, for he has secured the store at 226 Dundas street, where, in future, he will be found. But for a long time he will be missed at the old stand.

Will Give Up Groceries.

C. H. Lee has cleared out the whole of his grocery stock in the New York store, Dundas street, and in a few days the place will be in possession of the Canadian Packing Company, who will use it for a retail meat store. Much of Mr. Lee's stock has been purchased by consumers at bargain prices, and the remainder has found its way into other stores. Mr. Lee seems glad to get out of the business, and the prospects are if he again embarks in any enterprise it will not be in the grocery line. He has found that rents and the cost of help have almost doubled in the past five years or so, while profits have hardly held their own. Therefore, he has reached the conclusion that there is little money in groceries.

A deputation from the Retail Grocers' Association will visit Toronto in a few days to make arrangements for their approaching excursion to the Queen City.

The city council has adopted the area in which push cast men may pursue their calling as laid out by a committee of the Retail Grocers' Association, and the itinerants will now be placed where they can do least harm to storekeepers. It is thought that the result will be to drive the majority of them out of business.

Short Weights.

The city license inspector and the market clerk have reported to the city council what has for a long time been well known to the citizens generally—that is, that citizens are systematically victimized on the market by farmers giving short weight and short measure. Berry-boxes, supposed to contain a quart, do not hold a pint in some cases. Rolls of butter weigh from 10 to 14 ounces, instead of a pound. Bags of potatoes average about 70 pounds. An article called maple syrup is sold, whereas it never knew what it was to linger in the bosom of a tree. It was made in a pot from cheap brown sugar. It is popularly supposed that bags of potatoes shall weigh 90 pounds, but there is nothing in the law to this effect. Consequently, if a farmer or huckster is hauled up for selling short-weight he will probably swear that he sold the potatoes by the bag—and a bag may weigh 50 pounds or it may weigh 100. It is the same with berries and butter. The berries are sold by the box, and the housewife imagines she is securing a quart. Butter is not sold by the pound, but by the roll. And a roll does not have to weigh a pound. Some of them weigh only about 10 ounces.

The retail grocer is, of course, compelled to buy in the same way, and naturally must sell as he buys. At the recent meeting in this city of the Wholesale Grocers' Guild of Ontario, a suggestion was made that the sugar refiners be asked to put sugar up in 125-lb. bags, instead of 100-lb. bags, as at present, for the reason that sugar sacks, which hold about 70 lbs. of potatoes, are bought up by farmers and others and used in the sale of the tubers. The 125-lb. sacks hold about 90 pounds, to which buyers contend they are entitled. The city council will request the Ontario Union of Municipalities to petition the Legislature for a law which will state the weight of a bag of potatoes, a roll of butter, and the measure of a box of berries. In this way it is hoped to overcome the sharp practices of unprincipled people on the market. In the meantime the people of London are warned to buy butter only by the pound, potatoes by the bushel, and berries by the quart. The inspector also reports that he has had several so-called pound boxes of biscuits sold in stores weighed and found that none of them went over 14 ounces. This matter will be looked into.

Retailers report trade very good, but owing to the backwardness of the berry crops, the demand for sugar is nothing like it usually is at this time of year. A few days of the present weather will bring the berries forward, however.

Local wholesale grocers have for some time complained of the small discounts allowed by manufacturers of cereal foods and have repeatedly made representations to them without any tangible result. The matter was taken up at a meeting of the local guild this morning when it was decided to press upon the manufacturers the disability under which they labor in this matter.

"Grocer Correspondents! Give your views on matters of importance to the trade. Let us get up a Bureau of Information."
—Kingston Correspondent.

KINGSTON.

Kingston, dear old Kingston, the grandfather of all Canada, was honored by a visit from a prince of royal blood from far off Japan, to wit: His Imperial Highness Prince Fushimi, G.C.B. He came up through the beautiful Thousand Islands on a special steamer supplied by the R. & O. Navigation Co., and commissioned by the Dominion Government. Immense crowds greeted him, and the mayor and a select party drove him over to our military college, where, no doubt, he would gain valuable information in the military line. The prince was of the basket-fired May picking type and was quite a draw.

How to Choose a Horse.

The grocer's best friend is the delivery horse, but there is not one grocer out of ten who has good judgment in choosing one. High steppers and trotters are, as a rule, poor horses to buy unless you have a driver possessed of brains. The big-bodied, short-legged French horse with the chicken breast is the kind to buy, and they can get around quick and generally feel good after work. A well-groomed horse, a bright, clean waggon and shining harness speaks to the public of the carefulness and cleanliness of the driver. The driver should look tidy as well, and wear a clean apron and a smiling face. It all helps trade.

Give me the man who looks for work; who does little talking and never shirks the duties of everyday life, and who whistles instead of whines. Work shortens the day. Loafing and killing time and watching the clock lengthens it. These are the things that tend to mould a boy's future and make him a success or a failure. It all lies with the boy. I like the boy who studies his work and does not require to be goaded on like an animal. Young man, "plan your work—then work your plan," and you will quickly climb into position.

Poetry and Problems.

Look here, Mr. Grocer, now honest and true; in a case like this, say, what would you do?

A certain grocer had two carpenters dealing with him. The one paid cash for everything he bought and gave the dealer no trouble but to take down his order and deliver his goods. The other fellow ran up an account; got behind; disputed statements; had the bookkeeper itemize and go over accounts just to be nasty; went sometimes to another store with his cash. The grocer had a barn and stable to build. To whom

should he give the contract? Yes, to whom ? Hard proposition!

Toll Gates and Tobacco.

Councillor Stonners, one of the most honorable men of the county, is fighting hard to rid us of the abominable toll gates, and his persistence will win. Toll gates will soon be a thing of the past.

The tobacco men are getting back to right principles and doing away with the coupons, stamps and tags. These tips come out of some one, as the price will show. When tags were given a certain make sold for 45c. a lb.; since they were discontinued the price is 39c. Who paid for the tags? What a way to do business!

The Barriefield Camp.

The big camp at Barriefield, near here, is on, and to see the infantry and cavalry rushing here and there makes one feel that war is declared. Some of the country boys feel big in soldier's clothes and it is an education to see the movements and attitudes of those in the saddle. Some look as though glued to the saddle, others bob up and down like a Jack-in-the-box. Capt. Sharp, clerk in Crawford's grocery, was up to Toronto taking a course and expects a colonelcy. The captain is very popular, and has a kind word and joke for everyone.

At the services in St. George's Cathedral for the 14th Regiment, Capt. Arthur Craig sang a solo in fine voice.

Arthur is one of W. G. Craig & Co.'s representatives. He is leader of St. Andrew's choir.

How do you hang your paper bags? Some use wire-spring device, string, iron with knife to penetrate the bags. I would suggest that the manufacturers do it and charge a little extra. Bags are used for everything, and it keeps one stringing half of the time.

WOODSTOCK.

A. E. Sage, who has for a number of years conducted a grocery business on Dundas street east, has decided to locate in Los Angeles, California, where he will become the proprietor of a similar business. Mr. Sage left for California a few weeks ago on a trip in which he intended to combine pleasure and business. The business end of it results in his removal from this city. Mr. Sage has been a popular citizen, and has made a success of his business by combining up-to-date methods with strict honesty in all his dealings. A couple of years ago he erected a new building, combining a fine store with living quarters. His departure makes a good opening for another grocer. Mr. Sage's property is being advertised for sale.

The weekly half-holiday movement is at last taking definite shape. Petitions have been prepared, and are this week being circulated among the grocers, druggists, butchers and other lines of trade, so that the prevailing opinion on the subject of a weekly half-holiday may be determined. The petition will provide for a change in the day from Thursday to Wednesday. This is done at the request of the grocers. It is not expected that it will meet with any opposition from any of the trades with the exception of the barbers. The latter have a five-year agreement to close on Thursday afternoons, and declare they will not change. This, however, will not affect the other business men. If the holiday movement is a success, it will go into effect the first week in July and continue to the end of August.

Angus Rose, a local egg buyer on a large scale, told your correspondent the other day he was finding eggs very plentiful this summer, the available quantity being slightly larger than in the coresponding months of last year. He said the price was also slightly in advance, as he was paying fifteen and sixteen cents per dozen, which was over a cent more than he paid last year in the early months of the summer. He believed the tendency would be for prices to go lower as the season advanced. Wholesale dealers said their storehouses were full. If they were, there was sure to be a drop in prices.

The New Condensery.

The municipal authorities of Woodstock are making strenuous efforts to land the milk condensery, which the company controlling the St. Charles Condensery at Ingersoll propose to construct in this district. The promoters of the concern are really the men behind the New York Milk Company, New York City, a company with a capital of about fifty millions of dollars, and over a hundred branch condenseries. Tillsonburg is also fighting to be the site of the new industry, but it is confidently believed here, that if location is finally decided upon for Oxford county, Woodstock will be the place favored by reason of its better railway facilities and the other advantages coming from the fact of its being a larger place. Listowel and St. Mary's are among other places which are bidding for the industry.

The finance and industrial committees of the city council and the council of the board of trade have had a committee visiting the farmers within a radius of six miles of the city, ascertaining the number of cows in the district, and the feeling of the farmers towards the project. The reports have been most encouraging, and the district promises to be a profitable one for the company. The promoters have been asked to submit their proposition in writing, and it is expected that a location will be selected in a few days. The company's proposal is to build a factory, 315 by 75 feet, two storeys in height, and install a suitable and thorough plant. The capacity of output would be larger than in the Ingersoll factory, and 125 hands would be employed, of whom 40 would be girls and the remainder men. In wages $3,000 per month would be paid out. They ask the city for a free site of about five acres, with water and sewer connections, exemption from taxation, with the exception of school purposes, for ten years. They desire, if possible, a daily milk supply of fifteen thousand pounds.

Farmers generally are of the opinion that the crops of this season will be pretty good on the whole, after all the pessimistic reports which have been circulated as the result of the backward weather which has prevailed for the past few months. There is no doubt that in some districts the growth of crops is very deficient, and indicates a serious shortage, but in other places there are no grounds for complaint. On the whole, it is believed that they will turn out pretty nearly up to the average.

VICTORIA, B.C.

June 5th, 1907.

The 24th of May celebration is over once more and everything was a grand success, the city having almost more visitors than the hotels could accommodate.

The following is a list of the grocers who won prizes in the grand parade of horses and delivery wagons :

Best single horse and wagon, as used in actual delivery—1st, Dixi H. Ross & Co.; 2nd, Fred. Carne ; 3rd, Dixi H. Ross & Co.

Best float in parade—1st, A. E. Todd ; 2nd, F. P. Watson.

Best double team and wagon—1st, F. R. Stewart & Co.

There were many entries in all of these events, so it seems that the grocers more than held their own.

The weekly half-holiday has as last been settled as far as the grocers are concerned. The following "Public Notice," which was given four inches display space in the papers, and signed, "The Victoria Retail Grocers," explains : "After June 1st the retail grocers of Victoria will close their places of business on Thursday of each week at 12.30, remaining closed the rest of the day. This step is taken to enable the employer and employes to have a little relaxation during the summer months. We, as grocers of the city of Victoria, ask one and all of our patrons to help us by ordering early on Thursday morning, as an afternoon each week will compensate for our long hours."

The farmers are all praying for rain, as the fruit crop will be seriously damaged if rain does not fall within the next two weeks. For strawberries it is already too late, as the bulk of the crop in the early districts have already been gathered. The later districts have not suffered so much, and if rain comes soon there is every chance of a good crop. What berries have been marketed have brought good prices, the lowest figure yet reached being $5 for a crate of 24 lbs. Of course, it is a little early for low prices yet.

There are few market changes of importance, almost everything seems to have a tendency to advance, and almost every line in groceries has advanced during the last few months. Flour has jumped 60c. per barrel within the last month. Sugar also is climbing. The Brackman-Ker Milling Co. have raised the price of rolled oats, and almost all their products.

ST. CATHARINES.

With the advent of summer the canned goods man comes to the front. He has been securing his tin cans and other requirements for the coming season. The five canneries that St. Catharines is supplied with are busy, with their large staffs of workmen, preparing and canning asparagus and other early varieties of vegetables. Months ago they let contracts for supplies of tomatoes, beans, peas, etc. Peaches, plums, pears, strawberries and other fruits come in their season. One firm, that of the J. Hurshell Wethey Company, in addition to being canners of fruits and vegetables are manufacturers of the J. H. Wethey mincemeat, which has gained such wide popularity, and the goods are shipped in large quantities along the line from St. Catharines to the Pacific ocean in the west and to the Atlantic in the east.

The retail grocers are not, unfortunately a unit in anything. They could not carry out the conditions of their grocers' association. One was jealous of the other, and feared that some one or other would secure the bulk of trade. They agreed to close their stores each Wednesday afternoon, and immediately that came into operation the compact was broken and there is no Wednesday afternoon holiday for the clerk.

John W. Timmons, the grocer, and Salanti, an Italian, are the only importers of bananas, pineapples and other tropical fruits and vegetables, and they supply the other retail grocers.

The cold and wet spring delayed farm operations. Potatoes, tomatoes, peas, corn and grain were late in being planted or sown, and the late frosts threatened destruction of the buds on fruit trees. In some sections the frost did some damage but not enough to injure the prospects for a full crop. Fruit growers say there will be an abundance of peaches, plums, cherries, apricots, pears, raspberries, but strawberries will be a light crop. Apples will be a fair crop, but of an inferior quality. The cause of this is the apple is such an uncertain crop that the farmers, as a rule, pay no attention to cultivating the roots of the trees, removing the grass and using fertilizers. The fertilizer is being extensively used in fruit and vegetables grounds and is giving general satisfaction. The farmer usually orders his bone, etc., fertilizer in the winter, so that it is ready for use when required. They know it to be a good article and it is being brought into more prominence each year.

STRATFORD.

Raspberries will be backward this year. The early growths are only just getting into shape. Many thought that the raspberry crop would be spoiled completely, but although the recent backward weather has retarded the growth still the crop has not been killed. Strawberries, as yet, have been very scarce.

Last week your correspondent interviewed a number of the dealers on the important question of "weighing in," and found that there are a few who do not weigh all imported goods, while other merchants weighed goods received from certain firms. One merchant thought that all imported goods should be weighed. He sometimes found a shortage in weight and consequently was at a loss. Especially was this the case during the Christmas season, but this he attributed to the fault of transportation, as the goods found to be short in weight were generally confined to the fruit line.

CHATHAM.

N. A. McGeachy & Sons' city dairy has been given an outside coat of paint, making it the only entirely white building, both outside and inside, in the city.

Miss Nettie Collins, of McCorvie's grocery staff, who was ill for some days last week, was able to resume her duties Tuesday morning.

W. E. Parrott has just put up a new black and white sign over his King street store. The firm name appears in big, bold white letters, such as can hardly escape attention.

Despite the action of the local Retail Merchants' Association in "passing up" the suggested weekly half-holiday during the summer months, there is considerable likelihood that the dry goods and men's furnishing stores will have Friday afternoons off during the hot weather. A requisition was circulated among the merchants in these lines last week, and was numerously signed.

McGeachy & Sons have installed a Rice & Adams patent bottler, by which twelve milk bottles can be filled at once. This machine ensures a capacity of 1,000 bottles per hour.

The Crop Outlook.

The grain crops in this section give promise of being very fair this year, although it is possible they will not compare favorably with the exceptionally heavy ones of last year.

"Yes, I think the outlook for the crops this year is a bright one," was the verdict of N. H. Stevens, when interrogated on the subject. "Barley and oats, in particular, appear to be coming along very satisfactorily, and the acreage promises to eclipse even that of last year. I am sorry to know that the wheat crop has proven a partial failure, owing to the severe winter. Hundreds of acres of fall wheat have been ploughed under, and the wheat ground sowed with oats and barley. As regards corn and beans, it is difficult to venture an opinion, as large areas are still being sowed. Quite a quantity had to be re-sowed owing to the first crop having been planted too early and lost through the cold. The ground has most of the time been too cold for the seed to germinate. As nearly as can be ascertained, I consider the chances for a good average acreage of corn and beans very bright.

"I think things look pretty fair for the crops so far, and it is to be hoped that we have no more cold weather to delay the growth."

Triangle Grocery Changes Hands.

The Triangle Grocery, at the junction of Thames street and Grand avenue, recently changed hands, W. H. Marshall selling out to Clifford Morrison, of Tupperville.

During the seven years, more or less, since Mr. Marshall left the employ of McCorvie & McKerrall to set up in business for himself, he has managed to build up an excellent trade at this point. He handled both ends of the grocery business with more than average skill, being at once a shrewd buyer and a good seller. During the past few years Mr. Marshall's name has been more than once mentioned in connection with municipal honors, but he invariably declined. For the present he is retiring from active business.

The new proprietor, Clifford Morrison, was for some years connected with the Tupperville Milling Company. He is polite and obliging, and should make good here. The Triangle Block, situated at the junction of two leading streets, is logically a first-class stand. Though the window space is small, Mr. Morrison is making good use of it, and his tasty and attractive displays during the last week or so have attracted considerable attention.

A Grateful Marketer.

Owing to the honesty of Grocer V. J. Bosworth, there was a very happy woman on the market Saturday morning. Mr. Bosworth was just leaving the market when he picked up a purse near one of the doors of the building. The purse contained about $7, and Mr. Bosworth thought the best way to locate the owner would be to hand the property over to the chief of police. He was in the act of doing so when a lady came running up to the officer to tell him that she had lost her purse. She was naturally highly elated at its providential recovery, and Mr. Bosworth was the recipient of many hearty thanks.

Incidentally, Mr. Bosworth's place of business on William street has always that clean, attractive appearance which draws business. The proprietor is one of the most regular attendants at the R.M.A. meetings, and takes an active interest in trade organization.

Railway Extension Begun.

The C. W. & L. E. electric railway is to be extended to the lake this fall. The announcement last week of the company's decision to extend was the source of considerable gratification to local merchants. The extension will put them in touch with the farmers at Raleigh and Harwich townships, and should prove a big business booster, not only for Chatham but likewise for Blenheim, which thriving town is also on the route.

The contracts for the work have been let, and a commencement was made on the grading operations on Saturday morning last. The city council's action in granting the railway the privilege of laying its tracks on the west side of Queen street to the corporation limits aroused some opposition, however, and

has resulted in the Robertsons, of Inshes estate, owners of part of the adjoining property, obtaining an interim injunction at Toronto restraining the company from proceeding with their tracks. It is confidently anticipated, however, that the consequent halt will be no more than temporary. As a result of these complications, Ald. Jas. N. Massey, chairman of the railway committee, has had a busy time of it lately.

Canada Flour Mills Office.

The Canada Flour Mills Company are making arrangements to change the site of their office from its present location on Kent and Dover streets to the building adjoining the mills, which was used by the company some years ago. Gangs of men are now at work remodelling and renovating the future office, and the staff expect to occupy their new quarters in a couple of weeks.

The object of the change is to get the business office nearer the mills, as farmers have found it inconvenient to go out of their way in visiting the present office. The new quarters will be steam heated, comfortably and thoroughly modernized in every respect.

Assessment Passed Up.

The civic finance committee has "passed up" the request of the Retail Merchants' Association for the changing of their business assessment from a 35 per cent. to a 30 per cent. basis. The committee brought in their report at the city council meeting on Monday night, to the effect that, after consulting with the city solicitor, they had come to the conclusion that the council could not legally take any action, and that, accordingly, merchants who desired relief must go to the court of revision.

There is no doubt but that the merchants will do so, and that a test case will promptly be made. The association are, in view of the Provincial Secretary's letter upholding their contention, confident that they will carry the matter through successfully.

A Conflict in Dates.

The grocers' section of the R. M. A. hold their regular meetings on the second Tuesday of each month. There was no meeting, however, on the last meeting night, for the simple reason that it was the R. M. A. meeting night as well.

The R. M. A. have been in rather an awkward position in regard to a meeting night. Originally they met on the second Monday of the month. That date was found to conflict pretty frequently with city council meetings, either regular or special, and as a result a change was deemed imperative. A number of dates were suggested, but relinquished in deference to the board of trade, the lodges and other organizations. Finally, the second Tuesday of the month was chosen. Secretary Wm. Anderson, of the grocers' section, intended to bring the matter up at the last R. M. A. meeting with a view to making another change, but owing to his accident was prevented from doing so.

GUELPH.

Victor Davey, son of A. Davey, an old Guelph grocer, and a man who has followed the trade all his life, paid a flying visit to his old town last week. He came on the farmers' excursion from Peterboro. He is now managing a branch at Peterboro for T. Kinnear & Co., of Toronto, and is doing well.

There is some talk of Sunday street cars in Guelph this week, after about two or three thousand people having to walk out to the cemetery to the decoration ceremony of the Oddfellows on Sunday. It does seem too bad to keep a machine standing in the barn idle and so many people having to walk, but Guelph is not ready to give up her quiet, restful Sundays yet, for there are other days when these services could be held just as well as Sunday.

The deputation of the Clerks' and Salesmen's Association who went to Hamilton last week to make arrangements for the excursion to be held by the association, report having chartered the Macassa for a moonlight excursion, which will probably be run on the third Thursday of July. The boat will leave the dock at 8.30 p.m., and will return about 11 o'clock p.m. They conferred with Mr. Bird, of the Grafton Co., and president of the Hamilton association, who promised that the Hamilton clerks would join the Guelphites on the occasion. He stated that there would be about four hundred from that city. The fare for the round trip from Guelph will be $1.50.

Mr. Bibby, late of George Williams', has accepted the management of the Guelph Co-operative Association grocery department. It is now only a very few years since this association was formed and a baking business on a small scale was launched on St. George's square. Since that time the venture has been accorded a hearty support by the citizens, and a short time ago a large block was purchased on Quebec street, and half of it occupied, the business being enlarged to include groceries. Then came a set-back in the fire, which practically ruined the block, but this has not dampened the enterprise of the concern and now the block is being refitted and repaired and both stores will be occupied by the association.

The part used as a bakery and grocery store will be continued and the other store, formerly occupied by the Guelph Paper Co., will be used as a butcher shop as soon as the present meat by-law is repealed. It is also proposed to open a shoe store upstairs in the near future.

The Guelph Paper Co. have moved to the store opposite, formerly occupied by George Harper, who has in turn moved across the street.

The "Made in Canada" fair was formally opened by Lieutenant-Governor Mortimer Clark, on Monday afternoon and is in full blast.

Eggs continue to be scarce and are retailing in the stores this week at 20c. a dozen.

Mr. A. M. McLaren, Elora Road, has added a fine new delivery wagon to his outfit. It was built by Reid & Ross and is just up-to-date. In fact, Guelph grocers all deserve credit for their nice tidy rigs and good horses and gentlemanly drivers. It would bother a stranger to judge a store here by its outside deportment.

Tom Hewer, for about twenty years driver of Guelph's hose wagon and a general good fellow, has bought out his brother Jim's grocery store on Nottingham Street and took possession on June 1st. We thought Tom had more sense than to leave the city cashier, which is sure once a month, for a chance among the poor grocers. But we are always glad to welcome someone else to our pleasures. Tom is careful and is a good buyer, and that is half the battle.

* * *

Does it pay a grocer to handle coal oil or let the hardwareman handle it is a live question I would like to see discussed. I used to fight hard and yet feel that way inclined that it pays, but from recent figuring and watching I am forced to the conclusion that it doesn't pay an ordinary grocer to handle it. I took two 40-gallon tanks and filled one with American oil and the other with Canadian oil. We filled both on Monday and both were empty in one week at a profit of 5c a gallon, making a profit on 80 gallons at 5 cents a gallon of $4.

I have a good driver and he undertook to look after that department and every day till Saturday did fine. But, Saturday his horse turned too quick and although his oil was kept separate in front of his wagon from the groceries, when the horse swerved round five orders were simply spoilt. Leaks, repairs to tanks, change of drivers, and risk from fire, smell, and lots of other things must and does—whether we know it or not—make handling oil unprofitable for the grocer. Some grocers talk of self-measuring tanks, like the syrup or molasses pump, but I am prepared to say for myself that 5 cents a gallon doesn't pay unless you can produce something different than I ever saw in Guelph.

Handling of Oil by Grocers.

It has long been an open question with the groceryman whether or not it pays him to handle coal oil in connection with his business. The reason for this question is because of the ordinary method which has been in vogue ever since oil was sold. What grocer or general storekeeper or his clerks, using the old methods, does not dread to see an oil can come into his store? The question submitted by the Guelph correspondent was submitted to the Bowser oil tank people and they referred it to a grocer who is a user of what is known as the Bowser Self-measuring Oil Tanks, and has been for the past eight years. He explained that it is possible, by means of the Bowser tank, to draw five gallons in less than a minute, without any funnels or measures, direct into the customer's can, eliminating thereby overflow, dripping, spilling, seeping, oily hands, oil-soaked floors etc. Furthermore, as the tanks and pumps are air, gas and oil tight, there can be no evaporation. Therefore, as the grocer in question said, he is able to sell as many gallons as he buys, and thus secures all his oil profits, and at the same time obviates all the dirty, sloppy, contaminating characteristics incident to the old way, and it is a positive pleasure waiting upon oil customers, instead of a dread. Not only is he able to draw oil so quickly, but there

is the consolation in the thought that the measurement is absolutely correct, inasmuch as the equipments are inspected by the Government Inspector of Weights and Measures. He continued :

"You might ask how I combat the danger of spilling oil in a delivery wagon. This, too, is simple. I arrange a box, which is permanent and tin-lined and sufficiently high in the front part of the wagon, and all oil cans to be delivered are set in this box. Thus, should one be overturned, there is no chance whatever of the oil coming in contact with the groceries, etc., which are done up in packages, and stored in other parts of the wagon.

"I am satisfied that my Bowsers have paid for themselves several times over during the eight years they have been in use. I can heartily recommend them to all handlers of all kinds of oil. The kind I use are incomparably superior to anything I have ever seen, and I consider them one of the best appliances in my store, and I use a cash register and computing scale. As previously stated, I have been using my Bowsers for the last eight years, and they have not cost me one cent for repairs."

The Guelph Made-in-Canada exhibition in aid of the General Hospital starts next Monday, June 17th, and again we have it emphasized that who ever wrote that article "Taking Alms" in The Grocer a week or two ago knew what he was talking about. There is not one merchant in Guelph that can get out of going down deeper in his pocket than he really can afford and in fact every man, woman and child will be literally robbed. Admitted the cause is good, but I know of at least two stores where the first lady came in for her booth and got 50 lbs. of tea. The next would sell on commission the same article. Another wanted fruit, and so on, and the wholesalers are bled also for the same object and in as many different ways. Then Mr. Grocer goes to the fair and puts up as much more in the way of buying other things that he really doesn't want just to oblige the ladies. The poster show will be a success no doubt, but how many will feel the effects long after the poster show is forgotten? Why can't the Government, county and city grants to these public institutions, which we all have to make up, be made large enough to do away with the necessity of such ways of raising money for these institutions?

* * *

A lady asked me the other day why the year 1907 was like a broken-down wagon. I said I didn't know. She said, "There is no spring in it."

* * *

I have been selling pineapples for years and it remained for a young lady to inform me this week that the easiest way to use them is not to peel but to simply tear them apart. This was a new wrinkle to me and I tried it. Just take the nearest section to the core at the bottom and press your thumb in and force it out and so on each section in rotation and one of the hardest things about the preparing of those prickly pines is overcome.

INGERSOLL.

Fire, which broke out in the roof of the Manchester mill, owned by the Manchester Cereal Company, shortly after ten o'clock on Monday night, threatened to destroy the entire structure. The flames had gained considerable headway when the firemen arrived on the scene, but through their heroic efforts they were prevented from spreading to other parts of the building, and after over an hour's strenuous work they were entirely subdued. The fact that the fire started on the roof and the absence of a wind were factors that greatly favored the firemen. The roof was almost completely destroyed, as was the machinery on the upper floor, while the machinery in other parts of the mill was seriously damaged by water and it will be several weeks before it is all in running order again. The damage, which is heavy, is fully covered by insurance.

The origin of the fire is believed to have been a spark from a passing T. L. E. & P locomotive, as a large hole was eaten through the roof on the west side, which would indicate that a spark had dropped there.

"Whew, but it's hot!" This is the exclamation of the people who only a few days ago were shuddering in their winter wearing apparel and at the same time complaining bitterly at the weather conditions. It has been said that all things come to those who wait, and this also seems to be true of the warm weather. It has arrived at last, and with a vengeance. The ice cream parlors are being besieged day and night, hammocks are being brought out once more, and the indications generally point to a real, genuine summer and, of course, the grocers are delighted. How they have been longing for "The Good Old Summer Time," when the housewife will take life easy and call or "ring up" for the greater portion of her table supplies. The demand for canned goods, fruits and vegetables, cakes and pastry goes up with the mercury, and every day is filled with the activity which gladdens the heart of the retailer. But, while the consumer may see additional expense in the matter of provisions during the warm spell, he is financially ahead as compared with the days when he must carry up the coal or split the wood.

For the second time in the course of a few weeks the town of Tillsonburg has sent a deputation here for the purpose of interviewing the manager of the St. Charles condensing factory in regard to securing the new factory which the company intend establishing in western Ontario. Tillsonburg is hot on the trail of new industries that can in any way recommend themselves, and when the second deputation came here last week they made a definite proposition in regard to securing the proposed factory. Other towns are equally anxious of getting the new industry, and, as yet, no definite announcement has been made as to the location. The condensing factory here is regarded as one of the best institutions in the town, as it is of great benefit to both the farmers and the townspeople.

What about a half-holiday? This is the cry from the clerks of the town now that the warm weather has arrived Only echo answers, and it seems as though the much-desired recreation will have to be taken after "business" hours.

Benjamin Pardoe, for many years a resident of Ingersoll, died on Sunday, aged 79 years and 6 months.

This is the preserving season for pineapples and the receipts have been large with local grocers and the demand keen. All seasonable products are arriving in plentiful quantities and the people of this district are evidently keeping right up with the market. Butter still ranges in price from 25 to 30 cents per pound while 16 cents is the ruling figure for eggs. These prices are considerably in excess of those of former years.

Samples of Fels-Naptha soap were recently distributed amongst the housewives of the town and the advertisement has been given a more permanent form by a large diplay in the window of the "2 Macs," MacLeod & McBain.

The employes of the St. Charles Condensing Company have arranged to run their seventh annual excursion to Detroit on the 17th of July, and it is expected they will be accompanied by a large contingent of citizens.

GOOD THING IN STRATFORD.

Albert Myers, clerk at Barker's grocery store on Huron street, Stratford, possesses the knack of dressing unique, as well as attractive, windows. He has something different from others, something original. He recognizes the fact that an attractive window draws custom. Recently Mr. Myers dressed a good window advertising maple syrup and sugar. In the window to-day he has a new idea. It is a railroad scene and shows a train, comprising an engine, coal car and two box cars on a well laid track. The train is supposed to be travelling through the country, bringing a new shipment of goods to Barker's store. Grass is growing on all sides and the track is laid over a river. A telegraph line also runs alongside of the railway track. In the corner of the window, and presumably located in the corner of a field, is a good sized barn, and on the barn is painted a sign, which reads as follows: "Just arrived, a direct importation of Lipton's Old Country pickles, sauces, etc."

PETERBOROUGH.

Why do retail grocers not advertise their goods in the local press? Hundreds and thousands of families are reached every day by the papers and there never was a time when the successful housewife looked the daily paper over for advertisements as she does to-day. The display ads. in the paper are as essential to the wife or housekeeper as the stock markets and sporting columns are to the man. She takes up the paper as soon as it arrives at the door, and her keen sense of duty, her desire to make money go as far as pos-

sible, her wish to make her table look well and to provide appetizing and nutritious food for her husband and family prompts her to look for advertisements in the papers.

The dry goods merchants and clothiers advertise extensively, and they could not successfully conduct a business if they did not. Women, the same as men, often want something, and they do not know exactly what. Sometimes they see it in a window, but more often they see it advertised. Thousands of dollars' worth of dry goods are sold in Peterborough through the daily advertisements in the papers that would not have been sold otherwise. A woman who has a house to look after has not time to continually study fashion plates and magazines, and thus keep herself posted in the latest fabrics and novelties. The drygoodsmen realize this and they undertake daily to place before her a list of articles that are new and stylish, and she has got into the habit of looking in the press for those announcements.

Grocers claim that they have nothing to advertise. Everything they sell is a necessity of life. When persons want them they will come for them. Such an argument is only the argument of a lazy, behind-the-times person. No one gets anything in this age by waiting. Everything that is worth having must be gone after. The sooner the grocer realizes this, the sooner his business will commence to prosper, and the sooner his profits and bank account will begin to increase.

Retailer's Duty to the Housewife.

If a housewife has no time to study fashion plates, much less has she time to study trade journals, in which wholesalers and manufacturers advertise, to find out what to get for to-morrow's dinner. It is not the duty of a trade journal to educate the housekeeper. It is the duty of the retail grocer, and him alone. If he gets in a new line of canned goods, or if he is enterprising enough to add an entirely new line of food stuffs to his stock he should be enterprising enough to go to every house in the city and countryside and tell about it. How will the people find out about it otherwise? The way to do this is to advertise, and it is the only way.

Not ten per cent. of the people know what any one store carries in stock, and the grocers, evidently, are unconcerned whether they do or not. In Peterborough there are nearly 100 stores carrying a stock of groceries. These are scattered all over the city, mostly in the residential parts where a woman can run out in the morning and get a few little things she finds she needs and get back to the house without losing any time. She never thinks of the hundreds of tasty delicacies she might get, and she is in such a hurry the grocer cannot tell her about them. Thus thousands of dollars worth of business is lost every year.

The large stores in the centre of the city are being driven out. There is not enough business to enable them to pay the heavy expenses. The small stores are cropping up all over. These carry a general stock, the so-called "necessities of life." The big stores carry the varied stock and are losing the general trade.

Advertising a Necessity.

There is only one cause—they do not advertise. They cannot hold the trade. The corner grocery is nearer to the people and they get a big share of the business. The only remedy for the grocer is to advertise. Tell the people about the fresh goods that are received every day. Suggest to them a new brand of pickles, a new kind of canned fruit, the cooked meats, fresh biscuits and the hundreds of other palatable things so much desired in the hot weather. The people want those things and would buy them if they only knew where to get them. The corner grocer does not carry them, and in warm weather a woman will not run around the city looking for something to eat that is cool and refreshing. She has no time and less inclination. If she saw advertised that a certain store had what she wanted she would soon telephone an order or send for it.

When the grocer is getting the order for the special article he can very easily get another order for the general groceries. What he wants to do is to reverse his system of doing business. Get the people coming for luxuries and then sell them groceries as well. A hundred stores in the city sell groceries and then the clerk or proprietor might think to suggest to the customer some dainty, thus making the "necessities of life" the main feature. The profit of a grocery store is not on sugars, flour, vinegar, molasses, etc.; it is on spices, teas, coffees, pickles, fancy canned goods, fancy biscuits, etc. These are the things to advertise. They are what the people want and are willing to pay for. They will buy ordinary groceries any way and from the nearest store. But they will go a mile for a luxury.

Free Mail Delivery.

This city it to have a free mail delivery in a very short time. The postmaster here has received the different sorting boxes and all the paraphernalia necessary for six mail carriers. The postoffice here is far too small to accommodate the amount of mail matter handled and the result is a great many mistakes are made. The six men who will deliver the mail will be divided as follows: Two in the business section and one in each of the four outlying wards. This service will be greatly appreciated by local citizens.

The tourist season is now opened, and every day summer residents arrive in the city on their way to Stoney Lake points, or Chemong or down to Rice Lake, and the local grocers are getting a share of the business. A large number of big orders have been filled and shipped out. This business, however, is not nearly so good as it used to be, as there are several grocery stores at Stoney Lake and fresh supplies are brought in daily.

Short-weight Buter.

The swooping down of the police on the market a couple of weeks ago and the discovery that considerable short weight butter was offered for sale has caused considerable discussion in the city. A prominent citizen informed The Grocer this week, and was most emphatic in his statements, that several grocers in the city were selling light weight butter, but were not getting into trouble over it. He stated that when farmers brought print butter to the grocers the man behind the counter weighs it and pays for it according to weight. He then turns around and sells it by the package, each print being disposed of as a pound. Frequently when weighed they did not contain sixteen ounces, and the consumer was suffering as a result of this practice.

Your correspondent interviewed a leading local grocer regarding this matter, and was informed that he had heard that some grocers in the city were in the habit of handling butter in this way, but he did not know to what extent the practice prevailed. He considered that it was a very unfair thing to do, as it was deliberately deceiving the purchaser. He would like to see all butter sold by weight, as it was the only fair way of buying and selling this commodity. Unless butter is looked after very carefully in a store, there is always more or less loss of weight from evaporation of moisture, so that the consumer who buys butter by the print is likely to often find that he is not getting as much as he supposed, or what he paid for.

GALT.

The present warm spell has had a very beneficial effect on the grocery trade in Galt, and the merchants state that the trade at present is better than it has been at any time this year.

It is understood on good authority that the proposed appeal against the ruling of Police Magistrate Blake, in which a transient trader was fined for a breach of the transient traders' by-law, will not materialize. The retail merchants are somewhat disappointed in that the case has been dropped, as it was their desire that a test case be made, and the merits of the by-law proved. It is quite possible that the supposed transient trader has not the necessary funds with which to carry the case to a higher court. In the meantime it is hardly possible that he will again reappear with his little grip of "samples."

The question of devising ways and means whereby a dustless Sunday can be obtained is agitating the merchants of Galt. On a windy Sunday Main St. resembles a desert sand storm, and when the stores are opened on Monday morning it requires several hours' work to remove the dust. It has been suggested that the street be given a liberal application of water late on Saturday evening or early on Sunday morning.

Preparations are going on apace for the big old boys' reunion in August. It is estimated that there will be between four and five thousand visitors in Galt for four days. What this will mean to the merchants can easily be imagined,

as the old boys and girls must certainly eat.

A local grocer stated to-day that Canadian-grown strawberries would probably be placed on sale next week. "Although the crop is rather late," he said, "advices from the fruit growers are to the effect that the crop will be exceedingly large. It is surprising the difference the strawberry season makes in the grocery trade in general. The amount of sugar sold, for instance, is simply astounding. And in addition to the sugar sold, there are numerous other articles that are never called for at other times."

With the warm weather the demand for breakfast foods is beginning to increase. During the winter the Galt Scotchman will hear of nothing but rolled oats, but with the warm summer weather the ready-cooked foods are largely in demand.

The Saturday market in Galt was larger than for some time. There was a profusion of greenstuffs and vegetables. Butter dropped one cent to 22 cents per pound, and eggs increased two cents to 22 cents per dozen.

Arthur White, employed by Deans & Walker, had a narrow escape while driving on Sunday. He was accompanied by two young ladies and was driving through Victoria park, when the horse became frightened. One of the young ladies, in jumping from the rig, sustained a broken ankle. The two other occupants remained in the rig and escaped with a severe fright.

Eric Connawarf, who was for some years with Jno. Laird's grocery establishment, now on the road for the Christie-Brown Co., is spending his holidays in Galt. When he leaves his native town he will be accompanied by a lifelong helpmeet in the person of Miss Murray, daughter of James Murray, the well-known Dumfries street grocer. Eric's many friends in Galt are extending preliminary congratulations. The happy event will take place on Wednesday, June 26.

The present hot spell has created an almost unprecedented demand for lemons and many citizens do not resent being handed specimens of this fruit.

Deans & Walker, who always lead in fancy foreign fruits, are this week handling peaches, pears, apricots, berries, etc.

A well-known grocer to-day asked your correspondent why the Galt grocers did not recognize the benefits of organization and form a Retail Grocers' Association in Galt. Why?

An effort is being made by the Galt Beautifying Club to have the bill boards removed from the public thoroughfares.

HAMILTON.

Our wholesalers report business the best ever, most of them working overtime to relieve the congestion in their shipping departments. A strike of the Hendrie teamsters also helped to tie things up, but the strike was of short duration, the men going back at the old rate of pay. The boats running out from here are doing a great freight business. The fast sailing Turbinia is now running a triangular trip, from here to Toronto and thence across the lake to Queenston, making a delightful day's outing for Hamilton grocers and any others who care to avail themselves of it.

Half-holiday Popular.

Our Wednesday half-holidays are very much enjoyed, and there are few grocery stores not closed. Of course, here, as elsewhere, there are some men too mean, or some too disgruntled with petty grudges, to do as the majority would like. Other dealers are following the grocers in closing, and, from the present outlook, before the summer is over all the stores in the city will close Wednesday afternoons excepting the department stores, and, of course, they never agree with anyone. However, these half days are a bright spot in the week's business and are enjoyed by the clerks and others to the fullest extent.

R. M. A. Convention.

At the last meeting of the Grocers' Association the question of attending the Retail Merchants' convention was taken up. Some time ago the grocers asked them for information concerning the convention, but never received any satisfactory explanations, only a proposition from their organizer to affiliate with the Retail Merchants, which was promptly turned down. The grocers are willing and anxious to help out the convention, but say "no" to any scheme for amalgamation. As yet it does not appear as if the local branch of the R. M. A. intended to take an active part in the convention.

The Approaching Picnic.

The whole city is talking of the grocers' picnic. As the time comes nearer it looms up larger than ever, and it looks a fortunate thing that Mr. Main, the chairman, with his usual forethought conceived the plan of going by two railroads. All danger of crowding is avoided, and hundreds of people will now join in who have been afraid of the crowd in other years. Two railroads, with one hundred first-class coaches, two bands, a baby show, two hundred dollars in cash prizes for games, champion boy dancer and other attractions too great to enumerate. Come along on 17th July and see how we look.

TO BOOST LEAMINGTON.

Over 20 of the business men of Leamington held a meeting last week, for the purpose of organizing in the interests of the town. Those present were enthusiastic in favor of the project, and a business men's association was formed. The following executive were named: president, S. G. Morse; vice-president, Mr. Purvis; secretary, Mr. McSween; treasurer, Mr. Burrows; executive committee, Station Agent Sands, W. J. Hazelton, W. D. Cox, A. T. Boles, J. E. Johnson and S. French. Harmony, good feeling and public spirit were in evidence throughout. The meeting passed a resolution favoring the park by-law, and hopes were expressed that that measure would carry by a good majority.

PERSONALS.

J. G. Wallace, London, was in Montreal during the week.

T. H. Estabrooks, St. John, N.B., was in Montreal the early part of the week.

Mr. Lochner, representative of Wm. Hills, Jr., New York, was in Toronto this week.

Robert Meighen, president of the Lake of the Woods Milling Company, is in the west on business at present.

Gordon Hagmeier, Hespeler, recently injured his knee in a ball game, but is again able to be about. Mr. Hagmeier won first prize in The Grocer's April window dressing.

Mr. Gilliam, representing Missir & Co., Smyrna and New York, was a caller upon the jobbing trade in Toronto this week, being introduced by Wallace Anderson, of Anderson, Powis & Co.

C. S. Bare, representing Campbell's soups, Camden, N.J., was in Montreal during the week calling upon the jobbing trade. Rose & Laflamme are agents for Ontario east of Kingston and for the Province of Quebec.

Wm. Ashworth, representing the N. K. Fairbank Co., Montreal, when seen by The Grocer this week on his return from a trip through Western Ontario, spoke of business being satisfactory despite the very backward spring.

D. McL. Brophy, Montreal, was a visitor to Toronto last week, calling upon his principals, McGregor, Harris & Co., and the Atlantic Soap Co. Mr. Brophy represents these two firms in Montreal and the Province of Quebec. A good all round salesman and square and popular traveler, "Dan" Brophy is doing well.

R. J. Helstrop, who represented E. W. Gillett & Co., Ltd., in Northern Ontario, has taken up the work for the company in Nova Scotia. T. T. Cartwright, the special representative of E. W. Gillett & Co., is at present in Newfoundland. The genial T. T.'s face is known wherever Magic Baking Powder and Royal Yeast are used.

Henry Wright, president of the MacLaren Imperial Cheese Co., and C. L. Marshall, manager of the company's brokerage department, have gone on a week's fishing expedition into the valley of the Trent. Mr. Marshall has just returned from a trip to Halifax and way-by cities in the interests of Maconochie Bros.

W. Murray, Montreal representative E. W. Gillett Company, Toronto, has returned from Saranac Lake where he accompanied Mrs. Murray whose health is very poor. Mr. Murray hopes that some time spent at the lake will improve her health, as do his many friends, especially since Mr. Murray has four children to look after while alone.

EXPORT OF SIBERIAN BUTTER.

The Russian Department of Railways publishes the following data respecting the quantities of butter, in tons, shipped via the Siberian Railway into European Russia for the last five years: 1902, 31,131: 1903, 36,123; 1904, 34,803; 1905, 31,258; 1906, 46,738.

EFFECTIVE WINDOW DRESSING

A Winner in The Canadian Grocer's May Competition—Increase in the Use of Adjustable Window Partitions—An Attractive Display in Woodstock.

This window, the one shown in the accompanying illustration, was awarded second prize in the May competition of The Canadian Grocer. It is a Halifax display of Lipton goods. There's a lot of work in the making of this window and it looks good, but it didn't impress the judges as being up the the standard of what a first prize window should be. This is the English style of solid trimming that is not favored by the best trimmers in this country. It is held that more artistic arrangement and more attractive, therefore better selling effect, can be obtained by a lighter, airier trimming. Certainly time is a large consideration in window dressing, especially as success depends so largely upon frequent changes. One thing about Choat & Co.: they are thorough and they don't do things by halves. This is not the first time they have won a prize in the window-dressing competitions.

C. E. CHOAT & CO., HALIFAX—Second Prize Window in May; and there was no First.

WINDOW PARTITIONS.

Window dressing as an art is progressing very fast in Canada. The grocer is sharing in it, but not to the extent he ought to. A device that is coming into general use by the better window trimmers in other lines is the window partition. Even in very small windows, light lattice work of wood or metal is being used very effectively to separate displays of different goods. It is the recognition and practical working out of the axiom that window dressers should not mix things up. These adjustable window partitions have not yet been taken up by the grocers, but they will be and we shall shortly show some illustrations of them on this page.

A "TARTAN" PRIZE.

Here is a letter received by Balfour, Smye & Co., Hamilton, from a British Columbia town. It shows how prize lists are made up by the wholesalers and also how popular "Tartan" goods are:

"We are going to have a celebration here Dominion Day and thought possibly you would like to join us in the way of a prize and do a little advertising for "Tartan" goods, at the same time, although they hardly need advertising here as they have been used daily in every home, hotel, camp and mine in the district for quite a number of years.

"There will be ladies' races and ladies' nail-driving contest, where a piece of Tartan silk for a waist might make a grand hit.

"Let me hear from you as early as possible as I want to get it on the prize list."

HOW TO TEST OLIVE OIL.

Here are four ways by which the purity of olive oil may be tested. If the article purchased fails to stand any one of them, the buyer may be certain that a peanut or cottonseed adulteration has been substituted for the genuine product.

1. The price—If you want a first-class oil you must be prepared to pay for it from 80 cents to $1 per quart. If the price is much below this for a small bottle, the quality is inferior.

2. The color—Oil that is dark yellow in color will be found to be almost entirely composed of cottonseed. A deep green or yellow oil contains some foreign adulterant or artificial coloring. Pure olive oil should be of the palest green with an opalescent shimmer. This color is only found in the finest virgin oil—in oil made from the first pressing of olives hand picked and carefully selected.

3. The taste—Oil adulterated with cottonseed leaves a disagreeable taste in the mouth. Pure olive oil tastes of the olive. Frequently there is no taste in it whatever, in which case it has been heavily adulterated.

4. Test by cold—One of the simplest and most efficient tests to determine the purity of olive oil is to place a small bottle of it in a pan of cracked ice for two or three hours. Fine olive oil is easily affected by the cold, quickly turning cloudy and dull when subjected to a low temperature. If under the conditions above described the oil remains clear and fluid, it has been adulterated. The pure oil will become separated into small white grains, holding them apparently in solution. On again placing the bottle in a warm place, the cloudiness will disappear and the oil resume its brightness.

The Australian Government has authorized an expenditure of $40,000 for the construction of a steam trawler, which is to be used for the development of the coastal fisheries of New South Wales.

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The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - *President*

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CONVENTION AT HAMILTON.

The convention of the grocers' section of the Retail Merchants' Association in Hamilton, on July 2nd, will be of prime interest to the entire trade. The Canadian Grocer has earnestly advocated the organization of a national association of their own. It is promised that the merits of this proposition, as opposed to an organization of the grocers, in conjunction with other retailers, will be thoroughly discussed. The Grocer would venture to urge upon its readers the importance of attending this convention. Organization there should be, and if the grocers cannot see their way to an association of their own they should make the most of the facilities for association offered by the Retailers' Association.

ONE DEATH.

A few weeks ago The Canadian Grocer told how the family of Wm. Stewart had been poisoned by tomato soup. Mrs. Stewart, who has been an invalid for some years, has since died, never having recovered from the effects of the poison. The remains of the soup have been sent for analysis. It is most unlikely that the poison was ptomaine. What is much more probable is that the tomatoes were kept in a damp place, causing rust to attack the tin from the outside. A very small opening is sufficient to admit the air, which enables the contents of the can to abstract poison from the metal. The lesson seems to be that retailers cannot be too careful where they store their stocks of canned goods.

EGGS.

There is an interesting egg season ahead. Packers have stocked up at unprecedentedly high prices. Last year they thought they were going some when they filled cold storage and pickle vats at prices never before heard of. But they got out all right. The end of the season saw the market bare of storage eggs and to a small extent the American hen was called on temporarily for assistance. Now that the packers have laid away considerable quantities of eggs they are stopping to take thought for a moment. Deliveries of eggs in the United States have been of record size and prices are away below those ruling in Ontario. As things now stand a Chicago packer can lay down eggs in Winnipeg next fall at a cost of a cent less than Ontario packers can. Representatives of Chicago houses are now in the west making contracts. The west is a considerable factor in the Ontario eggmen's market. What the next six or eight months will hatch out for the Ontario egg packers will be watched for with interest.

LOCAL ADVERTISING.

Our Peterborough correspondent in his letter this week has some remarks to make on the value to the retailer of local advertising that are sound and to the point. We would like to see more attention given to this phase of the grocery business, and to that end invite our friends to give us their experience and suggestions. Given two grocers in a small town—one of them a regular advertiser in the local paper, and the other advertising spasmodically or not at all—and it is not a difficult matter to pick the winner with precision. To the retailer who is just starting in business, this method of announcing himself a candidate for trade is the surest, safest, and in fact the only way which can be relied upon to attract to himself the attention of the people he most desires to reach. The initial expense to which he will be put is merely nominal compared with the amount of money he would waste by sitting down and waiting for business to come to him. Let him at the outset engage a small space in his paper and fill it with new copy every day or week, as he can afford. Nothing so surely illustrates the progressiveness of a man as the amount of advertising he is able to do.

JAPAN TEAS.

Japan teas are of great interest to the grocery trade at present, being the most live lines mentioned in the tea market. Japans are high this year—they were not low last season, but prices asked this year are above those quoted in the past in most instances. Teas of the better grades, above 30c. say, have been advanced a greater percentage than the cheaper teas. In some quarters there has been talk of a radical advance, but inquiry reveals the fact that while the market in Japan is very firm there has been nothing in the nature of a quick jump in prices. Prospects are that Japan teas will be firm for some time to come. It cannot be expected that dealers will watch the prices of Ceylon and Indian teas climb gradually upwards without raising their own quotations, and it is evident that they are resolved to secure the best prices possible for their goods. This is only natural. Tending also to keep the prices up is the recent consolidation in Japan of the great majority of the Japanese houses. Whereas last year there was more or less price-cutting, owing to keen competition, there will not likely be anything in that line in 1907.

Scant information is obtainable regarding second crop teas, which are of more interest to Canadians than any others. Prospects are favorable, but it is impossible to tell what kind of a crop will be harvested. Likely prices will be firm.

FIXING PRICES.

While a ring-around-a-rosy of retail grocers to fix prices would be illegal and vicious, the manufacturer of a proprietary article has a perfect right to fix its retail price and take all fair means to prevent the price being broken. Furthermore an organization of retail grocers, with a view to lessening price-cutting, are wholly justified in asking and urging manufacturers of proprietary articles to name the retail price. And the organized retailers are justified in helping the manufacturer to keep the price.

The interest of the consumer is in no way threatened thereby. There are three classes of price-cutters. There's the man who wants to give away groceries to help him sell his dry goods; there's the dishonest man, and there's the fathead who doesn't know he's losing money. The legitimate grocer has a perfect right, the right of self-preservation, to protect himself from all three.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Sugar—Decline 10c.
Beans—Advanced.
Dried Fruits—Market Excited.
Evaporated Apples—Easier.
Seeded Raisins—Advanced 1c.

Montreal, June 20, 1907.—Activity in grocery circles is not great, but a fair trade is being done in general lines. Sugar declined ten cents on Tuesday. Considerable is being sold now that the warm weather has set in and it is expected with the small fruits season coming on that demand will pick up even more. In canned goods, beans, strawberries and peaches continue exceedingly scarce. Canned salmon is in great demand. Molasses continues to sell, but corn syrups are beginning to get dull. Japan teas are higher and all kinds of teas are firm. Stocks held in Montreal are not large. There is reported considerable inquiry for old teas. Seeded raisins are up a cent. Currants are firm but no price changes are reported. Prices on new peaches are out and quite a bit above those quoted last year. Prunes are firm and advancing. Prospects are for a good crop of valencia raisins, according to advices from Spain. Some houses are selling evaporated apples at a lower figure than ruled last week, not desiring to carry their stock through the summer. Beans are higher. Nutmegs are very low. Provisions are getting interesting. Lard is cheaper. Butter and cheese are two lines that are firm. Cotton twine has been advanced. Four ply is quoted 27c to 28c; three ply 23c to 24c. There has been an advance of one cent on paraffine wax. Prices now are 11c to 12½c.

SUGAR.—There has been a decline of ten cents in sugar since last week. While there is considerable buying since the hot weather has set in, trade is not anything to get excited about. The market is steady at the decline.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " " 50 lbs	5 45
" " " 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 5-lb. boxes	4 90
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES.—Quite a few lots of molasses, new crop, have been received since last writing and this has been delivered to the trade. Orders are still plentiful and wholesalers report excellent prospects for a good season as compared with former years. Corn syrups are slacking off.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" in barrels	0 31½	0 3 ½
" in half-barrels	....	0 34
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03
" ½-bbls	....	0 - 3½
" ¼-bbls	....	0 03¾
" 38½ lb pails	....	1 60
" 25 lb pails	....	1 15
Cases, 2 lb tins, 2 doz per case	....	2 25
" 5-lb. " 1 doz. "	....	2 55
" 10-lb. " ½ doz. "	....	2 50
" 20-lb " ¼ doz. "	....	2 45

TEA.—Japans continue interesting, but news direct from the primary markets is difficult to obtain. Few cables have been received latély, but what have been sent show that the market continues firm. It is to-day impossible to secure Japans at prices anywhere near the figures which ruled a year ago. One tea dealer reported sales made to-day at 24½c against 21½c for the same grade asked in 1906. Japan is busy with the American market at present. United States dealers have had to advance their limits to obtain new crop teas. Most all teas are scarce in Montreal just now and the average run of prices are firm. Some demand is reported for China and Ceylon and China greens. There is some talk around the trade about the probable revival of China teas. It is said that the powers that be are about to open up on the trade with the idea of once more bringing China teas prominently before the tea-drinking public.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES.—Coffees are moving out fairly well at figures quoted, but the local market remains featureless.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09½
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional

FOREIGN DRIED FRUITS.—This market is considerably excited this week, speaking generally. Prices on several lines are fluctuating in such a manner that dealers hardly know whether they are making or losing money. The California market has been steadily advancing. Prices on new peaches are now out and run 3c to 4c above those of last year. They are quoted 12c up, according to quality. This would mean cost to the retailer, laid down in Canada 18c to 20c. These figures may advance any day. Prune prices are on a 5c basis, Santa Claras, there being a premium on sizes ranging from ½c on 40's to ¼c on 90's. Locally prunes are pretty well cleaned up and the amount going into cold storage this summer will not be as large as in previous years. Seeded raisins are one cent higher than last week, and stocks are rapidly being cleaned up. Currants are firm but no price changes are reported. Tarragona almonds are slightly cheaper, being quoted 14c to 15c. Advices from Spain indicate a good crop of valencia raisins.

Valencia Raisins—		
Fine off-stalk, per lb	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "	....	0 10
Dates—		
Hallowees, per lb	0 04	0 04½
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "	....	0 18
Pears, "	....	0 16
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	3 00
" " ½-box	....	1 10
Royal Buckingham Clusters," ½-boxes	....	1 37½
" " boxes	....	4 50
"Excelsior Window Clusters"	....	5 50
" " ¼s	....	1 50
Californian Raisins—		
Fancy seeded, 1-lb. pkgs	....	0 13
Choice seeded, 1-lb. pkgs	....	0 11½
Loose Muscatels 3 crown	....	0 09½
" " 4 crown	....	0 10
Prunes—		per lb.
30-40s	....	0 09½
40-50s	....	0 08½
50-60s	....	0 08
60-70s	....	0 07½
70-80s	....	0 07
80-90s	....	0 06
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 07
" " 50-60s	....	0 07
Oregon prunes (French style), 60-70s	....	0 08½
" " 90-100s	....	0 06½
" " 100-120s	0 04½	0 05
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases	....	0 08
" " cleaned	....	0 08
" " in 1-lb cartons	....	0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb carton	....	0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb	0 15	0 20
" stuffed figs " " box	0 25	0 30

EVAPORATED APPLES. — Some houses are offering evaporated apples at 9c rather than put them into cold storage for the summer. Others are still quoting 10c. Demand is but fair.

SPICES.—Nutmegs are very low, lower than they have been for some time, but business is not as brisk as might be expected in this line. Other spices are quiet also.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS.—Beans are considerably higher this week, some houses asking as much as 15c advance on figures given last week. Trade is fair.

Choice prime beans	1 55	1 65
Soup peas, whole, bag 2 bushel	2 25	2 30

RICE AND TAPIOCA.—Rice is normal. Tapioca prices remain very firm. Buyers hesitate to place orders at the high figures demanded, but there is some inquiry for shipments from England. Nothing is being shipped from Singapore direct at present.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08½

MAPLE PRODUCTS.—Little inquiry is reported as the season is past. Nominal prices are:

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07 0 08

CANNED GOODS

MONTREAL—Beans are exceedingly scarce and wholesalers find it difficult to fill such orders as they are taking for this line. Some Maritime beans, from around Sussex, are offering on the Montreal market at present, but do not seem to be in great request. It is not often that these beans get so far west. As a rule all the beans used in this district come from the west. There is a fair stock of corn held from all that can be learned and prices are firm under but fair demand. Peas are in good demand and stocks are ample to take care of all business. Canned salmon is very brisk. Packers expect higher prices for new pack. They say the run will probably not be larger nor smaller than other years but the cost of production has increased to such an extent that they will have to ask higher figures of the trade in order to make some profit. As a last word, tomatoes are in fair supply and will likely last over unless there should be a sudden increase in demand for this line.

TORONTO. — Slowly but surely the market is getting into better position. This is in regard to vegetables. Fruits are as strong as they can be and there are very few left. It is quite evident however that holders of tomatoes are much less anxious to sell. Stocks are going fast into consumption; there are two extra weeks at least to provide for and the new crop is still problematical.

New canned lobsters are now on this market.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 25
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals, solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 7 ½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59

VEGETABLE		
Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's	....	0 60
" " 2's	0 80	0 85
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½'s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 400
" 2s, "	....	2 5
" 6s, "	....	7 50
" 14s. "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS—

Sugar—10c. lower.
Lard—Lower.
Fair outlook for dried fruits.
Cloves—Very high.
Cuban pines—Lower.
Texas fresh tomatoes—Much lower.

Toronto, June 20, 1907.

Business continues satisfactory, but without much feature. The demand for canned fruits is not abated and vegetables are gradually getting a stronger position. Prunes are in a very strong position and the demand is very active. There are still many bitter complaints against the railways for delays in delivering goods. Collections are fairly satisfactory so far as the wholesale grocery trade is concerned. The decline in sugar seems to have come opportunely for both wholesaler and retailer. For some time buying has been very light and the large purchases of a few weeks ago when the market was advancing must be pretty well cleaned up. The market is still weak, but further declines are not confidently expected. The tea trade is a little quiet, with an easier tone to the market, accompanied by a greater falling off of quality than is usual, greater, it is said in London, than for five years.. Cloves, which fluctuate violently in price, are again very high. Prices in nearly all lines are very firm.

TEA—Prices in London are tending downward except for high grades, and quality, especially of low grades, is off to a degree not known in five years. The average auction price for May was 8d., against 7¼d. for the same month last year. Movements of tea in London for the year, 1st June, 1906, to end of May, 1907, show the strong statistical position of the article, the deliveries marking an expansion of 5½ millions, while imports were 5½ millions less than during the preceding season. Stocks are moderate, being 13½ millions less than at the corresponding period last year.

Locally trade is from hand to mouth and quiet.

COFFEE—The valorization plan of the Brazil Government has been termed a "corner," and lately newspaper reports of a collapse have gone out. Willett & Gray, New York, reply as follows :— "During the week reports have been published that the Government had stopped buying, and this was immediately interpreted by those parties who have been using the European and American newspapers to disparage the Government operations, as an evidence of great weakness on the part of the Government. The fact of the matter is that the Government is now holding about 8,000,000 bags of coffee, in all markets, and knowing the present crop to be close to an end, and they have decided to withdraw from the market for the time being to watch and see whether any further assistance may be required, believing that consuming countries are in need of all the coffee remaining of this crop as well as all that may come from the next crop."

SUGAR—Prices of refined declined 10 points on Tuesday. It was scarcely expected, however, and came about as opportunely as possible. Retailers have been buying very little lately and the stocks secured in the active buying of a few weeks ago must be pretty well exhausted. The question everyone is asking, of course, is, "What next ?" The feeling of the trade here is that the decline will not continue, but no one is making promises. The late season is probably responsible for present conditions. The lateness of the fruit crop has, no doubt, greatly hindered consumption, with the result that stocks have piled up in refiners' hands. Cuba, too, has a larger crop than was anticipated.

At the close of last week Willett & Gray say :

"The news of the week is on the unfavorable side of prices. First and foremost is the increase added to the visible crop of Cuba. The total production to May 31st was 1,363,664 tons, with receipts since bringing it up already above our recent maximum estimate and to 1,378,000 tons, necessitating an increased final estimate of 1,425,000 tons. The long continued favorable weather enabled those estates still having cane to grind to remain at work and produce a surplus of crop beyond recent expectations.

"The record of the Cuba crop as it progressed through this season is a confirmation of the frequently expressed opinion that it is extremely difficult to make close crop calculations regarding Cuba until after the first of May. The weather conditions appear to influence crops in Cuba more than elsewhere, probably for the reason that more cane is left in the fields unground at the usual normal closing of a crop than could have been ground by the centrals, and when, as this year, the weather conditions were abnormal and scarcely a day of work lost during the entire campaign, and with a sufficient supply of laborers working under improved political conditions, the final outturn reaches a high point that could not possibly be anticipated early in the crop season.

"The weather is now reported favorable for the growing crop of Cuba and for the beet crops of Europe ; and while these conditions remain it is hardly to be anticipated that values could continue to rise indefinitely, so this week we must report a retrograde movement in all countries.

"In Europe the decline is from 9s. 11½d. to 9s. 9d. per cwt. f.o.b. Hamburg for beet sugar, but which decline leaves Europe 31c. per 100 lbs. above the parity of centrifugals here. October-December beet is quoted at 9s. 6d.

"The decline noted in our local markets is from 3.84c. per lb. for spot and nearby, 96 degrees centrifugal, to 3.73c. per lb., while Cubas for July shipment have been placed at 2.47c. c. & f., 96 degrees test, equal to 3.83c. landed."

Early this week beet lost three farthings more, but the raw market in New York was about steady, with no trade passing.

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	4 95 5 15
St. Lawrence granulated, barrels	4 60
Redpath's granulated	4 60
Acadia granulated	4 60
Berlin granulated	4 50
Phoenix	4 60
Bright coffee	4 40
Bright yellow	4 45
No. 3 yellow	4 45
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — Trade is quiet at unchanged prices.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 20.

BUTTER—Market easy in tone, but no price changes.

CHEESE—Market dull at unchanged prices.

EGGS—Featureless market.

PROVISIONS—Trade good at steady prices. Abattoir dressed hogs quoted at $10 per 100 lbs.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	2 40
Corn syrup, bbl., per lb.		0 03
" -bbls "		0 03½
" kegs "		0 03¾
" 3 gal. pails, each		1 60
" 2 gal. "		1 15
" 2-lb. tins (in 2 doz. case) per case		2 25
" 5-lb. " (in 1 ") "		2 55
" 10-lb. " (in ½ ") "		2 50
" 20-lb. " (in ¼ ") "		2 45
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95

DRIED FRUITS—Prunes continue to be the feature of the market. The demand is active and prices are very firm. The trade here are now being offered reprocessed last year's prunes at a little under new crop quotations. These can be delivered in August if necessary. It is said they can scarcely be discerned from new prunes, either in appearance or quality.

Crop news is generally more assuring. Prospects for Valencia raisins continue very favorable. The crop is expected to be large and quality will depend largely upon intervening weather conditions.

The Sultana crop is doing well and is now estimated at close upon 45,000 tons, which is quite up to normal. Weather conditions have improved very much.

The current crop looks well, though it is a fortnight late, and the next two months is the critical time.

There are good prospects for a good crop of Malaga raisins.

Prices for spot dates are easier, with a view to cleaning up last year's stock.

	Per lb		Per l.
Prunes, Santa Clara—			
100-120s	0 05		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07½ 0 07¾
80-90s "	0 06 0 06¾	50-60s "	0 08
70-80s "	0 07	40-50s 25-lb "	0 09 0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03¾
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	" 08½ 0e¾		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 15
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz. packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Saira	0 04	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—The almond crop promises well. The figures at which new crop nuts are being offered indicate this. They are materially lower than last year. There are prospects of a good crop, too, of Valencia walnuts.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 06½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Cloves are higher. The price of this commodity has a habit of fluctuating violently. Other prices are firm. Amboya cloves cost now 50c., and Penang are higher still.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Prices are very firm.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07½

BEANS—Quotations are unchanged.

Beans, hand picked, per bush	1 50 1 60
" prime No. 1 "	1 45 1 50
" Lima, per lb	0 06½ 0 07

HIDES AND WOOL.—Trade in hides is still almost non-existent. Washed wool and rejections are now quoted.

Hides, inspected, cows and steers, No. 1	0 09½
" " " " No. 2	0 08½
Country hides, flat, per lb., cured	0 07½ 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 70 1 80
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb	0 25
" " extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14
" washed	0 23 0 24
" rejections	0 18

GROCERY NEWS OF THE PACIFIC COAST

(Special Correspondence of Canadian Grocer.)

Vancouver, B.C., June 13, 1907.

Salmon canners have been puzzled by the action of selling firms in England, who recently conducted forced auction sales of canned salmon, so disturbing the market that prices dropped three to four shillings a case. The condition of the industry here and the prospect of a small run again this season on the Fraser would warrant firm prices with upward tendency, but the situation just now is very much the reverse. Following this action the announcement is made that the American packers have put up the price of the Columbia River pack 60c per case. The possibility is that before very long the B. C. brands will be back to their former prices.

* * *

For some years there has been a growing trade in cured salmon and halibut exported to Europe, Germany in particular demanding a considerable quantity. A company is now being formed to go into the industry exclusively. The fish will be put up by what is locally known as the "mild cure" process by which, though partially cured, they do not absorb the usual quantity of salt put into salted fish. On reaching their destination the fish are almost as good as fresh. At the point of distribution the fish are taken out of the brine and slightly smoked for marketing. A great deal of frozen fish is also being shipped to the Old Country and this too will be very much developed.

* * *

Eastern fruit growers are not standing idly by while the B. C. fruit men are capturing the big demand market of the Northwest. At present there is a move on foot in the Province of Ontario to send men into Manitoba and the Northwest to organize the districts and to secure co-operation in the various business centres for the handling of eastern fruit.

Fruit prospects throughout the province are generally very promising. Late spring frosts have not damaged the young fruit to any material degree. If the rainfall in the coast district were more equably divided and some of it available in the present dry weather the crop of strawberries in the coast districts would be very large. As it is there is promise of a good crop and the berries are now ripening very quickly. The market is still being supplied with some from Oregon and Washington, the prices of which have hitherto been from $4 to $4.25 per crate. The local fruit now marketed is bringing $3 and will be lower in a week.

Navel oranges are off the market, none coming forward now. The price of other varieties is advancing. St. Michaels bring $4.25 and valencias $4.75. Lemons are still moving up in the list and are quoted at $5.50 to $6.50 per case. Fancy apples, imported, are being sold in limited quantities, bringing up to $3.50 per box. The California cherries are freely marketed now, prices being 20c per lb. to the trade. The range of fruits is somewhat limited at the present moment.

In produce circles, eastern creamery is now on the market, the price being 26c and 27c to the trade. Local creamery is becoming more plentiful and is still quoted at 30c. Local dairy is being very freely marketed and price ranges from 25c to 30c. Local fresh eggs are 28c per dozen, with fresh eastern stock 2c per dozen less. The market is well supllied now. Cured meats show an advance of nearly two cents per pound. This is in sympathy with present high prices for all butcher stock. In the provinces of Alberta and Saskatchewan live hogs are selling at 7½c per pound, and beef is 4c to 5c live weight. The prospect is that these prices will continue in the prairie provinces for the candid men in the stock country freely admit, what everyone who has ever been over the west knows, that the percentage of losses in range cattle was extremely heavy last winter. Indeed, many big ranches are practically wiped out.

* * *

In vegetables, the potato market is still going up. If there were any Ashcrofts obtainable they would readily sell at $50 per ton. The best stock to be secured is sold at $45 per ton, and little sells below $40. New potatoes from local sources will not be in for some weeks yet and the California new potatoes have been very dear this spring. Hothouse lettuce is being superseded by the open-grown stock, the price, however, still being $1.50 per crate. Radishes and other bunch vegetables are all of local supply now and prices are jobbing at 40c and 50c per dozen. Hothouse cucumbers are $1.50 per dozen. Tomatoes $4.50 per crate.

* * *

In grocery prices slight increases are noted in rolled oats and oatmeal. Rolled oats in 10—7's have gone up 20c to $3. Oatmeal is now $3.50 to $3.75, according to the size of sack. Cornmeal in 100-lbs. is selling at $2.40, a ten cent increase, while in 10-lb. cartons it is $2.60 per 100 lbs. Sugars have not been again increased, the base price being $5.50 for granulated and $4.65 for yellow.

WITH THE MOONLIGHTERS.

Toronto Grocers Take an Evening Off in the Big Steamer Cayuga.

The Retail Grocers' Association of Toronto gave a moonlight excursion on Monday evening—no, they didn't "give" it, because some of the passengers when they saw T. Clark, Davie Bell, Ben Panter, J. S. Bond and F. W. Johnstone sitting about a mission oak table on the lower deck, gazing eagerly at a pile of bills and a heap or silver, accused them of playing poker, and it had to be explained that they were the finance committee and the swag was a collection of fifty and twenty-five cents from each entity of the male and female sections of the cargo respectively.

There was a crowd sufficient to insure the financial safety of the undertaking, but there were not enough grocers present. As a matter of fact, there are not enough grocers in the association. Toronto should have the strongest and most active Grocers' Association in Canada, and it could have. Now, if David Bell, secretary, would set his mind to it he could quickly realize that result.

Large as the crowd of moonlighters was, it was lost on the great steamer, the Cayuga, and if it hadn't been for the blockade about the dancers in the stern and about the 48th Highlanders' band in the prow, one would have wondered where the people had hidden themselves away. From the smoking room, on the hurricane deck, where some congenial worthies euchred the hours, to the ladies' cabin, where only the stewardess and an infant made merry, there was no hint of crowding.

There wasn't even a crowd of travelers, but there was merit in that, for it meant, in part at any rate, that the association had not put any ticket buying proposition up to the wholesalers. Fred Rose, J. H. Blair and Steve Searle were the Red Rose tea magnets for the occasion, and they drew many admiring glances. After just a little while they didn't look quite as lonely as some others—R. Crowley, of White & Co., for instance. He kept away from the signs of sorcery, and if he didn't look happy he, at least, appeared to be all there.

For an out and out game euchre player Charlie Kimpton is hard to beat. That last winning hand put smiles all over his genial face. The trouble was, he says that Ab. Johnston trumped his ace.

James Mortimer, of Christie, Brown fame, was on hand as usual. To his other accomplishments he has added another one lately, at least Jack Wright, of MacLaren Imperial Cheese Co., says so. The latest one he tells is something about the experiences of two brawny Scotch laddies and a poached egg.

BIG FLOUR SHIPMENTS TO CHINA.

American flour merchants in Hongkong state that unusually large contracts have been placed for Australian flour to be delivered in Hongkong. These contracts are understood to total more flour than has ever before been contracted for in Australia for the Hongkong market, and estimates place the total amount at from 300,000 to 500,000 bags, while it is stated that 80,000 bags is the largest that has ever been under contract at any one time in the past. The reason given for the ability of the Australian millers to secure this business is that the American mills are now and have been for some time unable to make deliveries.

Mr. Rowley, Underdown & Crichton, London, Denia and Valencia, was in Montreal during the week and dropped in to see The Grocer. This firm is already well known in the Canadian market, and intends to boom its special brands even more in the near future. "F. W. Rowley" and "S. Bodi" are the brands of Valencia raisins best known in Canada as coming from this house. Walnuts are handled in large quantities also. Wm. C. Christmas has been appointed Montreal agent.

AT THE DUBLIN EXHIBITION

Major Sloan, Toronto, Tells of His Impressions While Over the Water.

Major Sloan, of Sloan & Co., Toronto, one of Ireland's most loyal sons, and one of Front street's shrewdest wholesale grocers, has just returned from a two months' visit to the land that gave him birth, and his enthusiasm for Ould Oireland is such that one almost acquires a brogue merely through listening to him describe the glories of County Cavan. "I landed at Liverpool," says Major Sloan, "but it was not long before I was headed for the land of the Shamrock. My intentions were to see something of foreign parts, but once in Ireland I could not tear myself away, and there I stayed till work called me back.

The Dublin Exhibition.

"I paid a visit to the Dublin exhibition about the end of May, and although many of the foreign exhibits were not in place in the buildings allotted to the different nationalities, including that of France, yet I found quite enough to interest me during three visits. I was agreeably surprised to see such a magnificent show. The grounds consisted of about fifty acres, well laid out, and buildings were most suitable for the purposes of an exhibition. The Canadian building naturally attracted my attention. It is admirably adapted to do full justice to the Dominion, and the exhibits of the staple products—grain, lumber, minerals, fish, dairy, etc., were finely displayed and seemed to attract more attention than any other display there. I called on Manager Col. Hutcheson, and his assistants, Mr. Brodie and another gentleman from Quebec, who received me most cordially, and I congratulated them upon the fine showing of the Canadian exhibits so admirably arranged and displayed for the purpose of attracting the attention of that class of Irish emigrants who possessed agricultural ambitions.

"I doubt whether the majority of Canadian people are aware of the grand patriotic work the colonel and his assistants are accomplishing on behalf of our Dominion—work for which the Dominion Government undoubtedly deserve great praise. The Canadian building was most beautifully illuminated in the evening and showed views of the Northwest —well adapted to attract the attention of the class most required in our country. I hope and believe that the gallant colonel and his associates are having the marked success to which their labor and energy entitles them."

London.

In London, Major Sloan was particularly struck with the way in which everyone, both poor and rich, seemed to enjoy themselves to the fullest extent by taking advantage of the various attractions, indoor and out, provided them as a legitimate means of spending their money without extortion. "I noticed, for instance," he said, "the admirable arrangements for people riding on horseback and driving in carriages. In our own city I remember, when a bridle path had been suggested for riders, hearing some people cry, "Oh, this is all in the interest of the 'rich and weary,' " as Mr. Dooley would say. This is a very grave mistake, because, by encouraging the rich to spend their money by keeping horses, etc., and thereby employing grooms, coachmen, harness makers, saddlers, carriage builders, etc., all classes get the benefit, directly or indirectly, and tends to keep the money in circulation at home, instead of driving people abroad to spend it. Our mayor and city council should be backed up by every newspaper and patriotic citizen in making Toronto an attractive place to live in for all classes. Certainly they will always receive whatever support and encouragement I can offer along these lines."

A Square Deal for the Stranger.

"Also in London it seems to be an unwritten law that her citizens never take advantage of strangers, who get good dalue for their money always, whether it is in the way of board or purchases of any description. Howeverj this is a matter that our enterprising business people, certainly the grocers, might well be depended upon to look after. The numerous parks, squares, gardens and playgrounds are a lively sight just now. Boating is another form of outdoor recreation which receives marked attention and with the facilities at our own doors should have more attention here.

"I certainly had a delightful trip and I feel better for it, as do all the members of my family who accompanied me, but, of course, we are glad to be back again in old Toronto, which, after all, is a city no citizen need be ashamed of and which only needs her people to continue their enterprise to place her in the front rank of the finest city in the world."

COMPANIES INCORPORATED.

R. BARRON.—Robert Barron, Elspet Barron, George Barron, R. Barron Jr., and J. H. Barron, all of Toronto, will take over, as a going concern, the business at present being carried on under the style of Robert Barron, and along the same lines as those upon which it has hitherto been conducted. The business will, as formerly, comprise that of a wholesale and retail grocer, including fish, flour, provision and fruit departments. The company will be known as R. Barron, Limited. The share capital is $150,000, made up of 1,500 shares of $100 each. The provisional directors are the members of the company mentioned above.

ONTARIO BOTTLING WORKS.—W. A. Wilson, J. H. Clary, Geo. E. Buchanan, Lottie Anderson, and Aloyes Bauer are the incorporators and provisional directors of a company to be known as the New Ontario Bottling Works. Objects: To make and sell carbonated waters, and to carry on a general wholesale business in cigars, confectionery, pickles, cider and vinegar. Share capital $10,000, divided into 100 shares of $100 each. Head office at Sudbury.

A. E. SHINN.—The following are the incorporators of a company to be known as the A. E. Shinn Company, whose objects are to make and sell bread and confectioneries. Annie E. McVeity, John R. Borthwick, Edward Cushing, W. H. Dwyer, Ralph T. Holcomb, and Haldane Millar, all of Ottawa, incorporators. These, with the exception of Edward Cushing, are also the provisional directors. Share capital $50,000, in 500 shares of $100 each. Head office at Ottawa.

FOSTER & HOLTERMANN.—A company has been incorporated under the title of Foster & Holtermann, with the object of dealing in honey and beekeepers' supplies, and for that purpose of acquiring the business and assets of the business now being carried on under the firm name of Foster & Holtermann. The incorporators are R. F. Holtermann, Frank M. Foster, Arthur G. Olive, Helen R. Olive, Edith A. Sweet, Elizabeth S. Ruddy, and Kate R. Robinson, all of Brantford. The provisional directors are R. F. Holtermann, F. M. Foster, and A. G. Olive, above mentioned. Share capital $10,000, in 100 shares of $100 each. Head office to be at Brantford.

WELLINGTON PRESERVING CO.—Jacob F. Beringer and Thomas E. Owens, of Picton, Edward A. Pearce and Francis Owens of Bloomfield, and Henry Pearce, Junior, of Montreal, are the incorporators, and J. F. Beringer, J. E. Owens and E. A. Pearce, above mentioned, the provisional directors, of a company to be known as the Wellington Preserving Company, the objects of which are to preserve and pickle meats, fish, fruits and vegetables, and generally to carry on the business of packers and canners in all branches. Share capital $40,000, of 400 shares of $100 each. Head office at Picton.

LARGER PREMISES.

Hill & Co., Orangeville, are refitting and enlarging their big departmental store. They are adapting to their use the whole of the building, only part of which they have heretofore occupied. This will give them about twice the available space they have had. Mr. Walker, partner and manager, has undertaken the extensions to meet the requirements of the rapidly expanding business. To stock the larger space he has made some heavy purchases. When the work of extension is completed the company will have one of the finest stores in the northern country.

Mr. Walker, while cautious in his methods, believes in being abreast of the times. He is pleased with the increase in the volume of business since he came to Orangeville and the idea of enlargement is his.

FIRST CAR ARRIVES.

The first car of California deciduous fruit was sold Tuesday last by White & Co., Ltd., at their auction rooms, corner Scott and Esplanade streets. The sale was considered a very satisfactory one, it being the first car of the season, and consisted of peaches, plums and apricots, Last season they handled just 50 cars and they are starting out to beat this record this season. White & Co. have now completed all alterations in their new warehouse, corner Church and Front streets, and they have one of the finest warehouses to be found anywhere.

WEIGHING IN AND WATCHING CREDIT.

Writing in regard to short weight, John A. Green, secretary of the National Association of Retail Grocers of the United States, says:

From all parts of the United States come inquiries in regard to what should be done about short weight. It is a deplorable fact that many of the retail grocers have for a number of years been paying for an amount of goods they have never received, and this present agitation in regard to full weight or full count might well be taken seriously by every one engaged in the trade.

To my personal knowledge, within a short time, I have come to know the fact that cheese especially are apt to be from one to four pounds short of the weights as marked on the boxes.

Some have been apt to criticize the dealer in his effort to secure proper weight in the goods purchased. The error should not be laid at the door of the shipper so much as the purchaser, for all who have ever engaged help of any description know that there are those who cannot be depended upon, and who, rather than take a little time to weigh goods, do not use the proper care to see that they are weighed and rightly billed. So that it behooves the trade press to keep before its readers the necessity of weighing the goods that come into the store.

That there has been a tremendous shrinkage cannot be denied, and, in fact, I know of no other way where the retailer can increase his profits to any greater extent than to use the necessary caution of weighing everything that comes into his store.

Improved Methods.

My experience of the last few weeks has shown to me a considerable improvement in the trade, in the way of better business methods that are being adopted in conducting business, the care that is being taken in regard to opening up new accounts, as well as the exceptional vigilance in regard to collecting.

It is but a short time ago that anyone in the retail business would hesitate to ask a person soliciting credit for a recommendation or a statement of their financial standing, and it was almost considered a crime to ask a man to settle up his account, but those days are gone, and in many cities and towns now cards are presented to anyone asking credit, which read something like the following:

APPLICATION FOR CREDIT.
Name ....
Address ....
Employed by ....
Last deal with ....
Address ....
By week or month ....
Reference ....

Wherever this card is used, it has given the utmost satisfaction. It not only compels a person to make a statement, but calls for a written statement, and while a person may verbally make a misstatement, a great deal of caution would be used before making a misstatement in writing, so that the card used has a two-fold purpose. The first, to get a statement, the next to obtain a written statement, making a person criminally liable if he obtains goods under a false written statement. So that the card is recommended as being of great help wherever credit is extended.

Competition has come into all lines of trade, so that it is absolutely necessary that the profit on goods should be figured net. A credit rating is of material assistance.

This card, in some instances, when filled out, is given to the secretary of the association, thereby enabling members to "keep tab" on a person moving around a town or city, and eventually furnishes a record which is invaluable to the retail trade.

It would be well if this matter could be kept directly before the notice of the retail dealer, and there would be no question, then, as to the help that would be derived from the watchfulness in weighing and looking after the goods that come into the store, and as to the collecting of accounts.

Grocery Business all Right.

There is no more attractive business in the United States than that of the retail grocer. The coming in contact with every family in his neighborhood, the many experiences that come to his notice, the business men of large experience that he comes in contact with, all go to make his business a pleasant one, and with the proper care, I know of no business to-day that is as lucrative, that would furnish as comfortable an income, and would tend to make life pleasant, as that of the retail grocer, and I can truthfully say that after spending twenty-three years behind the counter, with the experience I have received during that time, that were I to start in business again with the experience I have, there is no business that I would prefer above that of the retail grocery business.

TRADE NOTES.

P. G. Colvin, grocer, of Hamilton, has sold to Ethel Fell.

J. C. Hypson, grocer, Kenora, has sold to J. F. Cardinal.

S. Draper, confectioner, of Elmvale, has been burnt out.

John Fraser, general store, Bayfield, has sold to John Reid.

The assets of H. Gagne, general store, Capucins, have been sold.

D. H. Conner, Upper Bedford, was in Montreal early in the week.

A. Primeau, grocer, of Lindsay, has suffered partial loss by fire.

W. S. McDowell, confectioner, of Almonte, has suffered loss by fire.

The assets of Louis Charbonneau, grocer, of Montreal, have been sold.

Steve Ostaff has succeeded to the business of Ostaff Bros., Fort William.

The assets of J. N. Fortin, general store, St. Ephrem de Tring, have been sold.

Orange and lemon peels have been advanced one cent. Cotton seed oil is up 20c.

The assets of Louis Levesque, general store, Petit Meschins, have been sold.

James Andrew, baker and confectioner, Toronto, has sold to Minchinton Bros.

J. H. C. Gammon, confectioner, etc., of Penticton, has been succeeded by C. E. Pomrey.

M. H. Ritchie, general store, Poplar Point, has been succeeded by Chinelnitsky Bros.

McAllister & Robinson, general store, Boissevain, have been succeeded by Robinson & McAroy.

Th e Lashburn Trading Co., of Lashburn, general store, have been succeeded by Klombies Bros.

G. Labonte & Co., general store, St. Remi d'Amherst, have been burnt out. The stock was partially insured.

J. W. McIntyre, Walkerton, has sold his grocery business to John Goos. Mr. McIntyre left on Sunday for Vancouver.

Ex-Mayor H. Laporte, of Laporte, Martin & Co., Montreal, is expected home from his European trip on Monday.

Sam Meyers, of the American Tobacco Co., was in Kingston lately. Sam is the hustling secretary of the Ottawa old boys' re-union, to be held in July and August.

A. E. Fish & Co., of Ayer's Cliff, have dissolved, and A. E. Fish and G. G. Fish have registered.

GRO—add Fruit

R. J. Gilleland, grocer and china merchant at Portage la Prairie, dropped dead at his home recently. He was an early settler at the Portage.

Beaver & Reid, grocers, confectioners and bakers, Uxbridge, have dissolved partnership, Mr. Beaver continuing the business. Mr. Reid is going west.

A. T. Cooper, general store, Elmvale, and S. Manning, who conducts a boot and shoe department in connection with his grocery store in the same town, have suffered partial loss to their stock by fire. The general store of W. T. Stewart, also of Elmvale, has been burnt out.

LATE J. N. CHRISTIE.

John N. Christie, who died last week, was one of the oldest grocery travelers covering territory in Canada.

Mr. Christie, or "J. N.," as he was familiarly known, was born near Aberdeen, Scotland, 59 years ago, and came to Canada in 1882. For many years he was a trusted employe of the old firm of Carter, Galbraith & Co., and later he joined the staff of William Galbraith & Son, in whose employ he was at the time of his death.

He was well and favorably known in the grocery trade and had a most extensive and valuable connection from Halifax to the Soo. He will be a hard man to replace.

GROCERY TRADE NEWS OF THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

It will not be long now until the sockeye salmon will be running on the Fraser river and in the northern waters of the Pacific coast, the first week in June usually seeing the commencement of the run. The year is not expected to be a big run on the Fraser, and restrictions are imposed looking to the improvement of the run four years hence. The run of spring salmon has been very disappointing all season. Many fishermen on the river have not been putting their boats and nets in the water at all for some time. Recently some of the traps on Vancouver Island have made some hauls, putting down their nets, more by way of experiment than as a regularly planned campaign. There were some good catches, however. The springs thus caught are for the most past mild-cured for shipment to Europe, Germany taking the bulk of the exports. The market for fresh salmon is also supplied from the catches of springs.

* * *

The German steamer Lyra, which arrived recently from the Orient, brought the first shipment of refined sugar which has been received in this province for a number of years. The B.C. Sugar Refinery, which brings in the raw product from the South Seas, has had a practical monopoly of the trade. The consignment was a thousand tons, quite a factor in the local market. The steamer did not come to Vancouver, discharging the cargo of sugar at Victoria.

The sugar market in local wholesales has been advancing lately, an increase of ten cents per hundred being just announced.

* * *

Two new meat packing concerns are likely to become quite a factor in the province. The first is the Vancouver-Prince Rupert Meat Co., which has been successfully floated with a paid-up capital of $100,000, to operate in both retail and wholesale fresh meat trade. The new company takes over valuable contracts held by P. J. Russell in railway supply, and also plant and equipment of the London meat market. A number of wealthy men, including many stockmen of the upper country, are largely interested in the new venture, which is to form a rival to the old-established P. Burns Co., which has large connections throughout the country.

The second enterprise is a proposed pork-packing company to be established in the upper Okanagan valley, at Enderby, Armstrong or Vernon. Representatives of those interested have been looking over the ground with a view to satisfying themselves as to the supplies of hogs possible to be depended upon. As soon as the locality is decided on it is the intention to put up a plant at once.

MIXED 'EM.

Why does this man stand upon the pavement, trembling with terror, afraid to enter his own home?

Listen and I will tell you:

This afternoon at 3 o'clock he received a letter from his bank asking him to step around and pay a note that was due. He scribbled the following answer upon a slip of paper:

"Can't possibly do it. Got to meet another little thing this afternoon that won't be put off."

About the same time a messenger boy brought him a note from his wife asking him to meet her at his office at 4 to go with her to the dentist's.

Of course he got the answers mixed, and he is wondering whether he had better attempt an explanation or set out for Australia.

NOTES.

J. N. Bolsby, grocer and confectioner, of Kelwood, has commenced business.

J. F. Brownscombe, Uxbridge, has gone up to New Liskeard. He is in with some Toronto capitalists in a mining undertaking.

Lawrence J. Levy, of United Factories, Limited, made a flying trip to Kingston, Brockville and Belleville, and reports business brisk for this season of the year.

Contracts have been let for the erection of a 150-barrel capacity flour mill at Arcola. J. M. Dyck has the work in hand and will take charge of the mill when completed.

The Calgary Board of Trade have received notice to quit their present premises. This is on account of the C.P.R. whose intention it is to get to work immediately on their new $250,000 building.

The warehouse of J. F. Cairns, First Avenue, Saskatoon, was completely destroyed by fire on May 27th. The estimated cost is about $45,000. Insurance carried does not amount to more than $15,000. The building contained almost 20 cars of goods.

Mathewson's Sons, Montreal, have been appointed city agents for Kit coffee, Kit chutney pickles, and Kit chutney sauce. These lines are very attractive and the quality appears to be there, too. Some attractive advertising cards are being distributed.

George Gillespie, member of the firm of Gillespie & Co., Montreal, passed away recently. Deceased had been ailing for some time and had not taken an active interest in the business for some months, having been in California for his health. The business of the firm will be conducted without any change in management.

Bed Bug and Roach Killer

The South African Bed Bug or Roach Killer (Registered) is the most effective thing on the market.

Non-poisonous, but sure in results. Thousands of testimonials. Retails at 25c. Is being largely advertised and grocers will do well to have it in stock.

For sale by leading wholesalers

A. NATHAN, 149 ONTARIO STREET WEST MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $120—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending

Gold Standard JAVA & MOCHA

"THE-CHAFFLESS-COFFEE

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. **WINNIPEG, MAN.**

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

LARD

BUY THE BEST

MADE BY

FEARMAN

HAMILTON

The Secret of Success

Commercial supremacy does not just happen. There are strong and apparent reasons for the the success of all live merchants Many grocers attribute their success to the fact that they stock

Corona Brand

of Groceries and Provisions, and that reason will certainly stand all the argument one can bring against it.

CORONA BRAND is merely another name for the best brand of Groceries and Provisions on the market.

The Montreal Packing Co,
LIMITED
MONTREAL, P.Q.

THE SHREWD GROCER only stocks that brand of provisions which adds to his reputation while it boosts his bank account.

RYAN BRAND

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

is demanded by particular housewives because it's their surety of purity and wholesomeness.

Can you afford to stock inferior brands?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A firmer feeling prevails in cheese this week and it will be noticed that the prices asked by dealers are slightly higher, The advanced figures were hardly expected and cannot last. Export business has been so brisk, however, that stocks have not had any chance to accumulate locally and as a consequence it was possible to put up prices as could not otherwise have been done.

Official quotations for cheese read: Ontarios, 12c to 12⅛c; Townships, 11⅞c to 12c; Quebecs, 11⅝c to 11¾c. These are good figures to be ruling at this season of the year, when prices should be pretty low for the encouragement of export trade.

Advices from the other side are to the effect that consumption is fair, but none too good. Stocks are not accumulating, however, for the simple reason that little cheese is being sent over which cannot be taken care of by the consumers.

Receipts last week show an increase over the previous week, but are behind those of the corresponding week last year, being 71,787 boxes against 63,604 boxes for the previous week, and 93,162 boxes for the corresponding week in 1906. Receipts to end of last week have been 263,594 boxes against 352,052 for the same period last year. It will be seen that receipts this year are still 88,458 boxes behind what they were for like period in 1906.

Exports are gradually picking up and each week are larger than the previous six days. Last week 72,379 boxes were exported, against 48,406 boxes the previous week and 103,645 boxes for the corresponding week last season. Total exports since May 1, 1907, amount to 261,309 boxes against 361,755 boxes in 1906.

The above figures illustrate the situation a good deal better than any words could, and a little study over them will give one an idea as to what's what in the cheese trade just now.

Contrary to expectations, there has not been any decline in butter prices, rather has there been a slight increase since the last time of writing. To-day Townships is quoted at 21c against 20c to 20⅜c a week ago; Quebec creamery is 20½c to 20¾c against 20¼c to 20½c; Ontario is 20c, same as last week, while Ontario dairy is ½c higher, being sold at 18½c.

The market is firm at the time of writing, but dealers are hoping for lower prices. There must be some decline before there can be any export trade. So far there has been very little business transacted with importers in England. Only 295 packages in all have been shipped since May 1, which is a very small amount, especially when compared with last year's figures for the same period, 50,220 packages. Last week 243 packages were exported, against 30 packages the previous week and 18,636 packages the corresponding week in 1906.

Considering conditions which exist in the Old Country it is not so very surprising to find such a small amount of business being transacted. Last year, as has been stated several times in these columns, many importers burned their fingers with Canadian butter, and they are very wary about having anything to do with the article this season. At the same time it is impossible to secure in England prices based upon those which rule here now. They are this week anywhere from one cent to two cents higher than what they should be to tempt Old Country buyers.

Plenty of fresh grass butter has been coming in for the past couple of weeks. Week ending June 15, 15,424 packages were received, against 12,908 packages week previous, and 29,266 packages corresponding week 1906. Receipts since May 1 have been 71,939 packages against 116,148 packages in 1906.

THE PROVISION SITUATION

The bacon market in Great Britain is again in the buyers' favor. Cable advices on Tuesday stated that buyers were holding off and that views of agents indicated a decline this week of from 2s. to 2s. 6d. The increasing weakness of the market seems to be due to larger deliveries. Danish deliveries continue at high water mark. Receipts of American produce in England are back at full normal—about 12,000 boxes a week. Canadian shipments to Great Britain are now about 2,500 to 3,000 boxes a week, which is about 700 or 800 boxes short of normal. In the face of increased receipts from the three principal sources of supply the whole tendency of the market is weaker. Buyers are purchasing only from hand to mouth and that further tends to increase stocks, and holders are pressing for sale.

In view of these conditions, packers in Canada naturally were not so keen for hogs and prices declined slightly. The price this week f.o.b. is $6.60 to $6.65, about $7 delivered. The decline means lighter receipts. Last week the total was under 30,000, against about 40,000 the week before. Unless the situation in England improves materially the packers will endeavor to get prices still lower, but should there be an improvement the packers are to go out after more hogs by putting up the price. The opinion is held that deliveries will continue nearly normal during the summer.

Locally, conditions are about unchanged. The warm weather increases the consumption of smoked meats and prices throughout the list are firm, with the exception of lard. In that the American market is in control and the decline there necessitates a lowering of prices on this side.

The American market is easier. The Journal of Commerce, reviewing last week, says:

"The past week has witnessed more activity in future hog products, at rather better prices early, on support by packers, but the receipts of hogs continued so heavy through the week, being 100,000 more than a year ago at the west, that the packers withdrew their support after the shorts had covered, and allowed the market to decline, helped by the liquidation and break in the grain market, notwithstanding receipts lightened up the latter part of the week, as receipts promise to continue and state reports of condition of hogs in May indicate a large summer supply of well matured hogs. These conditions keep the trade from buying anything beyond immediate wants, and even concessions in prices have not stimulated demand.

PROVISION MARKETS

MONTREAL.

PROVISIONS.—With the coming of the warm weather business in smoked meats is beginning to boom in earnest. Packers in Montreal report a very active demand from all parts of the country and expect during the next couple of months to do an excellent trade. Breakfast bacon is this week one cent lower. Pure and compound lard is offered at lower figures also.

Lard, pure tierces	0 12	0 12½
" ..... 56-lb. tubs	0 12½	0 12¾
" .....20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12¾	0 13
" " 5-lb. "	0 12⅞	0 13⅛
" " 3-lb. "	0 12¾	0 13¼
Lard, compound tierces, per lb.	0 10	0 10⅝
" " tubs	0 10½	0 11⅛
" " 20-lb. pails, wood	2 10	2 28
" " 20-lb. pails, tin	2 0	2 18
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11⅝
" " " 5-lb. "	0 10⅝	0 11¾
" " " 3-lb. "	0 10¾	0 11⅞
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		24 50
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

BUTTER.—Butter is firmer this week although it was thought better prices for the retailer would rule this week. Instead, figures asked are, in some instances a cent and a half above last week's quotations. A decline is likely, however.

New creamery, choice, boxes		0 22
" " pound prints		0 22½
Dairy, tubs	0 18	0 20

CHEESE.—Cheese is firm this week. Receipts are increasing and export trade is beginning to boom. Locally, dealers report demand very good.

Cheese, old	0 14	0 16
" new, large		0 13
" " twins		0 13½

EGGS.—Eggs are very weak and prices are likely to be lower now than they are at any time. Dealers are buying in the country at 15c and are quoting 17c to 18c, and in some cases 19c and 21c. Good eggs are obtainable, however, for the first mentioned figures, the latter being rather high.

It's High Time the Trade Knew

that high-priced Canned Beans—those high-priced, much-tooted brands—haven't a shadow of merit over

Clark's Pork and Beans

and really that they have to hump themselves to be even **near as good.**

Don't Pay the Difference! Give your customers Clark's Pork and Beans in Chili Sauce

and they will be more than satisfied.

You can Sell Five Times as Many Clark's

as all other brands put together, so it's quite easy to figure which pays you best.

WILSON'S

FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

HONEY.—Business is very quiet and prices given are nominal.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS—There is an active demand for smoked meats, which the warm weather tends to improve. Prices are firm. Lard is the weak spot because American has gone low enough to be in line for import and to meet it prices have declined ¼c. to ½c.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17	0 17½
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 11½	0 12
" tubs "	0 12	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	0 09	0 10½
Plate beef, per 200-lb. bbl	12 00	13 00
Beef, hind quarters	9 50	11 00
" front quarters	6 00	7 50
" choice carcases	7 50	9 00
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 25	9 75
Veal	0 08	0 10½

BUTTER—Just what is going to transpire is not clear to the shrewdest dealers. Prices are lower, but dealers are still shy about accumulating stocks, expecting or fearing lower prices. Large rolls are off the market. The flow of milk is about at its height for the season, but supplies would scarcely indicate that. Probably cheese, because of the high price, is attracting more than its normal share.

	Per lb.	
Creamery prints	0 20	0 21
Creamery solids	0 19	0 19½
Dairy prints, choice	0 17	0 18
" " ordinary	0 16	0 17
" tubs choice	0 16½	0 17½
" tubs, ordinary	0 15	0 16
Baker's butter	0 14	0 16

CHEESE—What little old cheese there is available is held at 15c. New cheese is ¼c. lower.

Old cheese		0 15
New "	0 12½	0 12¾

EGGS—Prices are a little lower again. Packers are getting full up and while production is perhaps a fifth short of the maximum, consumption has decreased somewhat. Then, comparatively, eggs are much lower in Chicago, and American houses now have their representatives in the Canadian west making contracts for delivery up to January 15.

Eggs	0 17½	0 18

HONEY—The market continues unchanged.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Receipts are heavier and prices are considerably lower. Demand is still very inactive.

Live Weight.

Spring chickens, per lb	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 20

Dressed weight.

Spring chickens, per lb	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 25
Tom Turkeys	0 12
Hen "	0 14

SULPHUR TO PRESERVE MEAT.

A new and simple process of preserving meat has been discovered by Prof. Lapparent, Paris. The method is given as follows :

The meat to be preserved is hung up in a tight box, and then a few sulphur threads are placed in it and ignited, after which the box is closed. The meat will be preserved for a longer time than is necessary in housekeeping, and its taste is not at all affected. If it is intended to preserve meat for several months, it should be treated with sulphut fumes as soon as possible after the slaughter ; the meat should not contain any sawed bones, as decomposition proceeds from them ; the boxes in which the meat is kept ought to be air-tight and be filled for from twenty-four to forty-eight hours with carbonic acid.

By analysis Professor Lapparent proves that meat which in this manner has been preserved for three months contained no free sulphuric acid, and after being boiled contained only three to four ounces of sulphuric-acid salts in 220 pounds, a perfectly harmless quantity.

J. E. Elmsley, the Chicago representative of the Salada Tea Co., was in town last week, returning home on Monday. He reports that great progress is being made in that city, his increase for the first twenty-two weeks of this year over the corresponding period of last year being 44 per cent.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

J. C. ADAMS - - - - - TORONTO
F. M. HANNUM - - - - OTTAWA
McDOUGALL & LEMON - - OWEN SOUND
A. E. SILVERWOOD - - - LONDON
H. W. HOFFMAN - - - - MONTREAL
D. RATTRAY & SONS - - QUEBEC
W. S. CLAWSON & CO. - - ST. JOHN, N.B.
NICHOLSON & BAIN - - WINNIPEG
" " - - CALGARY
" " - - EDMONTON
C. E. JARVIS & CO. - - - VANCOUVER, B.C.

O'MARA'S PORK AND PORK PRODUCTS ARE THE BEST

JOSEPH O'MARA

Manufacturer and Exporter of BACON, HAMS, LARD, Etc

Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

Purnell's

Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand ?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 723 Union Bank WINNIPEG, MAN.
C.E. JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

A LONG STORY IN FEW WORDS

Reliable — TRURO QUALITY BRANDS — Preferable

Saleable — TRURO QUALITY BRANDS — Profitable

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Not Much Change in the Market Situation—Flour Trade Very Quiet in Absence of Buying—Opinions Wanted on the Handling of Confectionery.

Grain markets are in much the same position as a week ago. Of course, there have been fluctuations, but the net result is about unchanged. The Chicago wheat market has receded 14 cents from the high point, and regained half of it. The Winnipeg market, which never got so high, has receded 10c., and recovered in about the same proportion as Chicago. The reason for Chicago wheat reaching a higher point than Winnipeg is that the United States think they can dispose of the coming crop within their own borders, leaving them independent of export markets. Canada, however, must export a large portion of its crop and, therefore, export prices will largely rule.

The flour trade is now almost stagnant. The trade is pretty well stocked and the lower wheat markets encourage buyers to expect a decline. What little buying there is is for immediate requirements. Some of the mills are busy, however, on old contracts, delayed by the inability to secure shipments of wheat. Ontario wheat is very scarce, farmers holding back for a dollar. Mills are working on western and quite a few are taking advantage of the lull for their annual overhauling.

Many western oats are selling in Ontario, both for milling and feed. Cereal mills report oat products unusually active for this season. There is an active demand also for wheat cereals.

Confectionery.

Why should a grocer handle, say, figs and reject confectionery? But they don't reject. Every grocer sells "candies," but many still reject the larger possibilities offered by specializing in high class confectionery. We would like to have some expressions of opinion from grocers on this subject: "Why don't they sell confectionery" There are many handling it very successfully. We would like to have from them the story of their success.

MONTREAL.

FLOUR.—Prices have not been changed since last report. Local trading is satisfactory, but export business is not

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., *QUEBEC.*

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.
LONDON, ONTARIO

Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.
Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia
F. H. Hodgson, Montreal Agent.
Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. *DELHI, ONT.*

DON'T TAKE CHANCES
Since you can stock our famous
ROLLED OATS
thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Ice Cream Powder

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND

as large as it might be. Some millers however are doing quite a lot of business with Great Britain. One concern reports export trade slow in that buyers are hesitating because they expect that wheat having come down the mills will also lower their prices. There appears to be no prospect of an immediate drop.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent.	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS.—Fair business is being done in rolled oats at prices that have not changed.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Colddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 35
" bbls	5 05	5 35

FEED.—The situation is unchanged and prices continue to rule high. Congestion on the roads is still very bad.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	22 00	23 00
" bran		21 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 25	1 40

TORONTO.

FLOUR — The market continues unchanged with little business passing at the moment. Millers are still busy on contracts, but buyers are holding off expecting a decline. There is some enquiry for export, but prices are away out of line for the present.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 80
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40

CEREALS — Ontario farmers are now delivering some grain, which makes things easier for the millers. There is a good active demand for products and a large Toronto miller declared he never had had such a busy season in oats.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

SOME DAY A BAKER

may produce a better biscuit than

Perfection Cream Sodas

but that day seems pretty far away at present. The unanimous decision of popular opinion is that

is by far the best manufactured in Canada, and equal in downright goodness to any manufactured anywhere at any price.

Lasting Goodness

is the crucial test of the baker's product—especially biscuits.

PERFECTION CREAM SODAS

are just as delicious and satisfying when you serve them as on the day our inspector sanctions their packing.

Can we forward you any information?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS

are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**

McLAUCHLAN & SONS CO., - - *OWEN SOUND, ONT.*

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C. E. Colson & son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

When You Want a Supreme Test

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Pride of Canada

In every line there is a standard of excellence by which all other makes are judged.
Pure Maple Syrup and Maple Sugar to be a standard **must be pure.**
Pride of Canada Maple Syrup and Maple Sugar is **the** pure article, and is a standard—**the** standard.
Others have tried to equal its quality but have failed.
We lead the Market.
Is it not in your best interests to stock the best?
If you are not handling Pride of Canada write us to-day.
Leave the rest to us.

The Maple Tree Producers Association

Waterloo, Quebec

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

McLEAN'S "WHITE MOSS" COCOANUT

Are You Selling It?

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kie-ay)

"As dripping water will wear away a stone" so the use of

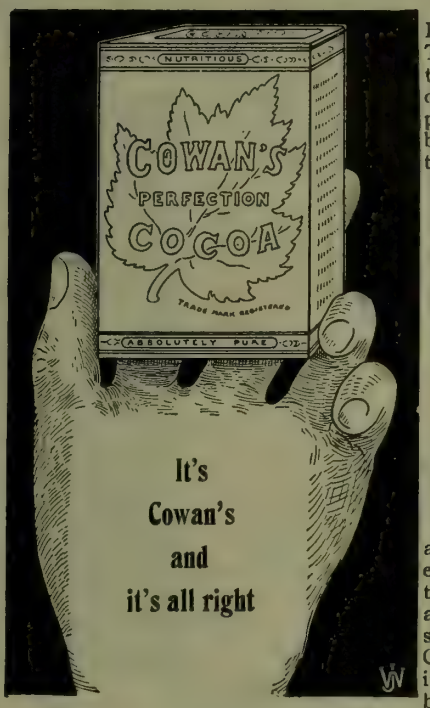
CAILLER'S
SWISS MILK
CHOCOLATE

will kill all desire for any other brand either imported or domestic.

There's a richness, a delicacy and satisfaction about CAILLER'S that cannot be equalled.
Ask your jobber for sample order or write direct to

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

A Matter of Business Sense



It is understood that The Maple Leaf (our trade mark) is the outward symbol of purity and quality; but some grocers fail to realize that

Cowan's Cocoa and Chocolate

are twin trade-builders of national reputation. Give yourself a square deal by stocking Cowan's Cocoa and Chocolate instead of inferior brands.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You say everything when your customers ask for THE BEST Chocolate when you hand out

Mott's

"Diamond" and "Elite" brands of

Chocolate

Pure Cocoa Bean, finest sugar, cleanest manufacture.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

BUSINESS MEN IN MUNICIPAL LIFE

No. 21.

Ald. Jas. N. Massey, Chatham

Ald. James N. Massey possesses the distinction of being the youngest member of the Chatham city council. He is also one of the youngest business men in the city. In both these capacities he has proven singularly successful.

Ald. Massey is a native of Chatham, and is just 32 years of age. He is a son of Nathaniel Massey, for many years one of the best known drovers and cattle dealers in Kent, and at present license inspector for the west riding of that county.

Born, brought up and educated in the Maple City, Ald. Massey is in close touch with its business life. He received a good public school education, which was supplemented by three years at the Chatham Collegiate Institute and rounded out by a commercial course at the Canada Business College. At the conclusion of this last course Mr. Massey, then 17 years of age, entered the employ of F. A. Gonne, at that time one of the city's leading grocers. In Mr. Gonne's employ he spent five years. Then, at the early age of 22, he entered the grocery business in partnership with R. O. Knight, the firm name being Massey & Knight. This partnership subsisted for five years, when, on Mr. Knight's withdrawal four years ago, Mr. Massey continued the business alone.

ALD. JAS. N. MASSEY, CHATHAM.

Mr. Massey proved a successful business man. Incidentally, he specialized. His specialty was potatoes, in which he dealt extensively, building up a big wholesale trade in this particular line, in addition to his regular business.

Mr. Massey's business training, combined with his personal popularity, made it inevitable that he should be talked of as a good man for municipal honors. Several times he was placed in nomination, but he steadfastly declined to run till January, 1906, when he yielded to the persuasions of his friends and suffered himself to become a candidate. At the end of a week's campaign he found himself elected to the city council by a magnificent vote, he being fourth on the list. During the year 1906 he served on the property and industrial committees of the city council. Last January the public recognized his services by returning him again to the council. He is at present a member of the property and railway committees, holding the chairmanship of the latter body.

Fraternally, Mr. Massey is associated with the Masonic body, having been a popular and esteemed member of Wellington Lodge, No. 46, for some ten years past.

J. R. Croft, Limehouse, was a caller at the offices of The Grocer last Friday. As an old and appreciative subscriber, he was pleased to hand the name of a fellow grocer to the subscription department.

BRANSON'S COFFEE WITH CHICORY

Branson's Coffees Have a Thirty Years' Record.

SHEREEF COFFEE

is prepared from high quality and specially blended coffees, with the necessary proportion of best chicory, and is of uniform and unvarying quality—"THE BEST."

Nothing else on the market to come up to it in point of fine flavor and excellence in the cup.

There is Only One "Best"—Branson's

GREEN & CO., 23 Scott St., TORONTO

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

The Only Luck There Is

A Wise Business Policy

The shrewd grocer knows that it is wise business policy to stock

"HORSESHOE" Brand
of
HAMS AND BREAKFAST BACON

because we have reduced the curing of meat to an exact and simple science. Most packers are alive to the necessity of cleanliness; but—few know how to retain the succulent and appetising goodness of prime, fresh pork.

We know how

JOHN DUFF & SON
Hamilton, Can.

A Canner That Cans for $30

Our easily-operated Canning Machine preserves fruit and vegetables.

Can your goods and sell at big profits.

Canners cost from $30 to $90 and pay for themselves in short season.

Are you interested?

Write at once for descriptive booklet.

The Modern Canner Co.,
Canadian Branch, ***St. Jacobs, Ont.***

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

VEGETABLES

SOUTHERN

Cabbage Beans
Tomatoes Peas
New Potatoes Cukes, etc.

CANADIAN

Asparagus
Lettuce
Onions
Radish

STRAWBERRIES

The finest MARYLAND received fresh daily.

PINEAPPLES

Would recommend you not to delay your Pineapple business. Cubans are about over; Florida crop is short and will not last long.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

FRUITS, VEGETABLES AND FISH

Warm Weather Conducive to Activity in all Branches—Florida Pines Will be Small—Rain Wanted in Ontario—Vegetables Active.

The weather this last week appears to have given satisfaction to everyone, and with the exception of one or two of the fish-men, there are no complaints. All lines of fruit and vegetables are booming and in many instances the supply has a hard job to keep pace with the demand. Cuban pineapples, notwithstanding the initial lateness of the season, are dropping out earlier than was expected, and receipts for the last week have been light. The sizes throughout the season have been unusually small, and, so far as can be learned at present, the Florida pines are likely to be even smaller. A few cases of the latter have been received in Toronto, but the stock is miserably insufficient, both in size and quality.

The gravest apprehensions are entertained for the success of the Ontario strawberries, and unless some rain comes this way very shortly, it is doubtful whether the crops will be able to stand such a long-continued drought. Latest advices report that the beds are baked hard and dry and that some heavy showers are necessary at once if the crop is to be of average proportions.

Potatoes are quiet. The hot weather has materially affected sales through checking the consumption of meat, but Delawares are in good supply, and even at top prices the movement is considered satisfactory for the time of year. Ontarios are, of course, almost done. No one will buy them in preference to Delawares, and there is a sufficient quantity of the latter to take care of all offers.

The sunny weather will bring out more local vegetables than have so far been in evidence. Tomatoes have taken a drop, owing partly to increased supply, and partly to the stock deteriorating somewhat in quality. They are selling rapidly at the reduced prices.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

MONTREAL.

GREEN FRUITS—Bananas are in excellent demand and will probably sell very freely until after July 1. Prices at seaboard are high and local quotations are firm. Lemons are easier in price, as are also apples. The former are beginning to sell. Valencias oranges are quoted $3.50, which is a better price than has rulled for some time. Strawberries are selling very quickly at 14c. and 15c. Limes are 25c. lower.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 25	2 75
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 75
Apples, bbl	3 00	8 50
Lemons	3 25	4 50
California oranges, navels	3 00	4 00
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	3 75	3 50
Sorrento oranges	2 75	3 25
Messina oranges		4 25
Strawberries, quart	0 14	0 15
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California cherries, 10 lb box	2 75	3 00

VEGETABLES—With the coming of warm weather business in vegetables is getting better. Prices are declining with increased receipts on the market. Parsley is now quoted 35c. to 40c. There has been quite a decline also in new cabbage. Florida tomatoes are selling $3.50 to $4.50. Green and wax beans are easier. Radishes are selling freely at more reasonable prices, while demand for cucumbers is better at easier figures. There has been a big drop in the price of new potatoes, $6 now ruling.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate		2 50
Florida tomatoes, crate	3 50	4 50
Turnips, bag	1 25	1 50
Green beans, basket	4 50	5 50
Wax beans, basket		5 00
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz		1 00
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Cucumbers, per doz	1 00	1 25
" basket	3 25	3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb		0 06
" " bbl		6 00
Jersey sweet potatoes, basket		3 50
Egyptian onions, lb		0 03
New beets, doz. bunches		1 50

FRUITS AND VEGETABLES

We are in touch with the leading shippers and can supply the best at closest prices.

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 Guelph, Ont.

Old " bag	2 00	2
Carrots, bag	1 50	1 75
New carrots, doz. bunches	1 25	1 50
Mushrooms, lb.		0 85
Horseradish, lb.		0 15
Rhubarb, doz. bunches	0 15	0 25

FISH—Owing to the extremely hot weather there is little activity in fish circles. Prices are cheaper on several lines this week. Haddock is down ½c., while mackerel are lower also, 10c. being the figure asked. New mackerel are expected to arrive in quantities any day. The season is already three weeks late. Gaspe salmon is easier through increased receipts. B.C. salmon is practically unobtainable. Lake fish are plentiful. Brook trout are scarce. In smoked and salted fish, haddies, kippers and Yarmouth bloaters are easier.

Fresh and Frozen Fish.

Haddock, per lb	0 04½	0 05
Halibut, express, per lb	0 08	0 09
Mackerel, new, express per lb		0 10
Dore, "	0 09	0 12
Smelts " "	0 08	0 10
Steak cod, lb.	0 05	0 06
Brook trout, lb.		0 22
Market cod, lb.		0 04
Pike, lb.		0 06
Lake trout, lb.	0 09	0 10
Grass pike, lb.		0 08
White fish, lb.	0 07	0 09
B.C. Salmon, lb.		0 12
Gaspe salmon, lb.		0 16
Flounders, lb.		0 10
Smoked and Salted—		
New haddies, boxes, per lb		0 08
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl.		2 75
No. 1 N.S. herring, half bbls.		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrabor salmon in bbls.		12 50
Labrador salmon, half bbls.		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs.		6 50
Small. " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl.		6 00

TORONTO.

GREEN FRUITS—Contrary to the expectations of the majority of those who were in the best position to know, pineapples have again taken a drop, and there are no positive indications that rock bottom has yet been reached. The reduction scarcely affects the 24s or 30's. Of the former size there are practically none left, and the latter are quickly disappearing. In the 42's, however, there is a drop of 25c. per case. If the Ontario berries are to amount to anything there will have to be some rain very shortly. Bananas are firm, and high at seaboard.

Oranges—		
Navel's, fancy, 80's, 96's, 112's, 250's, 288's	3 50	4 00
126's	4 00	4 50
150's, 176's	4 50	4 75
Valencias, ordinary 420's, per case	5 25	5 75
" large, 420's, per case	5 75	6 00
" 714's, per box	5 50	6 00
Late Valencia Californias, all sizes	4 50	5 00
Bloods, 80's, 100's, 150's, ½-boxes		2 75
Ovals, 80's 100's, 150's ½ boxes	2 25	2 50
Sorrentos, 20 's 300's	3 25	3 50
Grape fruit, Floridas, 46's, 54's, 64's, 80's		6 00
Lemons No. 1's 300, 360	4 00	4 50
" " 2's 300, 360	3 50	4 00
" Messinas and Sorrentos, 300's	4 00	4 25
Pineapples, 30's, per case	3 75	4 25
" 36's, "	3 40	3 50
" 42's, "	2 75	3 00
Apples, large red, per box of 12 doz.		3 75
Bananas, Jamaica firsts, per bunch	1 50	2 00
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt.	0 17	0 18
Limes, per crate		1 00

VEGETABLES—The feature of the week has been the big drop in tomatoes, which have gone down from 75c. to $1.25 per 4-basket crate. The quality of the

Tuesday Last We Sold Our First Car CALIFORNIA

PEACHES, PLUMS and APRICOTS

Prices realized were highly satisfactory. Last season we sold just 50 cars Cal. Deciduous Fruit at our auction.

Our New Warehouse, the largest and finest in Canada, is open for business.

Ship to us for best results.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106 *TORONTO AND HAMILTON*

"ST. NICHOLAS" "HOME GUARD"

Never cost as much as they are worth

"KICKING" "PUCK"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

STRAWBERRIES—More reasonable.

New Cabbage and Potatoes. Fresh carloads almost every day. Prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

1000 Bags Bombay Peanuts.

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

We have now rolling to Montreal **5** cars of

Chase's Indian River Florida Pineapples

This month will finish carload movement of Florida Pines. If interested, get busy.

24s. $4.00 30s. $3.75 36s. $3.50 42s. $3.00

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

latest arrivals has not been up to that of the first shipments, and this, together with the increased supply, is probably accountable for the reduction. Potatoes are a minus quantity so far as Ontarios are concerned. One firm had a man on the road for a month, and he was unable to pick up a carload of stuff all told. New potatoes from Ontario and Quebec will be late this year.

Potatoes, Delawares, per bag	1 50	1 55
" Ontario	....	1 40
Sweet potatoes, per hamper	....	2 75
New potatoes, per lb	....	0 03
Onions, green per doz	....	0 15
" Egyptian, 110-lb. bag	3 00	3 25
Cabbage, new Canadian, per case	2 75	3 00
Beets, new, per doz. bunches	0 85	1 00
Carrots, Canadian, per doz bunches	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches	0 35	0 40
Lettuce, hothouse heads	1 25	1 50
Spinach, fancy, per bush	....	1 00
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston	1 00	1 50
" per hamper	2 75	3 00
Beans, green, per bushel	....	3 00
Peas, per bush	....	2 50
Tomatoes, Texas, 4-basket crates	1 75	2 25
Parsley, per doz	....	0 25
Asparagus, per doz	0 75	1 25
Fancy Baltimore spinach, per hamper	0 90	1 00
Rhubarb, per doz	0 40	0 50

FISH—Business during the week has been good, but not remarkable. The hot weather has checked consumption, and reduced sales almost entirely to two or three fresh-caught lines. Lake Erie white fish is now almost unobtainable in Toronto.

Perch, large, per lb	0 06	0 08½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	....	0 10
Whitefish, winter caught, per lb	0 08	0 10
Whitefish, fresh caught, Lake Erie	....	0 12
Pickerel, winter caught, per lb	0 08	0 09
Haddock, fresh caught, per lb	0 06	0 07
Herring, per 100 count	....	1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	....	0 18
Trout, fresh, per lb	0 08	0 09½
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured	....	0 09
Labrador herring, per bbl	....	4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	....	0 08
Shredded cod per lb	....	0 08
Shredded cod per doz	....	0 90
Flounders, per lb	....	0 05
Halifax fish cakes, case	....	2 40
Live lobsters	0 17	0 18

D. M. McFee & Co., general store, Sanford, have been burnt out.

S. J. Johnson, grocer, of Amherstburg, is dead.

A MONTH IN BRITAIN.

James Swan Returns from a Holiday in the Old Land.

James Swan, who is a partner with his father in the firm of Swan Bros., is again in the store, after spending May in Europe on a holiday with his sister.

They landed at Cork in the course of a week, saw some of the beauties of Erin, including the Killarney lakes, and cleared at Dublin for Wales. Carnarvon and Conway castles, grim ruins, monuments alike to the Saxon power under the Great Edward and the unquenchable spirit of the Celt, were interesting objective points; but it was the beauty of the Welsh scenery, "the mountain and the flood" that most impressed the young Canadians. Mr. Swan, speaking to The Canadian Grocer, mentioned as interesting the many splendid summer homes of wealthy Englishmen that dotted the land. After visiting Eaton Hall, the seat of the Duke of Westminster, the wealthiest of the English peers, they reached London by way of Liverpool, and during the next few weeks saw a good deal of the south of England, that had been missed in frequent former visits to the Old Country. The Island of Jersey they found very interesting. It raises three crops of potatoes in the year, enormous quantities of flowers and some figs. London is the market for everything. The little company got as far as Paris. The rest of the time was spent with 'oor ain folk" at Stow, near Edinburgh.

While in London Mr. Swan paid a visit to the works of Crosse & Blackwell, who, for over 200 years, have been making pickles almost in the heart of the metropolis. He was met by Mr. Wyatt, the manager, who was in Canada for the firm a couple of years ago, and told Mr. Swan that it was not until he had reached his father's store that he had felt at home out here. The building in which Crosse & Blackwell's offices are located was once the residence of a daughter of Oliver Cromwell. The ancient dining room, the walls of which are of oak and elaborately carved, is the private office. The carving is very beautiful. An American once offered the firm £5,000 for it. They just smiled at him. The various factories are all approachable without going off the company's land, but they are scattered, the company having acquired land bit by bit as their needs demanded it. Throughout the many buildings, however, everything was found scrupulously clean.

A TRAVELED TRAVELER.

F. W. Rowley, of London, England, who some time ago amalgamated his business with that of Underdown & Crichton, called the other day at the office of The Canadian Grocer, Toronto, to renew the acquaintance made on his last visit, a couple of years ago. At that time Mr. Rowley was only paying a flying visit to Canada, and was unable to see the great west at all. This time, however, Winnipeg is his objective point, and he intends to sound thoroughly the possibilities for trade all over western Canada. The Rowley brand of almonds, raisins, nuts, onions and oranges is not unknown in Canada, and Mr. Rowley is enthusiastic over the immense field which he has yet to cover. There is another country, a long journey from the Canadian Northwest, which has roused Mr. Rowley's enthusiasm, and that is Uganda, in British East Africa. Some time ago he made a trip out there and became imbued with the great prospects which offered themselves to traders who were prepared to put up with some difficulties and hardships in order to get at the business that undoubtedly awaited them.

In a later issue we hope to publish something on this subject from Mr. Rowley's pen, and in the meantime bespeak for him the consideration of the grocery trade in Canada.

WHAT OTHERS MAY NOT SEE.

If each man's secret, unguessed care
Were written on his brow,
How many would our pity share
Who have our envy now!
And if the promptings of each heart
No artifice concealed
How many trusting friends would part
At what they saw revealed!
—Exchange.

SALT

Do not put off ordering until your stock is exhausted.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
Packers and Exporters of Canned Lobsters
—Wholesale only

HALIFAX SHREDDED CODFISH

IS A NICE LINE TO HANDLE DURING HOT WEATHER.

Nice for the Housewife and Nice for the Grocer. Besides, it's a better Hot Weather Diet than Meat.

Every fish canned isn't a Sardine, but every fish in a tin of

"King Oscar" Sardines

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. Thre's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers
They will use a lot this summer.

For sale by all jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON.

We are now packing

SARDINES, CLAMS AND SCALLOPS

Remember there is no better Canned Sea Foods than the

"Brunswick Brand"

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

WRONGS AND REMEDIES IN THE GROCERY TRADE

LITTLE LEAKS AND HOW TO STOP THEM.

Knowledge, which comes from experience, and energy, which is the result of enthusiasm, are the prime factors that make for success in any business, of which the grocery trade is not the least important. A writer in the Worker's Magazine, commenting upon the different methods adopted by retail grocers in their work, gives it as his opinion that there are five leaks which are responsible for the majority of failures :—

FIRST LEAK—Ignorance of the cost of doing business ; therefore ignorance of what to charge for goods in order to be certain of selling them at a profit.

SECOND LEAK—Failure to mark prices by the single article, by the half-dozen, or by the bushel, according to the nature of the article, and then maintaining the right prices, rendering it well nigh impossible for anybody in the store mistakenly to sell for too low a price.

THIRD LEAK—Not knowing the goods that do and the goods that do not return the cost of handling, and what percentage of the total sales consist of non-profit-paying items. Not knowing how to change the nonprofitable into the profitable items.

FOURTH LEAK—Being short-handed, running without sufficient store help ; not allowing yourself time to study market conditions and consider plans for increasing business.

FIFTH LEAK—Overbuying, which results in straining the grocer's credit and losing him opportunity to take profits in the shape of discounts, because of having bought more goods than he could pay cash for, and having the goods cost him more, because bought on longer time, than if he had remained in position to pay cash and take his discount ; by not realizing that $1 worth of business monthly can't be done on less than twice that amount of cash or credit.

There are other leaks, chief among which is the loss through extending credit to customers who "jump" their bills; but the five given above are leaks that are as certain to result fatally in the grocery business as the sun is to rise to-morrow morning. It's like running water through a hosepipe. The end to keep your eye on is the end the water comes out of ; therefore, if there are leaks in the hose, there's bound to be a loss somewhere along the route.

Some Sample Remedies.

In stopping the first leak, it is necessary for the grocer to know accurately what his expenses are. Nothing should be overlooked. The items must be figured down to a fine point, not even neglecting to count the cost of wrapping paper and twine used in tying up packages.

Other items are : Not less than 1 per cent. loss on uncollectable accounts ; about 6 per cent. should be figured as interest on the investment, and from 2 to 3 per cent. as waste, resulting from damage to goods, over-weighing, "sampling" by customers, etc.

After everything has been counted in there still is danger of committing the grave error of failing to figure the percentage necessary to be made on sales, instead of on what the goods cost. A delusion that many are under is that to make, say, 15 per cent. on their goods they can figure 15 per cent. on their cost. At least 5 per cent. additional should be tacked on.

If the retailer would be safe he must have accurate knowledge of the cost of goods and of conducting his business. The business may in all other respects be correctly and carefully carried on—but unless the first leak is soldered failure will ensue in time.

The second leak can be plugged up by refusing to play favorites or to permit your clerks to play them. A concession in price to a favored customer means a loss to the proprietor. If you sell tomatoes by the dozen cheaper than by the can there will be no chance for argument or offense to a customer if the price on the larger quantity is marked alongside that on the single package.

The third leak has to do with the percentages on specific articles, the ordinary staples, coffee, tea, sugar, flour, etc. If the grocer is buying a coffee at 17 cents a pound and selling it for 20 cents, he is losing money. He must get more than 20 cents for it.

Dollars Paid Judiciously are Dollars Saved.

No man can do everything there is to be done about a grocery store without neglecting matters which only the proprietor can properly attend to. It's a mistake to think that by getting along without one $8 a week clerk and doing the work yourself you will be saving $8. It's worth more to the proprietor of the business to have the time to study market reports in order to be able to buy intelligently, and to take advantage of price opportunities.

If the proprietor is kept busy doing a boy's work he'll never have time to read his trade papers and through them acquaint himself with market conditions that affect prices. A grocer who performs a certain work himself to save the wages of an $8 a week boy must estimate that his own time is worth only that.

Regarding the fifth leak, a grocer's inability to discount his bills costs him in a year several hundred dollars if he is doing a fairly large business. It follows, then, that if he buys more goods than he can pay promptly for he is not only tying up a lot of capital in excess stock, but preventing himself from saving several hundred dollars yearly besides.

If the grocer doesn't stop the leaks they are certain to stop him.

CHANCE TO WIN $100.

Maconochie Bros. Make a Sales Competition—Save Outside Wrappers.

A hundred dollars in cash would come in handy to a good many grocers and grocers' clerks about December 1st next. That is the first prize offered by Maconochie Bros. in the selling competition. There are eight other prizes and the nine aggregate $250. The plan is as simple as can be and there's no turn or twist in it. The grocer or grocers' clerk who sells the largest number of bottles of Maconochie's goods—pickles, sauces, jams, jellies and marmalade—before the end of November draws the first prize. The second prize is $50, the third $35, the fourth $25, the fifth $20, the sixth $10, the seventh $5, the eighth $3, the ninth $2. Every bottle of these goods is contained in an outside wrapper. All the competitor has to do is to retain the outside wrapper when he sells a bottle, and at the end of the time allowed forward the wrappers to the MacLaren Imperial Cheese Co., Toronto, Maconochie Bros'. agents in America, as a proof of his work. The MacLaren Imperial Cheese Co. also will furnish any information desired about the competition.

CIVIC ACCOUNTING UP-TO-DATE.

The city council of Winnipeg some time ago appointed a special committee on civic accounting. At the May meeting the council received the report of the experts selected to reorganize this department, and on their recommendation it was decided to award the contract for supplies to the Rolla L. Crain Co., of Ottawa, their goods being, everything considered, it was said, best adapted to the city's requirements.

Tenders were received from several local firms as well as eastern manufacturers.

Winnipeg intends to install the loose-leaf system through all the civic offices in the near future. This is a move in the right direction.

BACK ON THE ROAD.

Ed. McCoy, who for many years was a grocery traveler covering the western portion of the province and who has for a few years been off the road, has decided to again take up the wholesale grocery business and will represent James Turner & Co., on the Grand Trunk, Hamilton to Windsor, Sarnia, Goderich, Southampton and Wiarton. This will be pleasant news to many of Mr. McCoy's old friends.

OLIVE GROWING IN AUSTRALIA.

The British board of trade correspondent at Adelaide states that the annual production of olive oil in the State of South Australia is 20,000 gallons all of which is at present consumed in the country, the supply so far not being equal to the demand.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—Grocery, crockery and seeds business (dwelling and store also) in a good village east of Toronto; first class farming section; established 22 years; stock, $2,500; annual turnover, $25,000; this is a rare chance to secure a good paying business; satisfactory reason for selling. Address Box 152, CANADIAN GROCER. [28]

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

DEATH OF FREDERICK RAMSAY.

Word reached Toronto this week of the death in Pittsburg, Pa., on Sunday, of Frederick Ramsay, formerly a tea broker of Toronto, and son of Wm. Ramsay, formerly a wholesale grocer in Toronto, now of Bowland Stowe, Scotland. Mr. Ramsay has still large interests in Toronto and is a director of the Imperial Bank. He was in Canada with Mrs. Ramsay only a few weeks ago. The deceased son, who was 37 years of age, was a member of the firm of Cowan & Ramsay, tea brokers, some years ago. The other partner was J. W. Cowan, of the Cowan Chocolate Co. He went with the Canadian contingent to Africa and after the war held a position under the Government. Latterly he traveled for a Pittsburg house. The remains were brought to Toronto for interment.

A. Comte & Co., Montreal, are getting settled in their large new offices and warehouse at 444 St. Paul street. Some new machinery, a roaster among other things, is being installed, and when everything is completed the firm will be better able than ever to take care of the wants of their many customers.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

Three Hundred and Sixty Men

every minute of every hour of every day in the year light either a Pebble or a Pharaoh Cigar.
Mr. Grocer! Are YOU getting your share of the profits?
There are reasons—good, strong reasons—for the popularity of

PHARAOH and PEBBLE

CIGARS. My cigars draw easily because they are rolled just right; and they burn evenly, not raggedly, for the same good reason.
Pharaoh is a ten-cent cigar and better than fifteen cents usually buys.
Pebble is a wonder for five cents and most grocers have proven it a trade-bringing investment.

Either of these cigars will impress the man of the house with the goodness of your other lines. Do you know the Payne Plan?

J. BRUCE PAYNE, Limited

GRANBY, = QUEBEC

THE SMOKERS OF CANADA

have decided opinions regarding pipe tobacco. They readily admit that most manufacturers honestly try to produce a good tobacco, but they are practically unanimous in their decision regarding

T. & B.

This pipe tobacco stands in a class by itself. We couldn't corner the tobacco market, so we cornered that delightful fragrance which only **T. & B.** smokers are aware of.

NOTE—The margin of Profit is right — just what you expect.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TRAVELING DAIRY SCHOOLS IN NOVA SCOTIA

(Special correspondencee of The Canadian Grocer.)

Halifax, N.S., June 17.

The Department of Agriculture is renewing this year its efforts to improve dairying in this province by means of practical lectures on milk production, cream separation, and butter-making, under the direction of competent demonstrators and lecturers. Last week Miss Bella Millar, of Ontario, accompanied by Frank Semple, of Brule, Colchester county, N.S., one of the students at the Agricultural College, left Truro in a newly-fitted and equipped wagon, bearing the sign, "Traveling Dairy School." Two days will be spent at each of the districts visited, giving instructions to the farmers' wives and daughters. The vehicle is a model butter factory, drawn by two fine horses, and is equipped with all the necessary apparatus for the work intended to be done. In addition, printed matter for distribution is included in the outfit.

The grocery markets are steady at present, though several lines show a tendency to advance. Flour shows no sign of receding from the increased price, and it is likely that it will remain stationary for some time. Onions are higher, and lard is very strong. According to advices received here, the new crop of raisins for November delivery have advanced one-half cent per pound. Prunes are probably 50 per cent. higher than they were at this time last year.

Butter and Eggs.

The demand for eggs at present is rather light, and the receipts are small. the price ranges from 17 to 19 cents for good stock. It is thought that the cold weather has had something to do with the receipts, as the quantity of eggs marketed during the past week has been considerably below the average for the season of the year.

The butter market as regards price is practically unchanged. The receipts are improving some, but are not sufficient to cause any reduction in the price. With the improved weather conditions the receipts of dairy butter in small lots have increased, but creamery remains pretty much the same. No good butter can be bought under 25 cents.

Beef and Pork.—Beef and all pork products are very high. There is a good demand for hams and bacon, and, notwithstanding the fact that there are two large pork packing establishments now in the city, both of which are doing a good business, large quantities of bacon and hams are imported from the upper provinces.

Sugar and Molasses.—There was landed at this port by three steamers last week 38,087 packages of sugar for the Acadia Sugar Refining Company. The product was all from the West Indies. The Norwegian steamer Boston, from Jamaica, landed 3,900 bags of sugar. She also had 100 puncheons of rum and 200 bags of pimento for London, G.B.; 1,000 bags of cocoanuts for western Canada, and 200 bags for Toronto. The Orinoco, from the West Indies, landed 9,000 packages of sugar and 1,400 packages of molasses, and the Norwegian steamer Talisman, from St. Kitts, had a big cargo, landing 19,787 bags of sugar.

Crop Prospects.

The crops throughout Kings county are looking fairly well, considering the weather conditions during the present season. The grass and grain bid fair to be good, and although a little late still look strong and sturdy. Apple trees of early variety are apparently full of strong buds ready to blossom, and without some unforeseen circumstances take place, must be an abundant yield. The later kinds are not so certain, probably for the reason that they are later, and, of course, the buds are not so apparent. Other fruit trees look very well; vegetables are also, although quite early yet, looking not badly. Potatoes, etc., are not, in most instances, above the ground yet, and may be affected, more or less, by the cold and backward weather.

BREAD TO BE HIGHER.

In consequence of the advance in the price of flour in Ottawa, bread in that city has gone up 10 cents per dozen loaves, making the price of a single loaf 10 to 11 cents. The advance went into effect on June 6th, and is liable to last all summer. Last year during part of the summer bread sold for 12 cents a loaf. In Toronto, bread is worth 10 cents a loaf on the average, though some bakers, a very few, sell for 8 cents. There is some talk in Toronto of an advance.

H. T. Galbraith, grocer, of Kennedy, is giving up business.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PARING CHEESE PRICES.

"The Grocer," London.

Despite efforts which have been made in several quarters to induce some of the multiple-shop companies to modify their price-cutting tactics, the game of "beggar my neighbor" is being pursued with vigor, to the regret of all who desire to see the retail grocery and provision trade conducted on the sound lines of securing a moderate profit on all articles. With the latest market quotations for New Zealand cheese 61s. to 62s., and for Canadian 63s. to 64s. 6d., the offer of these varieties at 6d. or 6½d. per pound retail shows how keenly some of the companies are cutting against each other. In many towns these ruinous prices are being brought prominently before the notice of the public by means of sandwichmen parading the streets, and the effect upon the retail trade in the districts concerned is deplorable. Mr. John Wood, a well-known member of the provision trade in London, has communicated with the Prime Minister, the Premiers of Canada and New Zealand, and the Presidents of the Board of Trade and the Board of Agriculture, calling their attention to this cutting, which he describes as "a matter of grave public interest . . . a most serious state of things in connection with the large and important colonial cheese trade in this country," and asking them, if possible, to use their influence to have the "unfair trading" stopped. Mr. Wood asserts that "wholesale and retail provision merchants are being ruined" by the "cruel, senseless and unnecessary competition"; and there is no doubt that if the policy of selling cheese at 6d. per lb. and giving a penny in the shilling discount to purchasers were largely adopted the retail trade in cheese would represent a heavy loss to all who tried to compete against such prices, instead of yielding the fair margin of profit which every retailer has a right to demand. We are afraid there is little chance of Mr. Wood's representations to the Ministers referred to bringing about the desired result, but his letters show the absurdity of entering upon a "war of prices" and should serve to convince retailers of the inadvisability of following the lead of the cutting companies. In the direction of securing better profits on sugar the Retailers' Sugar Association (London and Suburban) has done excellent work, but complaints are being made of the lack of appreciation of its efforts which characterizes many of those upon whom it confers benefits. Its operations ought not to be checked through want of funds, and grocers who derive advantages from its decisions ought to give some financial support in return.

The secretary of the Kingston Lord's Day Alliance has notified the Prince Edward Cheese Board that the making of cheese on Sunday is unlawful.

TEASHOP FORTUNES.

London's £5,000,000 Turnover in Cups of Tea and Coffee.

Those capitalists who were far-sighted enough to pin their faith to the teashop thirty years ago can afford to laugh nowadays at people who sneered at all catering enterprises of the "teetotal" order.

Messrs. Joseph Lyons & Co., Limited, the well-known caterers, made a profit for the twelve months ending March 31 last of £266,354, and during that period opened twelve new establishments in London.

Though several of their branches are, of course, fully licensed, the majority are "teashops." The dividend paid on the ordinary shares is 32½ per cent. for the year.

Other teashop organizations run Messrs. Lyons very close, and the remarkable thing is that the most profitable item in every case is the two-penny cup of tea or coffee.

In London teashops and cafes alone it has been estimated that two million cups of tea and coffee are consumed daily, and at twopence apiece this represents a turnover of over £16,000 a day, or well over £5,000,000 per annum. —London Mirror.

Because of the advance in the cost of materials and production the Edwardsburg Starch Co. has advances the price of both starches and syrups. The two-pound tin of syrup is now $2.25 a case, instead of $2, making it retail at 15c. or two for a quarter, instead of 10c., as formerly.

Are You Able to Meet the Demand for Canned Fruits and Vegetables?

Don't answer this too quickly, Mr. Grocer.

The demand for canned fruits and vegetables is bound to go on increasing. All reputable concerns see to it that their goods are pure and canned under sanitary conditions; but—if you want the best trade you must stock

FARMER BRAND CANNED FRUITS AND VEGETABLES

Big talk! Here's our reasons for it. Owing to climatic conditions, the nature of our soil, and the strict supervision from field to can, we are able to secure the best of the best fruits and vegetables. The cleanliness of our methods is on a par with the excellence of our product, and our goods retain all the goodness and energy - building qualities of ripe, juicy fruits and fresh vegetables.

Mr. Grocer! the women of Canada *know* these facts. They want Farmer Brand. Can you meet the demand?

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

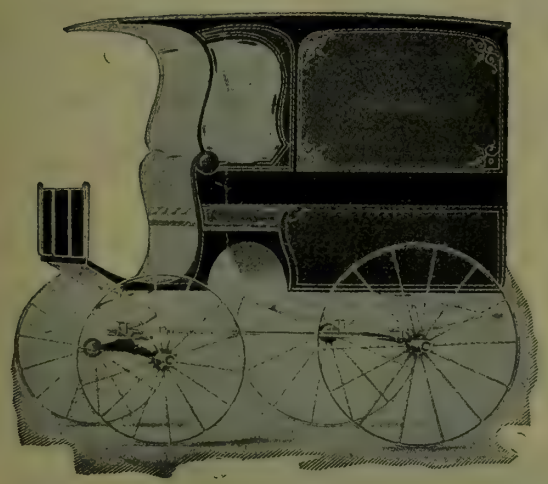
HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

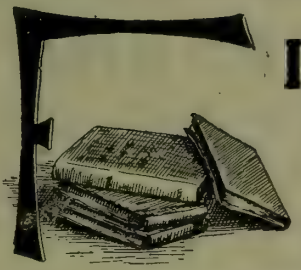
The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices — *Phone 1188*

J. A. EWART, 257-9 Queen St. E. TORONTO



FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES

We have a complete stock of

California and Seeded Raisins,

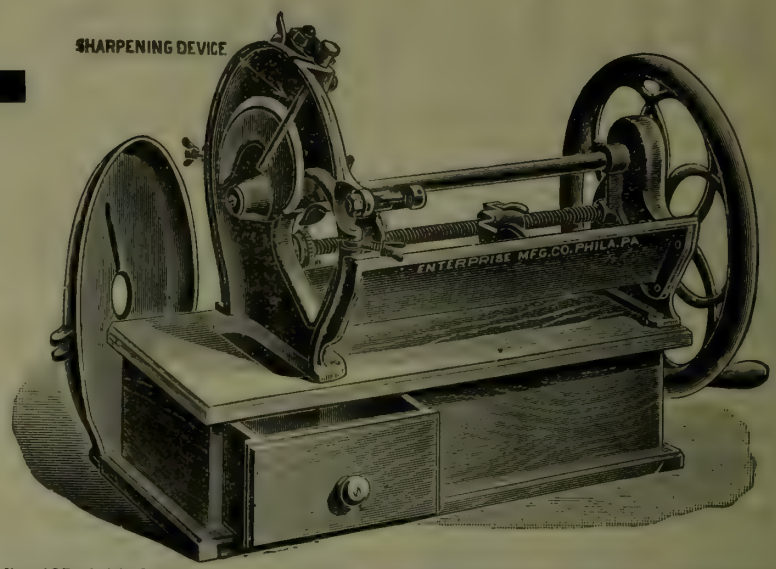
also fine selected Valencias, and would be pleased to quote you.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

"ENTERPRISE"



The experience of all users proves that the

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co., of Pa.
PHILADELPHIA, U. S. A.

No. 125, (with 2 Blades) . . $22.50 No. 129, (with 1 Blade) . . $22.50

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder — Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

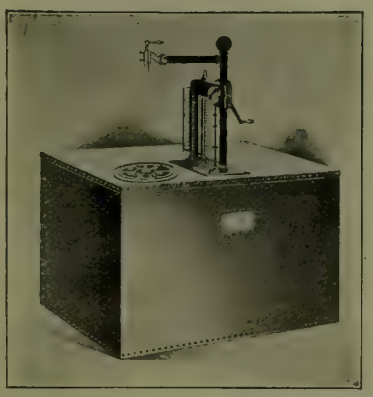
REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

The Bowser for Heavy Oils

No matter how heavy or gummy the oil, there is a Bowser Outfit to handle it. The Bowser pump is so constructed that it will handle linseed oil, varnishes, shellacs and paint oils without gumming and it is so geared that it will draw them with ease.

With a Bowser you can deal in these heavy oils as easily as in prepared paints.

Send for catalog B4, describing the Bowser Outfits for Non-lubricating Oils.



Cut No. 9—First Floor Outfit For Non-lubricating Oils

S. F. BOWSER & COMPANY, Limited

66-68 Fraser Ave., Toronto

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

ALLISON COUPON BOOKS

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.

If a Man Wants Credit for $10.00 and is good for it, give him a $10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon — that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

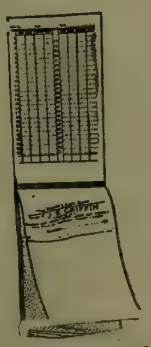
Foolish Economy

There is such a thing.

There are men who save dimes to lose dollars. The retailer who worries along without our

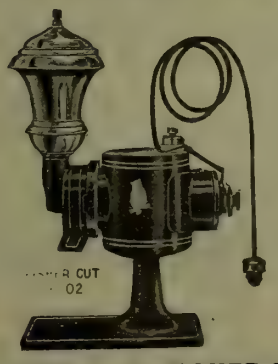
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Maconochie's

Extra Special Pickles

FINEST SELECTED HOME GROWN VEGETABLES IN PURE VINEGAR

Sauces Marmalade Jams Fish

GREAT VALUE QUICK SELLERS

Save the wrappers, they are worth money. For particulars see Canadian Grocer, May 24th, or write to

MacLaren Imperial Cheese Co., Limited

Head Office, TORONTO, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 21, 1907.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25

Borax, ¼ lb. packages, 4 doz. . 0 40
Cornstarch, 40 pks. in a case . 0 78
Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, " according to size	0 02 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

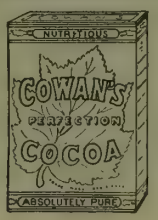
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 35
Vanilla, ¼'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" " " ½'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 28
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 44
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	41c.
6-lb. boxes, 12 boxes in case	45

Sweet chocolate powder—
5-lb. tins, 10 tins in case. 30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 32c

Premium chocolate—
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 34c.

Milk chocolate—
50 5-cent pieces to box, per box $1.65

Vanilla sweet chocolate—
100 2-cent. pieces in box. $1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 27c.

Diamond sweet chocolate—
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 24c.
12-lb. boxes, 6 boxes in case. 1-lb. pkgs 24c.
6-lb. " 12 " " ½-lb. " 24c.

Gold Medal chocolate powder—
5-lb. tins, 10 tins in case. 38c.
10-lb. tins, 10 tins in case 35c.

XXXX chocolate powder
5-lb. tins, 10 tins in case. 32c.
10-lb. tins, 10 tins case. 30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

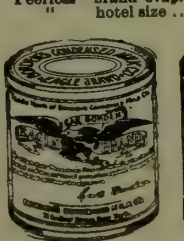
BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocoa	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto

5 oz bottles, 4 doz, per doz		1 75
10 " 4 " "		3 00
Rep. quarts, 1 " "		6 50
Imp. " 1 " "		9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Safe Selling lies in Safe Buying

ABSOLUTE SECURITY IS ASSURED TO BOTH THE CONSUMER AND DEALER IN

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

EVERY JOBBER IN CANADA.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?

Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
'Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of 2 doz	.....	$3 20
"	2 "	" 1 "	.....	3 00
"	4 "	" 1 "	.....	4 50
"	20 "	" ½ "	.....	4 75
"	20 "	" 1 "	.....	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1¢c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins....	2 25
" " groats	½-lb. tins....	1 25
" " "	1-lb. tins. ..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case per lb..... 0 07½
8 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	.....$0 11½	20-lb. tins 2 23
½-bbls.	.... 0 11⅝	Cases 3-lb. " .. 0 12⅛
Tubs, 60 lbs	.. 0 11⅝	" 5-lb. " .. 0 12
Pails	..... 2 33	" 10-lb. " .. 0 11⅞

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 78
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	.....	2 90
Pint " 2 " "	.....	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	.....	2 90
Pint " 2 " "	....	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.P.,	1-lb. tins..... .....per doz.$	1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins .... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins .....per doz.	2 85
"	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins.....per lb.$	0 35
	½-lb. tins..... "	0 35
	1-lb. tins..... "	0 32½
	4-lb. jars.....per jar	1 20
	1-lb. jars ..... "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins..... .....per lb.	25
	½-lb. tins..... "	0 23
	1-lb. tins..... "	0 22½
	4-lb. jars .....per jar	0 70
	1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's	.....	$5 75
" pts. 24's	.....	6 50
" ½-pts. 24's	.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.$	1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz , per doz		0 90
Pint " 3 doz....		1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, "	{30 1-lb. " {60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20	
" " black..... "	15 30	
Oriole soap..... "	10 20	
Glorioia soap..... "	12 00	
Straw hat polish.... ..... "	10 20	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.$	0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 07½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box	1 25 to 2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

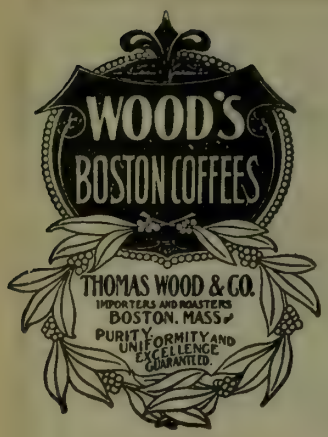
12-oz. case, 4 doz.	0 80

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb....	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50



Two Berries

It has been remarked that Nature might have made a better berry than the Strawberry, but Nature never did.
She might also have produced a better Coffee berry, but she has not yet shown any superior to those found in

"WOOD'S COFFEES"

Nature's best is good enough for mankind.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.

pkges cases 5 doz., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 80 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 38 lb..	0 07½
Akron Gloss, 1-lb. packages 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

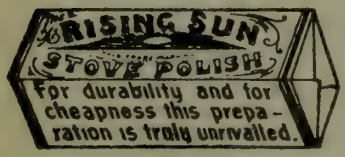
LAUNDRY RUBBER STARCH
Agents, Rose & Laflamme, Montreal and Toronto.

32 packages in case, per case	2 35

J. & J. COLMAN'S, LIMITED.
Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.....	6½c
Blue, white or assorted.	
In Pictoria—Cardboard Boxes—	
4 lbs. net weight.....	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight.....	9½c

Stove Polish



	Per gross
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 15 each
3 " " 38½ lbs.....	1 60 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.
Empire Maple Syrup—

Cases 24, pts..	2 50	Cases, 24 qts..	4 80
" 12, ½-gal	4 80	" 6 gals..	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate.
Empire Golden Syrup—

Cases, 24—2's	2 60	Bbls, per lb.	0 02½
" 12—5's.	2 45	½-bbl, "	0 03
" 6—10's.	2 40	Kegs "	0 03½
" 3—20's.	2 35	Pails, $1.10 and	$1.50

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 2½ in case, per case ..	2 25
5-lb. " 12 " " ..	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's and ½'s.....	0 36	0 50
Gold Label, 1's.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs.	Ceylon and Indian green or black.	retail	wholesale
"A," ½'s and 1's, tins		0 50	0 35
"B" ¼'s, ½'s and 1's		0 40	0 30
"C," ⅛ s and 1's		0 30	0 22
"D," 1's.....		0 25	0 20

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

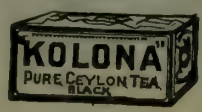
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs. & ⅛s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



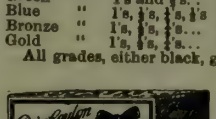
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19
½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 25	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb..... ...	$0 35
" " 80 ½-lb....}	0 35
" " 120 ¼-lb.....	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.
Japan Teas—

"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes..... ..	....
" III 80-lb. boxes.	....
EMD AAA Japan, 40 lb " at.....	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
"Condor" XX 80-lb. "	....
" XX 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 28
Yellow Label, ¼s and 1s, 60-lb. cases .....retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases .....retail	at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 ..... per lb.	0 35
No. 2	0 30½
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb ..	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur d -Lis	0 30	0 40

Pack in ½ lb caddies. All grades—either black, green or mixed

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 78
" " 1-lb "	6 0

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality..	$0 25½
Condor, pure distilled.....	0 27½
Old Crow.....	0 25½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 50

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

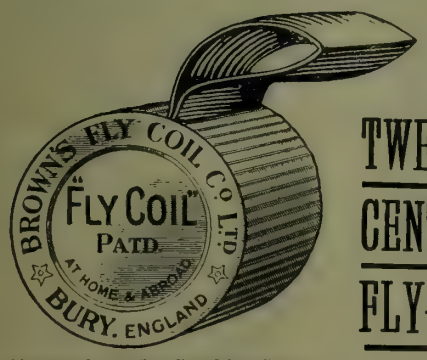
Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto



About 3 ft. of Fly-Catching Space.

THE TWENTIETH CENTURY FLY-CATCHER

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

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Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

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Kops' Breweries, London, S.W.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warminton, J. N., Montreal

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United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

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Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

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American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.
Warminton, J. N., Montreal

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Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd, Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

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Canadian Cocoanut Co., Montreal.

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Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

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Truro Condensed Milk Co., Truro, N.S.

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Toronto Pottery Co., Toronto.

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Dawson Commission Co., Toronto.
Duff & Co, Hamilton, Ont.
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O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto

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Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

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Atlantic Fish Co., Halifax, N.S.
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Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.

Fly Coil.
Brown's Fly Coil Co., Bury, Lancs, Eng.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Kirouac, Nap. G., & Co., Quebec.
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Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Turner, James, & Co., Hamilton.
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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Modern Canner Co., St. Jacobs, Ont.
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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Ashley & Lightcap, Winnipeg.
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Hughes, A. J., Montreal.
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Kyle & Hooper, Toronto.
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Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
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Watson, Andrew, Montreal.

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Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
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Common Sense Mfg. Co., Toronto.

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Hanson, J. H., Montreal
Hillock, John, & Co., Ltd., Toronto.

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Empire Salt Co., Sarnia, Ont.
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Church & Dwight, Montreal.

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St. Lawrence StarchCo., Port Credit.

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Branson & Co, Ltd., London, Eng.
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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
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Purnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

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Western Canada Board of Trade Number

THE CANADIAN GROCER

JUNE 28 1907

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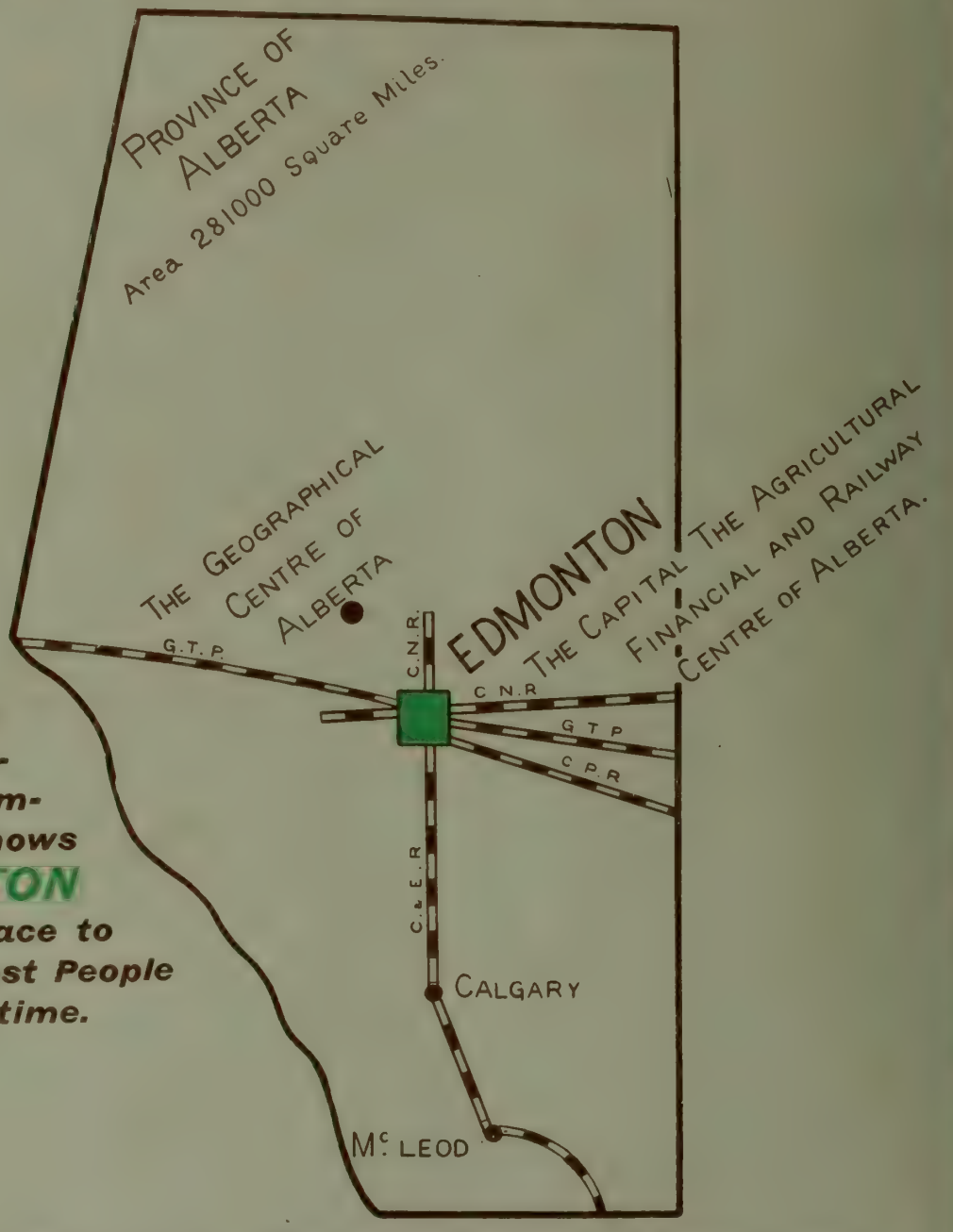

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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

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HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies
Correspondence Solicited. Highest References.

ROBERT ALLAN & CO.
General Commission Merchant
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GALLON AND EVAPORATED APPLES
BEST PRICES FROM US
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TORONTO.

LARD
Swift's "Silver Leaf"
Tubs and Pails
Car now on Track.
Anderson, Powis & Co.
Agents

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, — MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada:
Highest references and financial responsibility.

(Continued on page 4.)

If you are in business to make money you'll do well to study these lines.

NEW PACK LOBSTERS—½s flat.

Are now in stock—We have filled our orders booked to arrive and have a few we can offer you at prices below the market. There is a short pack this year, so the man who buys early buys well.

NEW— HADDIES

Our first shipments are to hand, including the well-known THISTLE brand——
We have a limited quantity of 1906 pack, quality guaranteed, which we quote special at $3.60 c/s.

MAKE A LEADER WITH BISCUITS—

Now's the time they'll sell, when it's getting too warm for the housewife to bake——

TWO LINES of rattling good value are our

Vanilla Bar, People's Assorted, Lemon Crisp, Automobile, at 7½c. lb.
Fig Bar, Raspberry Bar, Peach Bar, 11c. per lb.

Boxes Free. Freight paid on 10-box lots.

For Picnics——Salads, Etc.

You will find a very big demand for **MALT VINEGAR**

GENUINE ENGLISH— Reputed pints 95c. doz.
" quarts $1.65 "

We carry the finest line of GENUINE ENGLISH MALT VINEGAR in the trade, which we offer in original quarter casks, also 5 and 10 gallon kegs. Send us your order if you want it really good.

SULTANA RAISINS—

For both Grocery and Bakers' trade.

We have just passed into stock a shipment of exceptionally good values.

——Get our Samples and Quotations——

THE EBY, BLAIN CO., LIMITED

Wholesale Grocers **TORONTO**

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle isthe centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

QUEBEC MARKET
Any Important firms willing to be represented in our city would do well by writing to
ALF. T. TANGUAY & CO.,
Commission Merchants and Brokers
Lower Town—In Rear of Quebec Bank
20 YEARS EXPERIENCE.

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

A **retail grocer** doing a large business in one of our eastern cities bought a year or so ago some **Canned Goods** of a **new brand,** because they were **cheaper** than the old established brands.

The quality of these goods may have been fair, although one woman returned a can of Peas and said they were not nearly as good as Simcoe because she had counted the Peas and there were six less in the can.

These cheap Canned Goods were offered to the public at **cut prices,** and were largely advertised. This cheap sale naturally caused a flurry among the Trade, but, as do all such flurries, it soon died out, and the dealers in standard brands found the demand for their goods better than ever.

The **price cutter,** however, **gained for himself** the **name** of a **purveyor of cheap quality goods,** as **cheap prices** and **cheap quality** usually travel together.

The **demand** for the brand of goods sold at **cheap prices** was practically **killed,** and if information is reliable, **is still dead** as regards that particular territory.

All this is **fact, not fiction.**

The moral is, that **it is more profitable** to **pay a fair price** for an article that can be sold at a good profit, than less money for one that has to be sold at a cheap price.

Buy and **sell** Canned Goods that are **guaranteed as to quality by the Canadian Canners, Limited,** and that have a **long established reputation,** such as, e.g., **"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose,"** etc.

The Wants of Women—Study Them

MR. GROCER ! You may invest more money in your business ; you may advertise the best line of staple groceries on earth ; you may know your trade from beginning to end ; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir, since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Cannd Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead.** That much we are positive about. But the particular and economical housewives of Canada are just as positive that

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

The Old Homestead Canning Co.

PICTON, ONTARIO

ALREADY THIS YEAR

BLACK—GREEN—MIXED

The increase in sales is vastly in excess of any like period in the history of the "SALADA" business.
So vastly, in fact, as to convince us that "SALADA" will yet dominate the entire Tea consumption of the country.

We are not only making customers, but friends also, simply because we are serving the public SO WELL.

Wholesale terms cheerfully furnished.

"SALADA"

TORONTO, MONTREAL, NEW YORK

PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

A Favorite Line for Summer Trade.

STERLING

BRAND

PICKLES

Never Disappoint Your Customers.

MADE IN CANADA BY

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts,
74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,
LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

SEASONABLE GOODS

You will find the following lines ready sellers at this season of the year.

Canned and Potted Meats—all kinds. Canned Fish and Fruits.
Lime Juice and Olives.

We carry a full line of the above goods—all the best brands.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover" — ***the one hundred per cent salt.***

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Interesting Facts

I have a Profit Story to tell all live Grocers, and few there are whom it will fail to interest. Your margin of profit depends on judicious buying—the quality of the goods you stock. You should know just why I call

E. D. S. Brand
JAMS and JELLIES

the best on the market. Don't swallow the bald assertion. Ask me for the proofs. If they are satisfactory you will stock the E.D.S. brand. If not, you won't. A post card brings the proofs and

THE PROFIT STORY

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

GREIG'S
White Swan
JELLY POWDERS
FLAVORING EXTRACTS
and
CAKE ICINGS
ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on. Goods that are absolutely pure and good. Goods, too, that give the dealer a nice profit.

THE ROBERT GREIG CO.,
White Swan Mills Limited
TORONTO

E. NICHOLSON.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

D H BAIN

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses----one each at Winnipeg, Calgary and Edmonton---- from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time---the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Lime Juice

Weather is Here Now

The Lime Juice Cordial we put up is, we believe, the purest, strongest, best and cheapest on the market. It is of the finest quality, originating in the finest cultivated West Indian limes and remaining through every stage of the process of manufacture.

Kops Lime Juice Cordial has no flavor of mustiness so much in evidence in some preparations. Ours is guaranteed to retain the rich, luscious flavor of the fruit and its therapeutical properties for any length of time.

Bottles are attractively labelled; will keep uncorked and never become musty.

Isn't this the Lime Juice Cordial you and your customers are looking for?

Send your name for lists, specimen labels, quotations, etc.

KOPS BREWERIES, *Sole Makers* LONDON, S.W., ENGLAND

CANADIAN AGENTS
Hudson's Bay Co., Vancouver, B.C.
W. L. MacKenzie & Co., Ross Avenue, Winnipeg.
Kenneth H. Munro, Coristine Bldgs., Montreal.
Kyle & Hooper, Front St. East, Toronto.
Royal Stores, St. John's, N.F.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

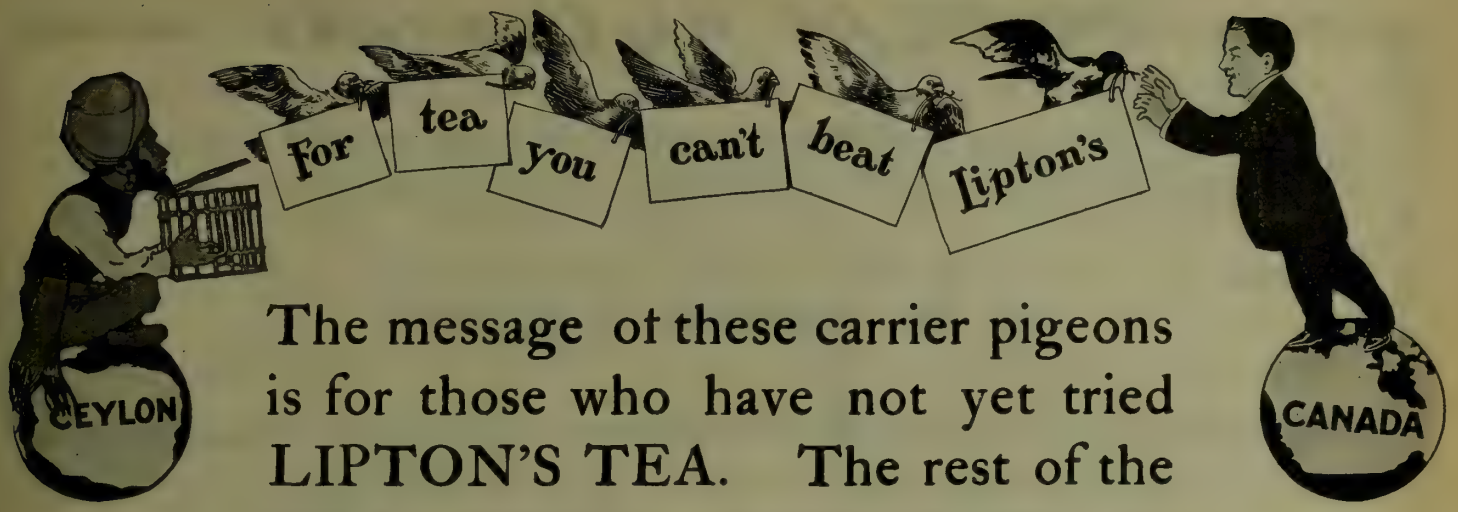
96 St. Charles Borromee Street. - **Montreal**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.



The message of these carrier pigeons is for those who have not yet tried LIPTON'S TEA. The rest of the TEA drinking world knows it.

Years of experience, skilled blending, expert growing, packing by machinery in AIRTIGHT TINS---these are some of the contributing causes to the success of

LIPTON'S TEAS

OVER 1,000,000 PACKAGES SOLD WEEKLY

So great has become the Canadian demand for the LIPTON PRODUCTS that we have established a complete warehouse and office at

75 Front Street East, Toronto

where a very able staff will fill your orders speedily and carefully.

You will receive every welcome at our exhibit at the Retail Merchants' Western Canada's Food Fair in Winnipeg, July 1st to 13th.

THOMAS J. LIPTON

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC — Montreal — OTTAWA

A Canner That Cans for $30

Our easily-operated Canning Machine preserves fruit and vegetables.

Can your goods and sell at big profits.

Canners cost from $30 to $90 and pay for themselves in short season.

Are you interested?

Write at once for descriptive booklet.

The Modern Canner Co.,
Canadian Branch, ***St. Jacobs, Ont.***

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

We Welcome Our Friends to

Retail Grocers' Convention at Hamilton

July 2nd, 3rd and 4th---and will appreciate a call

Tartan BRAND

SIGN OF PURITY

A full line of Camping Supplies and

New Lobsters, 1/2s and 1s

New Lobsters, 1/2s in glass

Leard's Chicken, whole 5-lb. tins

One roasted chicken in each tin

Raisins—The biggest snap on the road

High Grade Berry, Bar and Cereal Sugar in 5-lb. bags. Ask for it.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Long distance phone 596 free to buyers

IN HOT WEATHER SELL COOLING FOODS

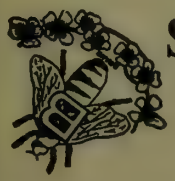
OUR BEE JELLY POWDER

IS JUST THE THING

In large and Increasing Demand

Six Assorted Flavors put up in Cartons to Retail for 25c.

Has the Quality of all our other High Class Bee products.



Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

We are advertising it all over Canada.

The C.P.R. supply it in all their magnificent hotels, on trains and steamers.

We are making people want to try it. And the soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for every grocer who sells it.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

TO GROCERS

Visiting the Retail Merchants' Convention in Hamilton July 2nd, 3rd and 4th.

Come in and see us when in the city. We can't get too well acquainted.

Our address is

25 Main St. West,
Opposite Public Library

We don't want to talk business; we want to shake hands with you.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

VINEGAR

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of $800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions— it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

* * * * *

Business Systems mean proper bookkeeping.

Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which may arise.

* * * * * *

You can ask us more about this without having to buy.

A post card will bring you detailed information.

BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE
TORONTO - - - CANADA

861

Mr. Retailer: bear in mind that

Crystal Granulated Sugar

is sold to you direct from the Refinery.
For preserving purposes it has no superior

ASK FOR SAMPLES

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

THEY MAY

be lower---**the Japan Teas**---but to all appearances and according to reports from the most reliable Houses in that country, **they will not. Would it not be wise for you to buy now? You can have our Condor** at the old prices :---

CONDOR XX	18½c.	CONDOR X	30c.
CONDOR XXX	20c.	CONDOR III	35c.
CONDOR XXXX	22½c.	CONDOR II	37½c.
CONDOR V	25c.	CONDOR I	42½c.
CONDOR IV	28½c.		

They are new crop Teas from Condor IV to Condor I ; the others are the best of last year's **and worth buying at our quotations.**

NEW TEAS Ex. Str. "Monteagle" from Japan:
25 x 40-lb. Boxes Condor I, Japan, at **42½c.**
10 x 40-lb. Boxes Condor II, Japan, at **37½c.**
29 x 40-lb. Boxes Condor III, Japan, at **35c.**
18 H/Chests Blue Jay, No. 1, Extra Choice **Basket Fired** Japan at **27½c.**

From Colombo—212 H/C 75-lb. net Ceylon Green Siftings—a choice liquoring Tea—very cheap at **9c.**

COFFEES-- **High Quality---Uniformity---Best Value** have put our Coffees to the front. All our machinery is the most improved, and we turn out perfect goods. **Try them and see for yourself. We can prove what we say---give us a chance to do it.**

Some of our Brands—Whole or Pure Ground

IMPERIAL	15c.	OLD CROW	25c.
PLANTATION	18½c.	V. S. C.	27½c.
SPECIAL	20c.	M. C. S.	28½c.
N. T. S.	22½c.	CONDOR	30c.
LA PARISIENNE	40c.	EMD	35c.

Madam Huot's Coffee—the Gem—**also called the Rooster Brand**—has no equal.
1-lb. Tins, **32c.** 2-lb. Tins, **62c.**

Freight paid on 50-lb. Trial Orders.
We pulverize Coffees if you want them that way.

The E. D. Marceau Co., Ltd.

MONTREAL

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more—and we know that we must give good value to accomplish this result—which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel—because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of **"The Fairbank Plan"** premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

National Drug and Chemical Co. of Canada, Limited, Montreal

The Factory where the Best Canned Goods in Canada are put up---

Get them on your shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

GROCERS

Every Jar of

Scotch

"BALMORAL"

Marmalade

Proves Its Superiority

Get a stock of it.

PRICES FROM

J. W. WINDSOR, Montreal.

"It is the Leader in Breakfast Foods"

one of Toronto's leading family grocers wrote to his jobber, in re-ordering

Orange Meat

The only breakfast food that can truly be said to satisfy young and old—Its careful preparation from finest selected wheat, leaves no room for complaint—

Just now your customers will find it delicious with early fruits—

Ask your jobber

CEREALS, Limited

KINGSTON, ONT.

Our New Table Syrup

named **"GOLDENETTE"**

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

Our years of experience and our whole reputation are behind it.

A delicious wholesale golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

Let us send you samples and prices, or ask your grocery traveller about it.

☞ *Free samples given with five case orders*

Imperial Syrup Company

88 Grey Nun Street,

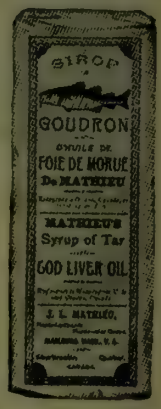
Montreal

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

Over 6 Carloads

of

Kops Non-Alcoholic Ale and Stout

have been sold by us this spring. The best trade in Canada has bought it. Repeat orders are coming in rapidly.

Don't you want to get some of this trade?

Drop us a post card (costs you only one cent). We will tell you where you can get it and show you a rattling good profit.

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St East - - Toronto

Fill Up Your Window With It

100 people pass your store to every one that enters.

Make a window display of MONTSERRAT. That's the way to let everyone know you have it.

And that's the way to build up a good paying summer trade.

Your wholesaler has

"MONTSERRAT" LIME FRUIT JUICE

National Drug & Chemical Co. of Canada, Limited, - Montreal

CANADIAN AGENTS

Established 1898

Northwest Jobbing and Commission Co.

LIMITED

General Commission and Brokerage Agents

LETHBRIDGE - - - ALTA.

Wholesalers and Importers of

GROCERIES, PROVISIONS

FRESH FRUITS, GRAIN BAGS

Buyers and Shippers

GRAIN, MILL STUFFS, HAY

Agents IMPERIAL OIL CO., LIMITED

QUALITY

GRIFFIN'S BRANDS STAND FOR THE BEST QUALITY AND SELECTION POSSIBLE IN MEAT FOOD PRODUCTS

Premier Brand

SUGAR CURED HAMS, BACON AND BACKS; GRIFFIN'S PURE LARD IN SEALED TINS ∴ ∴ ∴ ∴

"Made in Winnipeg"

J. Y. Griffin & Co.

WINNIPEG

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

McLEAN'S "WHITE MOSS" COCOANUT

Are You Selling It?

COCOA-MILK-SUGAR

Scientifically blended in powder form tells the story of

"PURE GOLD" Instantaneous MILK-COCOA

Dissolve one heaping dessert-spoonful with hot water in an ordinary size Tea Cup—stir slowly—fill with boiling water, and the result will be a delicious Cup of Cocoa.

No Cream or Milk required.

Sugar may be added if desired very sweet.

No Scum.

No Sediment.

Imperishable in any Climate.

Packed in Tins of about 4 oz.; and Cases three dozen each. Retails 10c. per Tin. Will be quick selling line.
We guarantee every tin, and will accept return at our expense if not satisfactory.

Write us for Sample Case or Sample Tin

PURE GOLD MFG. CO., Ltd.

TORONTO

During the Convention

we will be at our warehouse, 21 and 23 Main St. East, waiting to welcome our customers, and we are looking forward to the pleasure of meeting many old friends, who do not call often enough, and to meeting many with whom we have done business, but not met personally.

The convention will be held within a few steps of us, so no matter how pressed you are for time you can step in.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

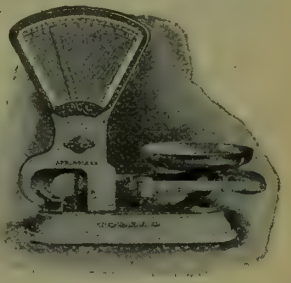
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

Are You Giving Your Profits Away?

Some Grocers actually do that very thing. They don't mean to, but they do, all the same. The fraction of an ounce to every customer doesn't seem much, but it totals up considerable.



Toledo Computing Scales

will add to the bank account of a Grocer who instals them. Besides, they please your customers better than the old ones. Let us prove just why you should instal our scales at once!

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

Vinegar—White, Cottell's

The Vinegar that makes Trade and keeps it.

There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

Pure Malt,

For table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Road, Camberwell, S.E., London, Eng.

NEW JAPAN TEA

IN STORE

EX. CHOICE **MAY PICKINGS**

Look up your stock of Canned Fruits, Dried Fruits, Canned Fish

WARREN BROS. & CO., Limited

TORONTO

It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely — it pays.

Agents:—Rose & Lallamme, Montreal.

'CAMP' COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

Mr. Grocer,

If the stuff you sell, labelled shoe polish, destroys the shoes of an entire family you're going to lose that family's trade. Since the market is flooded with fake preparations you ought to push

2 in 1

because it is a shoe shine which actually preserves leather. It contains no chemicals or acids and cannot be applied without adding days to the life of shoes.

Order from your jobber and do not forget to mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

JAPAN TEAS

Second crop season is now on. Standard will be submitted on receipt of application, with prices. Write to-day.

S. T. NISHIMURA, Sole Agent

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new — a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents :

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

POSITIVE POPULARITY PROOFS

which make

Riverdale Brand

CANNED GOODS

A Standard of Excellence

LOCATION

Ontario's best fruit and vegetable district

SELECTION

The choice of the best from the best

SANITATION

Systematic drainage and an abundance of pure spring water

PROCESS

Modern preserving of the pure and wholesome flavors

ATTRACTION

A dainty label, suggestive of purity.

PACKED BY

The Lakeside Canning Co.

WELLINGTON LIMITED - - ONTARIO

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

THE CALL OF THE WEST

It is for manufacturers—The consumers are there, and American capital will seize the opportunity if Canadian does not.

Western Canada is calling now for industries as insistently and with as much reason as for the last thirty years she has been calling for settlers to cultivate her fertile prairies. For years the call for settlers went unheeded, but recently it has been answered by an influx of hundreds of thousands of sturdy tillers of the soil who have thus created a new and rapidly expanding market for manufactures of all kinds. Industries are urgently needed at the present time and the business men in the western provinces, being on the spot, are quick to recognize the opportunities offered. Unfortunately, they have not themselves the capital necessary to establish manufacturing industries on a sure foundation and the west must therefore look to the east for assistance. Golden opportunities are presented to the manufacturers who are first on the ground and the commercial history of the next five or ten years will determine whether Canadian business men have that faith in the possibilities of their own country that will induce them to grasp for themselves the business opportunities offered them in the newer Canada beyond the Great Lakes. It will decide whether Western Canada is to be developed by capital, owned or controlled by Canadians, or whether the choicest business opportunities will be grasped by outside capitalists. It will decide whether or not Canadian business men believe in their own country.

The Lesson of History.

Canadians have not always believed in Canada. Witness the indifference and hostility of the great mass of the Canadian people to the building of the C. P. R. It is a well known fact that it was the personality of two or three great men that was responsible for the building of that road. It was built only after a bitter political struggle and it is certain that only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors that had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C.P.R. The great majority lacked faith in the future of Canada and were wanting in those powers of imagination without which men can accomplish little constructive work.

The First Boom.

A few adventurous spirits moved west while the C.P.R. was building and very soon the hopes of agricultural, commercial and industrial possibilities, which had been responsible for their coming, became profound convictions and they began to send eastward marvellous stories of the great opportunities in the new Canada beyond the Great Lakes.

Eastern Canadians looked wise and shrugged their shoulders in a knowing way at these stories and found justification for their doubts in the bursting of the boom of the early 80's. For ten years the east lost interest in the west.

But in spite of all discouragements the dauntless spirit of the few whom the prairies had adopted still kept up the propaganda and there still travelled eastward marvellous stories of the fertility of the western soil. A few responded to the call, the two Ontario counties of Bruce and Huron sending their best, but for the most part the invitation came to too cautious or unheeding ears. The eastern farmer refused to credit the stories he heard and laughed at the "western blow" of his friends who had gone west. So he stayed where he was, in many cases to eke out a scanty existence on a stoney 50-acre farm encumbered with a mortgage, when he could have had for the asking 160 acres of the most fertile soil in Canada.

The Eastern Canada farmer lacked faith in his own country.

In the year 1907 no one now doubts the agricultural possibilities of the west, for they have been proved by a succession of bumper crops and immigrants are pouring in by the thousands to take possession of the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears and in despair the west turned to the United States with the story of Western Canada possibilities. In two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years. The movement once started has gathered impetus with each succeeding year and settlers are flocking to Western Canada from all parts of the world.

What of the Manufacturers?

Will the Eastern Canada manufacturer prove any wiser than was the Eastern Canada farmer from 1885 to 1900? Will he be the first to seize the opportunities offered him by the growing western market, or will he wait until the American has shown him the way. The manufacturer who gets in first will control the trade of the west and grow up with the country.

A number of western centres present strong claims upon the serious attention of the eastern manufacturer. They offer a large and rapidly growing market for the finished product, cheap power, abundance of raw materials, good transportation facilities for the assembling of raw materials and for the distribution of the finished product—all of these advantages are offered in greater or less degree by the various western centres having claims upon the serious attention of manufacturers who are looking to the west for the expansion of their business.

The wise manufacturer will investigate these claims; for the west will not always be content to send its raw materials thousands of miles eastward and bring them back as manufactured goods. Goods "made in the west" will be popular in the west and the manufacturer who first commences to supply goods manufactured in the west will meet with a cordial reception from the buying public.

American capital has reaped the largest profits from land speculations and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day, and there is nothing more sure than that if the Canadian manufacturer does not soon grasp his opportunities, American capital will very shortly build large factories in the farthest west. The west will welcome American capital, but Canadian capital should be the first in the field.

CEMENT BLOCK WORKS, PRINCE ALBERT.
(Courtesy "Advocate," Prince Albert.)

An automatic plant for the making of gallon fruit tins has been installed by the Acme Can Works, Montreal. Another improvement was made in the installation of a plant for the making of solder applied caps.

PRINCE ALBERT

City of opportunity — A story of steady, healthy growth—Big opportunities to-day.

With its magnificent situation on the south bank of the North Saskatchewan, and surrounded as it is by a stretch of the most fertile land on the continent, it is small wonder that from the early days Prince Albert has been marked as the site of a big city when the time comes for Western Canada to come into its own. The visitor is at once impressed with the grandeur of its situation.

Prince Albert looks to the future, not to the past, but perhaps a brief survey of the history of the town will not be out of place. Long before Wolfe had climbed the narrow path leading to the Heights of Abraham, La Verandrye, the famous venturesome French explorer had explored the valley of the great Saskatchewan River and in 1748 he established a trading post on the site of the present city of Prince Albert. After the surrender of Canada to Great Britain, numerous fur trading companies competed for th? trade in the Saskatchewan valley and Prince Albert was the scene of many encounters between the traders employed by the Hudson's Bay Co. and those employed by a rival firm known as the Northwest Fur Co. The Hudson's Bay Co. were finally the victors and for a century Prince Albert was merely one of many fur trading stations scattered throughout the great "Lone Land" of the far north.

Beginning of Civilization.

In 1866 Rev. Jas. Nesbitt, a pioneer Presbyterian missionary from Kildonan, Man., visited the district and founded a mission to the Indians. He was followed by a number of sturdy Kildonan settlers who were attracted by the fertility of the soil in the valley of the Saskatchewan and these formed the nucleus of the extensive and successful agricultural settlement surrounding the town to-day.

It was the first intention of the C.P.R. magnates to build their road through the fertile Saskatchewan valley and to cross the mountains by the Yellowhead Pass. Had this original intention been carried out, Prince Albert would have been on the main line of the C.P.R. and it and Edmonton would undoubtedly have been much larger centres than they are to-day. However, other counsels prevailed, and for a number of years Prince Albert was practically out of the running in the race of the western towns. The few settlers who had moved north remained because of the fertility of the soil, but a new country cannot make progress without railways and for years Prince Albert stood still. Then came the organization of the Qu'Appelle, Long Lake, Saskatchewan Railway, Lake and Steamship Company, which, in spite of the handicap of its unwieldy name, opened a lake and rail route from Qu'Appelle to Prince Albert which did much to open up the district. The Regina-Prince Albert line, now controlled by the C.N.R., follows much the same route.

Development was slow, however, until the C.N.R. line east from Melfort became an assured fact, but since that time the growth has been very rapid. But, though rapid, the growth has been substantial. Prince Albert is no boom town ; it has never had a single business failure. Its business men believe in steady, substantial development, and discourage all tendencies towards a mushroom growth.

The Lumber Industry.

Prince Albert to day has a population of about 5,000 and is sblidly built, as her people look forward confidently to the growth of a big city. Lumbering is the principal industry and it is a big one. Four large companies are operating at present and the estimated output this year is 65,000,000 feet. Last year the output was 40,000,000 feet, but the milling capacity this year is much greater than last. One mill is to be rebuilt this season to increase its capacity from 5,000,000 feet to 30,000,000 feet, and the total output for 1908 will be at least 90,000,000 feet. Last year 1,800 men were employed in the mills

(1) The Lumber Industry, Prince Albert. (2) Millions of Feet of Logs at the Mill. (3) A Record Load. (Courtesy "Advocate," Prince Albert.)

and these, with the men employed in the woods, make a grand total of 2,500 directly engaged in the lumbering industry. The monthly pay roll of the lumber industry proper is over $50,000 and during the summer the sawmills require 20 cars per day to handle their output properly. Under present transportation conditions they do not always get this number, but the figures show the extent and importance of the industry. The large number of employes and their families are dependent upon Prince Albert for their supplies of all kinds and the lumber industry is indeed the backbone of the town.

Happily it may be depended upon to flourish and grow for an indefinite length of time. The supply of timber is practically inexhaustible, and it is within easy access of the town, the logs being floated down the river to the mills.

Other Industries.

Situated as it is in a rich and fertile farming district, Prince Albert is also a flour milling centre of some importance. There are three mills now in operation, with a combined daily capacity of 475 barrels. They are owned and operated by the Hudson's Bay Co. Jos. Kidd, and the Farmers' Milling and Elevator Co. This industry is, however, only in its infancy. The possibilities of Prince Albert as a milling centre are unlimited, for there will always be a large northern trade and, with the opening of the Hudson's Bay route, this city will be a natural centre for the manufacture of wheat into flour for shipment to the European markets.

THREE PRINCE ALBERT BANKS.
Bank of Ottawa. Canadian Bank of Commerce. Imperial Bank.
(Courtesy "Advocate," Prince Albert.)

For a century Prince Albert has been an important fur trading station and the shipments now are more than $600,000 per year. The Hudson's Bay Co. and Revillon Bros. are the principal buyers and there are three or four other smaller buyers stationed in Prince Albert. The two big companies maintain a string of trading posts extending far to the north and these are furnished with supplies from Prince Albert. During the summer the surplus are sent by barge and during the winter by dog train. During the week of the Board of Trade Convention the first barge of the summer season was sent down the river by Revillon Bros.

A large brewing plant has been established for a number of years in Prince Albert. It is rebuilding now and its output of beer and soft drinks will be greatly increased. There is also a small packing house which has been in operation for two or three years, but which up to the present has not done any export trade. An infant fishing industry, amounting last year to $30,000, a pottery, two lime burning yards, three brickyards and two cement block yards about exhaust the list of industries in operation in Prince Albert. It is not a long list but every industry mentioned is prospering and there are undoubtedly openings for several other industries at the present time.

Resources of the District.

Before considering the various openings for industries afforded by Prince Albert the resources of the surrounding district deserve some attention. Reference has been made already to the timber resources. But in the very forefront should be placed the fact that Prince Albert is in the centre of one of the richest mixed farming districts in the world. Northern Saskatchewan is not a prairie country. It is a well wooded rolling country, well watered and with a very fertile soil. Mixed farming and stock raising are very profitable and the district is attracting many new settlers. There is room here for many thousands of prosperous farmers and there is no doubt that during the next few years this district will get them. Wheat is grown successfully at least 150 miles north of Prince Albert and no one knows yet the extent and resources of the vast hinterland to the north. Twenty townships have recently been surveyed and are ready for homesteading. Settlers are taking them up rapidly and, with projected railway extensions, there is no doubt that the immediate future will see a tremendous development in this northern territory. Between Prince Albert and Fort Churchill it is known that there is great mineral wealth waiting for man to exploit it. Coal, iron, cobalt, petroleum and copper are known to be there in vast quantities and it is likely that investigation will result in the discovery of still other minerals. Canadians do not yet realize the vast wealth and wonderful resources of the great north country which for so many years was considered utterly valueless, except for its furs.

Transportation.

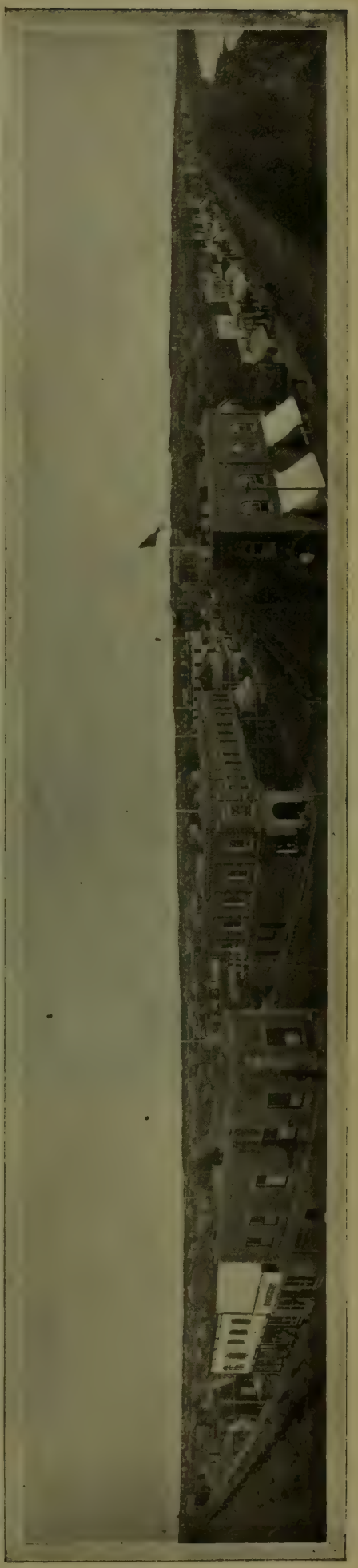
The business man is of course keenly interested in the transportation facilities of any town in which he may think of locating. Prince Albert has direct

communication with Winnipeg and Regina and intervening points by regular freight and passenger service. The C.N.R. are building a railway and traffic bridge across the river and will extend their line to Battleford, thus placing Prince Albert on the most northerly transcontinental line in Canada. The C.P.R., which temporarily lost the Prince Albert trade through the C.N.R. acquiring a controlling interest last fall in the Regina and Prince Albert branch railway, are pushing their line from the east into the city and are also applying for a charter for a line from Regina to Prince Albert. J. J. Hill has a charter for a road from Vancouver on the Pacific coast to Prince Albert. A Prince Albert company are chartered to Fort Churchill. An Edmonton company are applying for a charter via Prince Albert to the Bay, and the C.N.R. have already built about 100 miles of their Hudson's Bay road.

Cheap Power.

A strong committee are at work on a proposition to develop cheap water power. The municipality has secured several sites from the Government and is under contract to expend $25,000 before November, 1908. Competent engineers have been looking into the project and they have reported that very cheap power can be obtained from the Saskatchewan and its tributaries by a comparatively small expenditure. They report that power can be delivered in Regina at a cost of from $12 to $15 per horsepower per annum and that there is practically no limit to the amount that can be developed. The municipality is in earnest about this matter, its best business men are interesting themselves actively in the project and there can be no reasonable doubt that the work will be carried through during the next few months.

PRINCE ALBERT BUILDINGS.
(1) Central School. (2) Post Office and Court House. (3) C. N. R. Station.



PANORAMIC VIEW OF PRINCE ALBERT.
(Courtesy "Advocate," Prince Albert.)

Proposed Hudson's Bay Road.

Prince Albert people are enthusiastic in their support of the Hudson's Bay railway project and they have no doubt that their city will be on the direct line of any road built to Fort Churchill. They point to the following table of distances to show the great advantage to the west and to Prince Albert which would follow the building of this road :

Distances to Liverpool.

From	Miles.
Fort Churchill	2,600
Quebec	2,600
Montreal	2,775
Toronto	3,111
New York	3,168
Owen Sound	3,233
Buffalo via New York	3,518
Prince Albert via Ft. Churchill	3,200

There are openings for branch wholesale houses and factories at the present time which deserve the serious attention and consideration of Canadian business men. The northern Saskatchewan market is growing at a very rapid rate and the advantages of supplying a market from a base near at hand are sufficiently obvious.

A big pulp and paper mill would find a splendid opening in Prince Albert. At its very door are almost illimitable supplies of pulpwood, and the market for building paper, to say nothing of the finer grades of paper, is a tremendous are. At the present time these supplies are brought in from very distant points and a mill located in Prince Albert would have for its market all that vast territory from Winnipeg west to the Rockies and from the U. S. boundary

for hundreds of miles northward. It would have an empire for its market.

Prince Albert is in a splendid stock raising country and there is therefore an excellent opening for a large abattoir and packing house with an allied soap factory. The products of the abattoir would find a splendid home market and there is always a strong export demand.

A big foundry and machine shop would make money in Prince Albert. There are four large sawmills in the city now and within a radius of 100 miles there are 30 or 40 more. These are dependent for their repairs on points far distant and a foundry in Prince Albert would have plenty of work from the very first.

The flour milling industry is as yet only in its infancy and there is room for great development. The Prince Albert district produces oats that are the envy of farmers the world over. Why should these be shipped out in their natural state while the people of Prince Albert and surrounding country import manufactured breakfast foods from other centres? Surely there is a splendid opening for a big oatmeal mill.

Industries could be enumerated by the dozen but perhaps a few examples are sufficient. With the vast supplies of timber there is a good opening for a match and box factory. There is clay in abundance for a pressed brick industry and it would find a ready market for its output.

Prince Albert presents many splendid opportunities to manufacturers and there can be no doubt that in the very near future important industries will be started in that city.

EDMONTON

Distributing centre of a great and rapidly developing territory—The young men's opportunity—Openings for wholesale houses.

By A. G. Harrison, Secretary Edmonton Board of Trade.

The past winter has demonstrated the fact that Central Alberta is a safe district to be located in on account of the abundance of fuel, both coal and wood, and it is apparent that great interest is being taken in this matter by incoming settlers and others. Enquiry shows that the following figures approximately cover the daily output of the coal mines at Edmonton:

Mine	Daily output
Lindsay & Daly	50 tons
Bush Mine	75 "
Brenton Mine	75 "
Humberstone Mine	75 "
John Walter	150 "
Stewart Mine	50 "
Fraser & Freeman	50 "
Baldwin Mine	40 "
Edmonton Coal Co.	75 "
Osborn & Horn	75 "
Total	745 tons

The coal seams have an average width of four to five feet, but at Morinville, 20 miles northwest of Edmonton, the seams are twelve feet wide, and at Goose Encampment, 50 miles up the North Saskatchewan River, there are exposures showing the coal seams to be 28 feet wide. Coal lands are in demand and the output during the coming year will be at least doubled.

That Edmonton, surrounded as it is by very rich agricultural land and underlain with coal, will become a good manufacturing centre in time is a foregone conclusion. With the C.P.R., C.N.R., and G.T.P. railway giving freight competition and making Edmonton the distributing centre of Alberta, wholesale houses and jobbing warehouses are assured. At the present time some thirty wholesale houses are doing business out of the city. They control the trade for 200 miles to the east of Edmonton, 100 miles to the south, 250 miles to the west, and 2,000 miles to the north.

EDMONTON - Jasper Avenue, Business Street of the Alberta Capital.

Wholesale Control.

It is only recently, however, that Edmonton has felt the benefit of railway competition, and its merchants find that they are able to control the business of central Alberta against all comers. This is due to the entrance of the C.N.R. last year, and will be further amplified by the entrance of the G.T.P. and C.P.R. this year. With dozens of new towns

and villages springing up in all directions, wholesale merchants have hardly time to put up their warehouses when they are required to enlarge them owing to the increase of trade.

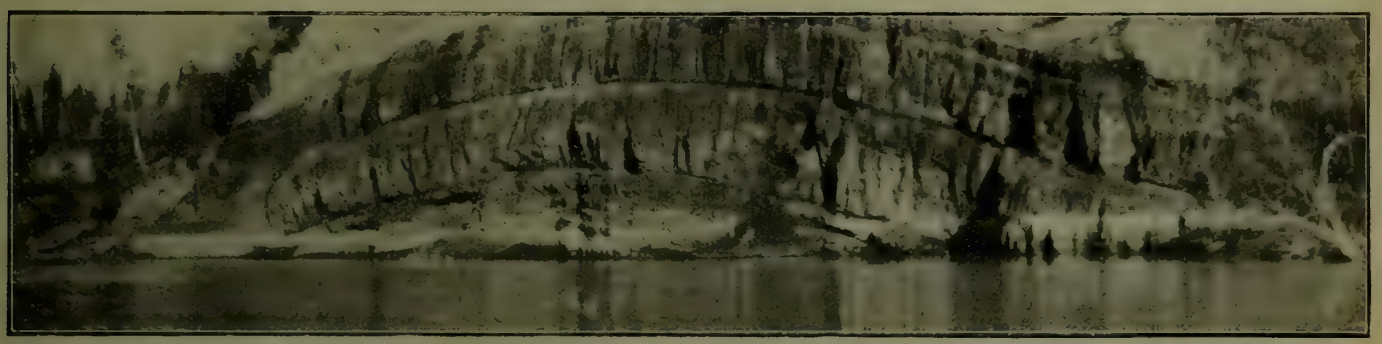
Jobbing warehouse men from St. Paul and Minneapolis are quietly looking over the field and predict a certain future for Edmonton in their line of business. They point out that Edmonton, being in the centre of the province of Alberta, and having railroad competition and being situated in a rich agricultural belt similar to that of the Red River, and which requires no artificial methods to ensure the yearly growth of its crops, has a certainty about it that will, and does, appeal to the average business man.

Big Harvest Looked for.

Many enquiries are made regarding the severe winter and backward spring, but "Sunny Alberta," although getting a touch of each, like the rest of the world, finds that its severe winter was not as bad as at other points and that its spring is earlier than most. Farming operations are being carried on at a lively rate and it is generally predicted that the crop will be harvested successfully and will show an increase of 10 per cent. over that of last year.

The Edmonton Industrial Exhibition Association will hold their annual fair on the 1st, 2nd, 3rd and 4th of July as usual. It speaks volumes for the growth of the city and country that it pays the association to have four days of sport and exhibits. The attendance in the past has, however, justified this, there being on the grounds each day from 8,000 to 14,000 people. Central Alberta has become very populous during the last three years, and the increase during the last year especially has been marvellous. If ever a country or district offered opportunities for young men, central Alberta certainly does. Not the shiftless class, but young men who will be content to locate permanently and grow up with the country. In five years' time, if steady and industrious, they will be astonished at the prominent place they will have achieved in the town or city in which they may have located.

Manufacturers and merchants who have sons that have been trained in business lines could not do better than give them a start in central Alberta, and it will keep them hustling to keep up with the rapid growth of the district. When towns such as Vegreville, Vermilion, Daysland, Camrose, Stettler, etc., which did not exist a year and a half ago, and whose population now runs from 500 to 800 people each, are being duplicated in all directions, north, south, east and west of Edmonton, it is surely obvious that it is time to take advantage of the situation and be up and doing. Just as the growth of these small towns is rapid, so is the growth of the City of Edmonton. Edmonton controls the wholesale business of such towns and will continue to control it. The more they grow the more Edmonton will grow, and what of the 2,000 miles of country to the north of Edmonton, the big fur country; and what of the British Columbia country to the west of Edmonton, the big mining country? It does not take much foresight to see that Edmonton occupies the same place in relation to these districts as does Winnipeg to the west at the present time. It cannot be impressed too strongly on wholesale men and manufacturers of Canada that they must act quickly if they want to get the trade. They should not let St. Paul and Minneapolis men occupy territory that obviously belongs to Canadians.



EDMONTON COAL AREAS—The Coal Arch 50 Miles Above Edmonton on the North Saskatchewan. The Seam is 30 Feet Thick.

JAPAN TEAS.

To the Editor of The Canadian Grocer.

I noticed in the editorial column of this week's issue an article headed "Japan Teas," and as it seems to me that same is misleading, I take the liberty of calling your attention to a few facts in connection therewith. You mentioned that the consolidation of a great majority of Japanese houses in Japan tends to uphold the high price of Japan teas this year, but this is quite erroneous. The native houses which are affected in this consolidation are only those situated in certain advantageous places in the Province of Shidzuoka to facilitate operation of business in every way economical. The main object of consolidation is to make teas of best possible quality at least expense, and thereby be in a far better and stronger position to meet competition of the present day.

The present high market in Japan teas is not the manipulation of merchants but is owing to advanced prices on all articles of daily necessity and particularly Japanese labor. This naturally affects the tea industry as well as any other. Take silk, for instance, the price of which has advanced much more in percentage than tea, and another cause of the present high price of Japan tea is this year's short crop. Latest advice indicates that this year's crop will be shorter than that of last year. Total of last year's output was much smaller than normal. Then again the demand for Japan teas is increasing rapidly in Manchuria and Siberia, as well as at home. The U. S. market just now is practically bare of Japan teas. All these conditions go towards upholding firm market, and the advance in price is owing to nothing more or less than ordinary conditions in supply and demand.

Another statement in the article is to the effect that the organization was formed to avoid price cutting of late years, but this also seems to me quite contrary to past conditions. It is true that two or three years ago the price of Japan tea dropped to something almost unprecedented, the cause of this being nothing but the ordinary business conditions, and considerable speculation on the part of importers in United States and Canada. For instance, when the Japan-Russia war broke out many merchants, both in United States and Canada, bought teas for future supply far ahead in expectation of higher prices in consequence of the war, but this expectation did not materialize, and during the time Japan was engaged in war the production of teas was rather larger than normal. At this same time enormous quantities of Ceylon and Indian greens were brought in, and the market was naturally over-supplied with all kinds of tea with continuous low prices ruling. There never was any price cutting in the sense your statement would seem to indicate.

In conclusion, I may say my reason for drawing your attention to this article is that The Canadian Grocer, with its large circulation, has always enjoyed the reputation of being a strong factor in propounding truth. I therefore, in the interests of the trade generally, beg to present you with the foregoing facts, and ask you under the circumstances to kindly correct same in your next issue, as the impressions you have conveyed in regard to the object of consolidating the Japanese houses is absolutely misleading.

For Shaw T. Nishimura,
W. H. Halford.

REGINA

Progress has made its home in the Saskatchewan Capital. Great growth of business and industries.

By H. C. Lawson, Secretary Regina Board of Trade

As the capital of a province, which, though still in its infancy, produces 37,040,098 bushels of wheat, 23,965,528 bushels of oats and some two and a half million of other grains, Regina certainly occupies a prominent position. One-tenth of this whole amount is marketed in the immediate district of Regina. The figures published by the statistics branch of the Department of Agriculture of the Government of the Province of Saskatchewan show that in 1906 the district yielded 2,788,069 bushels of wheat, averaging 22.86 bushels per acre; 2,568,947 bushels of oats, averaging 44.01 bushels per acre; 54,921 bushels of barley, averaging 28.33 bushels per acre, and 76,415 bushels of flax, averaging 14.41 bushels per acre. Official figures of the increase in the acreage sown this year in the district are not yet to hand, but it is estimated that the increase in wheat will be from 5 to 10 per cent.; in oats from 10 to 15 per cent., and the same for barley.

At the time of writing (June 12) crop prospects were never better. Though the spring was undoubtedly late, we have had many years in the past when the spring has been far later and yet a splendid crop was harvested. The growth during the last three weeks has been absolutely phenomenal, with nice warm showers, and the wheat is now covering the ground.

A REGINA WAREHOUSE.

The growing wealth of the Regina district is reflected in the progress made by the city, and every branch of commercial activity has shown remarkable advances within the past five years. A canvass of some of the city merchants shows that while the lowest increase in business for the month of May over the same month last year was 15 per cent., the highest was 60 per cent. The manager of one of the principal stores in the city states that their business since the first of January has averaged an increase of 60 per cent. every month over the same month last year. In March they did their biggest month's business, and the merchants look to the summer trade to increase at the same proportion as the average months since the first of the year.

There is no doubt that the stories of hardship in the country during the winter were greatly exaggerated, as were the reports as to the lateness of the spring, and this may possibly have affected immigration to some extent, but it has not affected the business of this community. The population has grown steadily from 2,645 in 1901, to about 9,000 at present date; the assessment roll, which was completed on the last day of May, shows a total of $12,290,461, as against $1,226,000 in 1903. Post office revenue for the last fiscal year was $37,510. Figures of the important branches of commercial life are not so easily available, but it is estimated that the railway revenue for Regina in 1906 was $2,225,000.

Distributing Centre.

The growth has been steady and even, without booms or reactions, in each year the volume of trade has shown a substantial increase, as compared with the preceding year, and this fact has inspired the commercial world with confidence in the city's future. Manufacturers of all kinds of agricultural implements, who are dependent on the success of farming communities, have definitely cast in their lot with Regina by

establishing their distributing depots for Saskatchewan in that city. This is the most important branch of the wholesale trade at the present time, and it is estimated that the volume of business in implements for the present year will be $5,000,000, as compared with $4,000,000 in 1905.

As regards railway facilities Regina certainly stands in an enviable position to-day. She has for many years been the chief railway point of the Canadian Pacific Railway, between Brandon and Calgary. Work has been commenced on the C.N.R. extension from Virden, and the line will be completed from Regina to Brandon this fall in time to handle the crop. This will give the Canadian Northern a loop around the most important portion of the province. With Regina as a central point in their line. The Grand Trunk Pacific has, through General Manager Morse, announced their intention of building three lines to Regina, thus making this city the centre of the southern portion of its system. One of these lines will run to Yorkton, to meet the main line; the second one will run to Brandon, and the third to North Portal, on the American boundary.

Industries Wanted.

The class of industries which Regina is most anxious to secure are those which will find their raw material in the district. These include flour mills, cereal mills of various kinds, vinegar factories, distilleries, flax mills, oil mills and similar enterprises. The large number of cattle raised in the province furnish raw material for packing establishments and their allied industries, such as tanneries, soap factories, glue factories and other concerns which make use of the by-products of the packing plant. There is a magnificent opening at the present time for a wholesale hardware business.

The city council has reserved for manufacturing and warehouse sites forty blocks, or 1,600 lots, in the northeast portion of the city, and these are given to wholesalers and manufacturing industries at very low prices with certain guarantees as to the class of building to be erected. In connection with this wholesale section a comprehensive scheme of spur tracks has recently been drawn up for the council by the city engineer. Under this plan spur tracks bisect every block with access from the southeast over the C.P.R. lines and the northwest over the C N.R. lines. From these main spurs it is proposed to run spurs on either side, thus giving to every warehouse erected within the area dealt with, trackage for the loading and unloading of cars to the full extent of the property on which each warehouse may stand.

The re-opening of the Souris coal mines at Estevan improves the position of Regina with regard to fuel. This coal can be laid down in the city at about $4 per ton, in large lots, and this makes a very good steam coal. A municipal gas plant will probably be established within the next year, and this can be worked very economically in connection with the city's electric light plant. It is likely that the latter will furnish power for a great many industries of the future and additional apparatus is being installed for the purpose of supplying electric energy for manufacturing.

NEXT WEEK IN HAMILTON

Eighth Annual Convention of the Retail Merchants' Association—First Day for Grocers—Interesting Programme Prepared.

The meeting of the Retail Merchants' Association of Canada, and the 3rd meeting of the grocers' section of the R.M.A., will be held on July 2nd, 3rd and 4th, in the hall of the Conservatory of Music, at Hamilton.

The opening session will be held at 10 a.m. on Tuesday, when the business of receiving and registering delegates will be gone through with. An address of welcome will be given by Adam Ballantine, president of the Hamilton branch of the R.M.A. and by J. O. Carpenter, chairman of the grocers' section. The opening address will be delivered by M. Moyer, the provincial chairman. Following this an address of greeting will be given to A. M. Green, the Dominion president; to J. A. Beaudry, the Dominion treasurer; and to H. C. Ellis, president of the Provincial Board of Ontario.

Receptions will then be given to John A. Green, of Cleveland, secretary of the National Association of Retail Grocers of the United States; to Elisha Winter, of Boston, national organizer of the R.G.A., of the United States; and to H. C. Beckett, president of the Dominion Wholesale Grocers' Guild.

The following programme will then be proceeded with:

1. Reading correspondence.
2. Secretary's report.
3. Receiving resolutions relating to the welfare of the retail grocery trade.
4. Appointing committees on resolutions.
5. Reports from committees on resolutions.
6. Election of officers.
7. Selecting place and date for next convention.

Some of the subjects which will be open to general discussion are as follows:

1. The present method of placing goods on the market without any guarantee as to price or quantity.
2. Manufacturers advancing the cost price of their products in such a way that the increase is taken out of the retailer.
3. The relationship between the manufacturer, wholesaler and retailer and the best methods of selling goods.
4. What should constitute the standard weight of a bag of potatoes.
5. How cash should be handled in a grocery store.
6. How books should be kept by the retail grocer.
7. The advantages of organization as adopted by the Retail Merchants' Association.

It will be seen that Tuesday will be devoted almost entirely to the interests of the retail grocers. On Wednesday and Thursday attention will be given to matters of general interest to retail merchants of all classes. Among other subjects which will be taken up, that of the peddling nuisance, the amending of the criminal code, co-operative stores and the coupon question are not the least important.

HAMILTON NOTES.

Wm. Forbes, of Snowdon, Forbes & Co., Montreal, was a caller upon the jobbing trade during the past week.

Wagstaffe, Limited, showed The Grocer a single order just received for 2,100 cases of their jams, preserved fruits, etc., amounting to over $100,000.

Lumsden Bros. report business good in all lines. They have a new manufacturing department under way, particulars of which will be announced later.

The F. F. Dalley Co.'s factory in Buffalo was opened June 17th, with 62 girls putting up 2 in 1 shoe polish. Mr. Menzie, superintendent sales department, said: "We are over 3,000 gross behind with our orders."

A. C. Gyde, of Chas. Gyde & Co., Montreal, was in Hamilton last week in company with Jas. Dear, representing Day & Martin, London. Mr. Gyde is making his annual trip through the west.

W. H. Thompson, formerly with Taylor & Mulvaney, wholesale crockery merchants, is representing the F. F. Dalley Co. in the western states, introducing 2 in 1. His headquarters are Omaha, Neb. An old and tried salesman, Mr. Thompson is meeting with good success.

Balfour, Smye & Co. will be pleased to have the retail grocers visiting the R. M. A. convention in Hamilton, July 2-4, visit their offices and warerooms, and will make their stay interesting and profitable. It is worth while calling just to get that hearty grip and genial smile from Mr. Smye.

NEW TABLE SYRUP.

The Imperial Syrup Co., 88 Grey Nun St., Montreal, are putting on the market a new table syrup named "Goldenette." The product is put up in handsome two, three, five, ten and twenty pound pails, and also in barrels. It is of particularly high grade quality, a delicious table syrup for general use manufactured from the highest quality sugar cane. The reputation which the Imperial Syrup Company enjoys for the quality of their Imperial maple syrup and other excellent brands is a guarantee that anything new they attempt will be up to their usual standard.

A grocer in Victoria, B.C., contracted with a near-by farmer for the purchase of his entire potato crop for the season. The probable quantity was placed at 12 tons. On account of the extreme frost, the farmer had exactly half a ton to deliver for the fulfilment of his agreement.

Western Business Men's Parliament

Fourth Convention of the Western Canada Boards of Trade—Many Questions Relative to the Commercial and Industrial Development of the Central West Thoroughly Dealt With—Transportation—Representative Gathering in Prince Albert.

In Prince Albert, the Queen City of Northern Saskatchewan, a city noted since the early days of the west for the beauty of its site and the hospitality of its people, was held last week the fourth and most successful convention in the history of the Associated Boards of Trade of Western Canada. Delegates were in attendance from nearly every part of the two provinces of Alberta and Saskatchewan and, as in former years, the western towns sent to the convention some of the ablest and best informed of their business and professional men. It was a notable gathering, in every respect representative of the best thought of the business life of the west, and the debates throughout were of a high order of merit. Surprise is often expressed at the rapid growth and development of the west, and this development is usually attributed solely to the marvellous resources of the country. But no one could listen to the debates at this Board of Trade Convention, noting the comprehensive understanding of public questions displayed by the delegates and the business-like way in which the discussions were conducted, and fail to realize that the growth of the west is very largely due to the conspicuous ability of her business men. To understand the west one must see and know her business men, and the best opportunity to meet the ablest in the west is afforded every year by the Associated Boards of Trade Convention.

Some Veteran Representatives.

While the personnel of the conventions necessarily changes very much from year to year, each Board of Trade electing its delegates annually, there are several striking figures who have been in attendance at three conventions and one or two who have attended all four. Retiring President R. J. Hutchings has attended all four conventions and was in fact one of the prime movers in organizing the first convention, for to the Calgary Board of Trade is the honor of originating the movement. From the very first, therefore, the conventions have had the benefit of his wise, sane and eminently common sense view of business questions. President McAra of Regina has taken an active interest in the Associated Boards of Trade movement from the very start and his intimate technical knowledge of insurance and allied questions has been of immense value. A fitting honor has been done him in his election as president. Ex-Mayor McKenzie of Edmonton has been a notable figure at all conventions. He is a practical, successful man of affairs, with a thorough understanding of business questions. Two Edmonton delegates at other conventions—William Short and T. Lines—were missed this year at Prince Albert, but their places were filled by other representatives from the Alberta capital.

No convention would be a convention without William Pearce of Calgary, as his thorough knowledge of western conditions, resources and people, gained by long residence in the west and careful attention to public and semi-public duties, is invaluable. Moose Jaw sends each year two familiar figures, Hugh McKellar and E. M. Saunders, who would be greatly missed if they did not attend, and what would any convention be without the jovial "Billy" Cousins, the far-famed Mayor of Medicine Hat?

Western Canada Boards of Trade Convention—Delegates Assembled Before City Hall, Prince Albert.

Last, but by no means least, Regina sends each year to the convention one of the foremost young business men of the west in H. W. Laird, ex-mayor of the Saskatchewan capital. A clear thinker and a forcible speaker, he is one of the dominating figures at all conventions.

One well known figure was absent from this convention and many a sincere tribute of regret and respect was paid to the memory of Thomas Copland of Saskatoon.

The subjects under discussion were worthy of the best attention of the best business men of the west. Trans-

portation loomed large for it underlies almost every other question that is of moment to the business life of the newer Canada. Happily, three representatives of the railways were present by special invitation and therefore an opportunity was given for both sides of this vexed question to be presented. A better understanding of the position of the railways will surely result from the explanations of Messrs. Peters, Shaw, and Brownlee. Closely allied with the transportation question, and indeed part of it, is the west's fuel problem, now pressing for solution. This and many other topics of live interest came up for intelligent discussion. It was shown clearly that in these questions the interests of the two western provinces are identical and the suggestion that in future years there should be two separate provincial conventions received scant consideration. The Associated Boards of Trade Convention is the last connecting link between the two provinces and it is not likely to be lightly broken.

Prince Albert was prodigal in its hospitality. The hotels were crowded, as two other bodies were meeting in the city at the same time and the citizens hospitably entertained many of the delegates in their own homes. A round of social events filled in all the time left unoccupied by the business sessions of the convention and Secretary Wallace was untiring in his efforts to assist the delegates and press representatives.

Delegates Present.

The complete official list of accredited delegates in attendance at the convention is as follows :

Balgonie—C. C. Rigby.
Borden—John Chappell.
North Batt'eford—O. Johnston, J. T. Simpson, A. S. Houston, W. N. Brown, J. A. Gregory.
Calgary—A. E. Cross, R. J. Hutchings, W. Pearce, T. J. S. Skinner.
Craik—E. G. Suehring.
Davidson—G. A. Scott, A. J. Robertson.
Edmonton — G. Stockand, F. T. Fisher, A. G. Harrison, K. W. McKenzie, J. W. Cunningham.
Indian Head—W. L. Birnie, G. Thompson, W. R. Boyd.
Langham—F. E. More, J. J. Penner.
Maple Creek — J. Dickson, H. C. Price.
Melfort—E. R. Jarvis, W. W. Rutan.
Medicine Hat—C. S. Pingle, W. Cousins, Hon. W. T. Finlay, J. T. Hall, R. J. Harlow.
Milestone—A. W. Garrett.
Moose Jaw—E. M. Saunders, W. B. Willoughby, T. Miller, H. U. Rorison, Hugh McKellar.
Prince Albert—J. E. Bradshaw, J. H. Wilson, Mayor Cook. Alternates, D. W. Adam, William Cowan.
Qu'Appelle—W. H. Hunter, A. D. Dickson.
Quill Lake—J. A. Oswald.
Raymond—J. H. Rivers.
Regina—A. E. Whitmore, H. C. Lawson, P. McAra, Jr., H. W. Laird, A. T. Hunter.
Rosthern—J. M. Hackney.
Red Deer—J. L. Crawford, W. L. Ouimette, W. A. Munro.
Saskatoon—A. Turner, P. H. Currie, James Clinkskill, James Leslie, H. E. Munro.
Strathcona—Mayor N. D. Mills, James Weir, Dr. L. L. Fuller.
Tisdale—F. Shannon, W. E. Moore, C. J. Lutes, A. H. Farr.
Wapella—H. G. Dawson, J. Kidd, E. S. Hingg.
Wolseley—A. D. Ferguson.

OPENING SESSION.

President Hutchings' Address — Last Year's Progress Eclipsed.

The convention was formally opened at 10.30 a.m. Tuesday, the 18th, with President R. F. Hutchings in the chair. The sessions were held in the court room, which had been placed at the disposal of the convention through the kindness of the Acting Attorney-General of Saskatchewan. President Hutchings invited the following gentlemen to take seats on the platform: Mayor Cook, Hon. Mr. Finlay, Minister of Agriculture in Alberta; Hon. Senator Davis, Supt. Brownlee, of the C.P.R.;

P. McARA, JR., REGINA
President Western Canada Boards of Trade Association.

S. J. Donaldson, M.L.A., and J. E. Bradshaw, president of the Prince Albert Board of Trade.

Mayor Cook extended a hearty welcome to the visiting delegates and presented them with the freedom of the city. This annual meeting of the Parliament of western business men he considered an event of the first importance, as subjects of national import were to come up for discussion. The fuel and transportation problems were probably the most important, the former depending for its solution on the solution of the latter. His Worship referred in glowing terms to the hopes of Prince Albert in connection with the proposed Hudson's Bay route.

President's Annual Address.

President Hutchings, on behalf of the convention, acknowledged the address of welcome in suitable terms. Messrs. Laird (Regina), Saunders (Moose Jaw), and Stockand (Edmonton) were then appointed a committee on credentials and while they were preparing their report President Hutchings delivered his annual address.

He expressed his pleasure at seeing so many present at the convention in spite of the fact that attendance involves considerable loss of time and inconvenience to all the delegates. The importance of the convention, however, and the nature of the subjects to be discussed, in his opinion, quite compensated for all the loss of time and inconvenience to which the delegates were subjected.

Conventions had been held in Calgary, Regina and Edmonton, and it was a happy thought to hold the fourth convention at the fourth corner of the parallelogram. Many delegates were visiting Prince Albert for the first time and these conventions would be of great educative value if they did nothing more than cause business men to see their own country.

The Late Thomas Copland.

"A year ago," continued Mr. Hutchings, "it was my sad duty to refer to the loss of our esteemed president, Thomas Tweed. This year it is my sorrow to have to make similar reference to the death of our honored first vice-president, Thomas Copland, of Saskatoon. He was a prominent figure at the last two conventions, in Edmonton and Regina, and no delegate had sounder views or greater facility of expression, and none was listened to with greater respect than Thomas Copland of Saskatoon.

"When delivering my last address I took occasion to congratulate you upon the marvellous development that was taking place in our country and on the splendid crop prospects that then prevailed, and the prediction of a satisfactory crop was amply justified. The development to which I then referred has been eclipsed by that which has since taken place and which is now going on. Settlers of the very best class are coming into the two provinces in numbers entirely unprecedented in the previous history of the west, and our cities, towns and villages are showing a percentage of growth probably never before equalled in any country at any period. Not only was the crop of 1906 much the largest ever harvested in western Canada; but it is believed that the average yield per acre of the various grains was probably the largest ever harvested over any considerable area on this continent. I am glad to say that notwithstanding the abnormally late spring, prospects for the growing crop are equally good. In view of the fact that crop conditions over a very large portion of the continent, and in part of Europe, have been so unsatisfactory as to cause a marked advance in grain prices, it is possible that the crop of 1907 may be the most profitable that the Canadian west has ever yet produced.

"Some doubts were expressed last year by one or two members as to the actual results of our annual meetings.

I am happy to say that during the last year actual results have been attained. The passing of resolutions at the convention in Edmonton was not the end of the matter."

Mr. Hutchings proceeded to point out that during the months following the convention and previous to the meeting of the Legislatures, Secretary F. T. Fisher had been very persistent in bringing the resolutions passed to the attention of the Provincial and Dominion Governments. As a result some actual results had been secured and ministers of the Crown had promised more. In the first place, alcohol for industrial purposes had been freed of all taxes by the Dominion Parliament in accordance with resolutions passed at the Edmonton convention. In the second place, the recommendation of the Edmonton convention, re amendment to the laws for collecting small debts, had been complied with to some extent by both local governments. Thirdly, public opinion had been educated in favor of Government support of hospitals, and early action by the Provincial Governments might be expected to result. Fourthly, the convention had recommended Government action to assist the western farmer in getting a better market for his products, and the appointment of the Grain and Beef Commission was quite in line with this recommendation.

The Alberta Government had undertaken a vigorous campaign for a publicly owned telephone system, and this was in line with a resolution of the last convention. Lastly, the association urged upon the Railway Commission that passenger rates in the west were excessive, and the Railway Commission have now ordered that three cents per mile be the maximum rate. The association did not, of course, claim the whole credit for this reform, but he had no doubt their resolutions had considerable weight. He was glad to see some of last year's resolutions up again for discussion this year.

In conclusion, Mr. Hutchings praised Retiring Secretary F. T. Fisher, of Edmonton, very highly on the efficient way in which he handled the work of the associated boards during the year.

Motions and Committees.

President Hutchings' address was received with applause and adopted on motion of Hugh McKellar (Moose Jaw) and Mayor Mills (Strathcona). On motion of P. McAra, Jr., (Regina) and W. Cousins (Medicine Hat), a vote of thanks was extended to President Hutchings and Retiring Secretary F. T. Fisher for their work during the year. On motion of Hugh McKellar (Moose Jaw) and H. W. Laird (Regina), a committee, composed of Messrs McKenzie (Edmonton), Pearce (Calgary), and Saunders (Moose Jaw), was appointed to draft a letter of condolence to Mrs. Copland. A resolutions committee, composed of President Hutchings and Messrs. McAra, Willoughby, Fisher, Saunders, Wallace and Hall was appointed and instructed to report at the afternoon session.

Election of Officers.

The convention then proceeded to elect officers for the ensuing year and President Hutchings was renominated in an eloquent speech by Mayor Mills, of Strathcona, but he declined the honor. The following officers were then elected by acclamation: President, P. McAra, Jr. (Regina); 1st vice-president, K. W. McKenzie (Edmonton); 2nd vice-president, W. Cousins (Medicine Hat); secretary-treasurer, B. W. Wallace (Prince Albert).

The convention then adjourned for luncheon.

TUESDAY AFTERNOON SESSION.

President McAra Takes Command — Agricultural Colleges.

At the afternoon session President McAra took the chair amid a round of hearty applause.

Retiring President Hutchings then presented the report of the Law Amendments Committee, a committee appointed two years before at the convention in Regina. As recommended last year, this committee interviewed the Alberta Government and were favorably received. All their suggestions received respectful consideration and their main features were heartily approved of. Owing to pressure of work legislative effect was not given to their suggestions last session, but important legislation along the lines desired was promised for the coming session. The new Assignment Act, now become law, was along the lines suggested by the Law Amendments Committee.

R. J. HUTCHINGS, CALGARY
Retiring President, Western Canada Boards of Trade Association.

Condolence to Mrs. Copland.

E. M. Saunders, of Moose Jaw, then introduced a resolution of condolence on the death of Thomas Copland, of Saskatoon, which was carried in silence by a standing vote and ordered to be forwarded to Mrs. Copland.

The convention then proceeded with the long list of resolutions on the order paper, the first of which referred to the need of establishing agricultural colleges in the western provinces. It was introduced by W. L. Ouimette (Red Deer), and was as follows:

"Whereas, agriculture is the chief source of wealth of these provinces, as it is of the entire continent, and whereas we have no agricultural colleges in the west for the thorough training of young men who wish to engage in agricultural pursuits;

"Therefore, be it resolved that this convention strongly urge upon the provincial governments the early establishment of well-equipped colleges of this character."

In the course of an able and instructive address, Mr. Ouimette emphasized strongly the importance of agriculture as the basis of all western prosperity, and quoted figures to show the agricultural possibilities of the west. He referred to the good work done by the Ontario Agricultural College, an institution now very much appreciated by Ontario farmers. The west was in great need of an institution on similar lines.

The resolution was seconded by K. W. McKenzie (Edmonton). He emphasized the need of experimental farms as well as colleges, in order that the practical might be combined with the theoretical and scientific. The resolution carried.

Joint Stock Companies' Act.

H. W. Laird (Regina) then introduced an important resolution relating to the issue of new stock by companies holding public franchises. It was as follows:

"Whereas it has become the practice of joint stock companies to increase their capital by issuing stock to shareholders at par regardless of the prevailing market prices at which they may be selling, in some cases at a premium of 50 to 100 per cent., increasing thereby, in the case of companies operating public franchises, the burden to be borne by the public in the payment of tolls to cover interest or dividend charges;

"Therefore, be it resolved that the provincial legislatures be requested to amend the Joint Stock Companies' Act so that no company holding or operating a public franchise will be allowed to increase their capital stock, except such stock be sold on the open market or by public competition, and that such issue in any case shall be limited to the strict requirements of the company."

Speaking to his resolution, Mr. Laird said that the need for such legislation was not yet so apparent in the west as in the older provinces, but he thought this the proper time to introduce it—before the harm was done. Companies holding public franchises were in the habit of issuing new stock to their shareholders at par, although their stock might be selling at a big premium. Thus they were forced to sell more shares of stock in order to raise a

desired amount of money than would be the case if they got anything like the market value. There were, accordingly, a great many more shares than necessary upon which dividends had to be paid, and the public had correspondingly heavier burdens. As an illustration in point he instanced the recent issue of C.P.R. common stock to shareholders at par when the stock was worth 170 on the exchange. The issue was much larger than necessary, simply because the stock was issued at par and there was, therefore, a larger capital upon which dividends must be earned before any reduction of rates could take place. His remedy was to have the new stock sold in the open market by public competition, and he would have the rule apply only to companies operating public franchises.

The restriction of an issue of stock to the strict requirements of a company he also considered very important for the same reasons. He argued strongly that the granting of a franchise by the public involves the granting of a concession, and that the public have a right to insist upon any conditions which may be deemed proper.

Mr. Laird said his resolution was along the lines of municipal ownership, or rather it aimed at the same object. The object of municipal ownership would be secured if there were no watered stock in public companies upon which dividends had to be earned. His resolution was designed to provide a remedy for this.

A. T. Hunter (Regina) seconded the resolution in a brief speech and a general discussion followed. When some misunderstandings had been cleared up the resolution was carried unanimously.

Annual Convention.

A. T. Hunter (Regina) then introduced a resolution recommending that in future years the annual convention be held one week prior to the meeting of the legislature of the two provinces holding the first session in the year. He argued that it was always well to strike while the iron was hot, and he thought too long time intervened now between the convention and the sessions.

E. M. Saunders (Moose Jaw) said the present time of meeting was the most convenient for business men and had been chosen for that reason. He thought it would be more to the point to ask the Legislature to meet a week after the convention. (Laughter).

F. T. Fisher (Edmonton) saw no advantage in the resolution. The legislation of any session was always prepared some time in advance and the interval of several months now existing between convention and session was a distinct advantage.

The resolution was defeated.

Chartering Companies.

President McAra then called upon Vice-president K. W. McKenzie to take the chair in order to allow him to introduce his resolution with respect to chartering companies. The resolution was long and somewhat technical. It involved considerable debate and a mental fog rested over the convention until the resolution was finally amended and passed. In its final shape it read as follows:

"Resolved, that in the granting of charters to companies seeking incorporation for the purpose of carrying on insurance business or any other business wherein the credit of the public is used, the legislature be asked to insert and enforce the following amongst other conditions:

"1. The deposit of an amount in cash or approved securities with the provincial secretary before such charters be issued.

"2. That where an unsafe proportion of such stock is held by persons residing outside of the province or without proper securities in the province, such deposit shall be proportionately increased.

"3. That as the liabilities of such

K. W. McKENZIE, EDMONTON
1st Vice-President, Western Ganada Boards of Trade Association.

companies to the public increase, as revealed by their annual statements to the Provincial Government, the deposit of such companies should be proportionately increased.

"4. That in no case may a fire insurance company insert in their policy any clause limiting their liability to any proportion of the face value of such policy except as provided in the ordinance to secure uniform conditions on policies of fire insurance, of 1903. N.W.T.

"5. That the securities to be authorized by the Provincial Government shall be submitted for inspection by, and approval of the Provincial Government annually and at such other times as an inspection may be called for."

Coal Supply.

H. McKellar (Moose Jaw) then submitted a resolution calling for a commission to investigate the sources of coal supply and the conditions governing the output of the mines and the distribution of the output:

"Resolved, that the Dominion Government be petitioned to appoint immediately a special commission to investigate the whole matter of coal supply, mining, freight rates and the providing of an adequate supply of coal at important distributing points for times of emergency."

Speaking to his motion, Mr. McKellar referred to the many conflicting statements made last winter during the fuel shortage. It was said that the railways were to blame because they did not supply cars; the railways said that there were sufficient cars, but the mines could not supply the coal. This was an important question, a "burning" question in the west, and the public wanted the truth.

The resolution carried.

Government Control of Fuel.

Mr. Leslie (Saskatoon) next introduced a resolution recommending Government control of fuel supplies which was finally laid on the table in order that it might be amended and come up again. In the course of the discussion Hon. W. Finlay, Minister of Agriculture in the Alberta Government, outlined the effective measures being taken by the Alberta Government to prevent all fuel shortages in future. The debate showed, among other things, that the fuel shortage last winter was not by any means so general as the public were led to believe by sensational newspaper reports.

Natural Gas.

W. Cousins (Medicine Hat) introduced an important resolution deploring the great waste of natural gas and requesting the Provincial Governments to investigate the matter and take effective action to prevent such waste. This might be thought a question concerning only the "Gas Town," but other points were quite likely to be affected soon. Much valuable gas was going to waste in Medicine Hat and vicinity, as people are boring for gas and then making no use of it.

Wm. Pearce (Calgary) spoke strongly in support of the resolution. Mr. Cousins had spoken of the waste by small wells in Medicine Hat. That was bad enough, in all conscience, but it did not amount to one per cent. of the waste at the Pelican Rapids on the Athabaska River, north of Edmonton. There, the Dominion Government were permitting to be wasted a volume of gas equal to ten times the whole amount consumed in Alberta. In his opinion this was the worst instance of deliberate waste and vandalism in the history of any country.

Hon. Mr. Finlay promised legislation at the next session of the Legislature of Alberta to prevent waste of natural gas, and his remarks were greeted with loud applause.

F. T. Fisher (Edmonton) suggested that a special reference to the waste of natural gas at the Pelican Rapids be included in the resolution. He explained that for nine or ten years a five inch pipe has been going off at the Pelican

Rapids at enormous pressure. The waste was tremendous and should be stopped. Mr. Fisher's suggestion was adopted.

Government Ownership of Railways.

W. L. Birnie (Indian Head) then submitted a resolution calling upon the Governments to take over the railways of the country. The resolution was seconded by C. C. Rigby, of Balgonie. It was rejected almost unanimously. Undoubtedly the convention was not unfavorable to Government ownership, but the resolution as presented was much too drastic to find favor.

WEDNESDAY MORNING SESSION.

Merchants Want the Rights of Immigrants Protected.

At the Wednesday morning session there were present on the platform President Carruthers and Vice-President Persse , of the Winnipeg Board of Trade. G. H. Shaw, of the Canadian Northern, and F. W. Peters and Supt. Brownlee, of the C.P.R., were also in attendance.

Delay in Transporting Immigrants.

A number of resolutions relating to transportation and inspired by the extraordinary conditions prevailing last winter, were the occasion of much discussion, in which the representatives of the railways in attendance at the convention took part. The first of these related to the delays in transporting immigrants, and was introduced by A. E. Whitmore, of Regina. It was to the following effect :

"Whereas, incoming settlers are sometimes subjected to extended delays in transit caused by the failure of the railway companies to provide a proper and efficient means of transport to destination and thereby are put to inconvenience and expense in providing food and supplies for themselves and their live stock.

"Therefore, be it resolved, that the Minister of the Interior be requested to publish in all immigration literature sent out by the Interior Department such facts as may be necessary to inform such settlers regarding the rights to which they are entitled and which they may demand from the railway companies undertaking to transport them."

Speaking to the resolution Mr. Whitmore made specific complaint as to the treatment accorded immigrants at Regina this spring. Settlers were held there for days with their stock and household effects and did not know to whom to appeal for the discovery and enforcement of their rights. The motion was seconded by C. C. Rigby, of Balgonie.

The railway representatives having been accorded the privilege of the convention on motion of H. W. Laird, a general discussion followed.

G. H. Shaw, of the Canadian Northern, inquired the purpose of the resolution. The Dominion Government, he said, already had several salaried officers at various points, whose duty it is to take care of incoming settlers. These settlers had merely the rights of ordinary citizens and surely it was unnecessary, and would be poor immigration literature to place on record that settlers require assistance from the Dominion Government to assist them in maintaining their rights as citizens.

F. W. Peters, of the C.P.R., agreed with Mr. Shaw, as he thought it unfair to say that settlers need any help to protect their rights. Settlers coming to this country were treated fairly and generously, both by the Government and by the railways. He did not think it advisable to advertise any of the difficulties that arose in the west last winter, owing to the unprecedented weather conditions. He concluded by telling of some settlers whom he had seen in St. Paul last winter. They were bound for points on the Regina-Prince Albert branch of the C.N.R., which was then obliged to refuse settlers and their effects. He warned them not to start then, but they bought tickets for Regina, and on their arrival there could not go any farther north for a long time. What was to be done in such cases ? Were the railways to blame for the trouble into which these settlers rushed ?

H. W. Laird (Regina) said he had listened carefully to Messrs. Shaw and

B. W. WALLACE
Secretary Prince Albert Board of Trade and Secretary Western Canada Boards of Trade Association.

Peters, but had heard no valid reasons why the resolution should not be adopted. The trouble has not been confined to last winter, and it was not local to Regina. Settlers did not know their rights and were bluffed by company officials. In case of long delays they were entitled to food for themselves and fodder for their cattle, but they did not always know this and they did not know where to apply for redress.

Trouble often arose at transfer points, where passengers changed from one railway to another. In case of delay at such points, which railway was responsible ? At Regina last winter each railway disclaimed all responsibility for settlers stalled there waiting to go north. The settler should have information to guide him in all such cases and it should be contained in the immigration literature.

The resolution was carried.

Fuel Supply.

Saskatoon's fuel supply resolution came up again, having been left over from the previous day. In the course of the discussion, C.P.R. Superintendent Brownlee, of Moose Jaw, made some interesting observations. To show the serious nature of the problem he pointed out that each winter the Moose Jaw district required 300,000 tons of coal, or 10,000 cars. This meant 100 cars of coal every day for three months, and did not include railway coal. For this reason he urged strongly that dealers and public should lay in their stocks of coal during the summer months. There was no railway in the world but would sometimes be tied up for a short time, and therefore it was dangerous to keep within a few days' of a fuel shortage all the time.

The resolution as finally passed was as follows :

"Whereas, notwithstanding the fact that there are throughout the greater portions of the area of the provinces of Alberta and Saskatchewan very large supplies of fuel, both wood and coal, conditions during the past winter were such that hardship prevailed throughout portions of both provinces for the reason that such fuel was not available at the points where needed at the period when most needed ;

"Therefore, be it resolved that this convention urges that every effort be made on the part of the Governments of Saskatchewan and Alberta to provide against the recurrence of such conditions and that the action already taken by the Provincial Governments with that end in view be heartily endorsed ; and also that this convention strongly urges upon all coal dealers and consumers of coal in general to stock up with supplies for winter use, while the railway companies are in a better position to transport the same."

Transportation.

J. E. Bradshaw, on behalf of the Prince Albert Board, introduced a resolution dealing with transportation, calling upon the proper authorities of the Dominion Government "to enact such legislation as will enable and compel all railway companies to issue single ,or return tickets between points on the railway system of Canada at a uniform rate as to mileage and by such route as may suit the wish and convenience of the passenger paying for such transportation in advance."

H. W. Laird (Regina) vigorously opposed the resolution. He contended that in a new country where we have so much to ask from the railways we should not waste time in asking for what we can't possibly expect to get. The resolution was unfair in any case, for a railway should be allowed to follow business principles.

After considerable discussion by Messrs. McKenzie (Edmonton), Shaw, (C.N.R.), and Saunders, (Moose Jaw), the resolution was defeated.

G. Stockand, on behalf of the Edmonton Board, introduced another transportation resolution, to which the railway officials voiced no objection and which met with a better fate than that of Prince Albert :

"Whereas, the development of western Canada for several years past has been very much greater than the development of the transportation facilities therein ;

"And, whereas, the railroad companies seem to be utterly incapable of providing proper and reasonable transportation facilities for keeping pace with the growth of the western provinces ;

"And, whereas, great delay in the further opening up of the unsettled portions

of the territories and great consequent damages ensue to the western provinces thereby;

"And, whereas, the result of the inadequate transportation facilities has been during the past year that the crop of 1906 remained unsold by reason of the inability of the railway companies to forward the same to market, resulting in a great stringency in the money markets and consequent injury to business interests all over the country;

"Therefore, in the opinion of the Associated Boards of Trade, the Government of Canada should take prompt and effective measures to compel the railroads at present operating in western Canada to provide greater transportation facilities, in order that the products of the country may be quickly moved to market, and that the traveling public may be accommodated and merchandise moved forward quickly to points of consignment."

Mr. Laird congratulated the Edmonton delegates on their comprehensive resolution, which he was prepared to support most heartily. W. W. Rutan, (Melfort), referred to some sad experiences through delayed freight, and there were sympathetic murmurs around the room. The resolution was carried unanimously,

Navigation of the Saskatchewan.

The west is anxious to see the north and south Saskatchewan rivers put to some use, and a resolution, fathered by J. E. Bradshaw, of Prince Albert, and Mayor Cousins, of Medicine Hat, urging action by the Dominion Government met with an enthusiastic reception from most of the delegates. The recommendation that express rates have been overlooked the Dominion Government be memorialized to take steps to fully prove the economic possibilities of the Saskatchewan river for purposes of navigation, by employing the most capable engineer obtainable, with special training and knowledge in such work, to survey the river from 100 miles west of Edmonton to Lake Winnipeg, and to prepare plans, specifications and estimates of the improvements needed and their cost."

Wm. Pearce (Calgary) was inclined to throw cold water on the resolution, as he was convinced the river could not be made navigable. Moreover, rivers could not compete with railways, and in his opinion were of little use as arteries of commerce. It was pointed out by Mayor Cook, of Prince Albert, that the Dominion Government commenced this work two years ago and that the North Saskatchewan was surveyed from Edmonton to Battleford. This resolution merely asked to have the work completed and to have the South Saskatchewan included in it.

Mr. Laird thought that an investigation into the feasibility of the route could do no harm. Canal and river routes in the United States have had a regulating effect on freight rates and for that reason they were important.

The resolution was carried.

Hudson's Bay Railway.

Prince Albert and other towns in the northern part of Saskatchewan are much interested in the proposed Hudson's Bay Railway and each year at the conventions a resolution in favor of the building of the road has been presented. This year Mayor Cook, of Prince Albert, asked the convention to call upon the Dominion Government to build the road as a national undertaking. He quoted authorities to show the feasibility of the route and dilated at length on the advantages that would follow the successful operation of the route.

Jas. Clinkskill (Saskatoon) warmly supported the resolution. He suggested that the road should be built from some point in the southern part of the country, in order that it might be a competing road, regulating the rates of other roads which would be feeders to it.

G. H. Shaw, of the C.N.R. thought the route feasible. The straits were open for about 18 to 20 weeks in the year, at the time when additional facilities are most required for transporting the crops. If the straits should prove impassable and the route impracticable, he would favor shipping across the bay to the Labrador peninsula, and the building of a railway across the Labrador peninsula to a port on the Atlantic coast.

K. W. McKenzie objected to the Government ownership feature of the reso-

WILLIAM COUSINS
Mayor of Medicine Hat.

lution and after a long discussion it was left over until after lunch. As finally passed, the resolution read as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson's Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be and are hereby urged to take such steps as will ensure at the earliest possible date the completion of a railway connecting the railway systems of western Canada with Fort Churchill, on the Hudson's Bay."

Express Rates.

E. M. Saunders (Moose Jaw) brought up the burning question of express rates in a resolution commending the Railway Commission for its announced decision to investigate express rates and protesting that rates are much too high as compared with rates in eastern Canada and the United States. He said that express rates been been overlooked in the west because of the concentration of attention on freight charges, but that no question demanded more urgent action. He quoted figures showing a great disparity in rates in the west as compared with rates in eastern Canada and the United States.

H. W. Laird supported the resolution in a speech which bristled with statistics. He proved conclusively that rates in the west are much higher than in the east, and that there is a disparity in rates between the Dominion Express Co. and the Canadian Northern Express Co. His speech carried the convention by storm and the resolution was carried.

Transportation Again.

A resolution, introduced by J. E. Bradshaw (Prince Albert) in favor of compelling the railways to make the same rates of charge for short hauls as for long was defeated, after a short discussion. Mr. Laird opposed the resolution as being unfair to the railway companies and not good business.

WEDNESDAY AFTERNOON.

Convention Memorializes Dominion Government Regarding Lumber Combine.

Hugh McKellar (Moose Jaw) in a brief and forcible speech called attention to the alleged lumber combine and the rising price of lumber. It was the plain duty of the Dominion Government, he urged, to take effective steps to remedy the evil. His resolution was seconded by Mr. Rorison, of Moose Jaw, and carried unanimously. It was as follows:

"Whereas, the commission appointed by the Dominion Government to investigate the reported lumber combine has reported that a lumber combine does exist;

"And whereas the price of lumber is still increasing;

"And whereas the present price of lumber is prohibiting the necessary building operations in our provinces and presses heavily upon homesteaders and new settlers;

"Resolved, that the Dominion Government be memorialized to promptly take such action as will give a measure of relief to settlers from the present excessive cost of lumber."

Reciprocal Demurrage.

For some months past the Winnipeg Shippers' and Jobbers' Association have been carrying on an active campaign to have established the principle of reciprocal demurrage, whereby the railways shall be liable for damages in every case when there are undue delays in the shipment of or delivery of freight. The co-operation of the boards of trade throughout the west has been sought by the Winnipeg association and a resolution along the lines of the recommendations of that association was introduced at the convention by Messrs. Stockand and McKenzie, of Edmonton.

H. W. Laird (Regina) opposed the resolution on the ground that the delegates had not sufficient data at their disposal to enable them to arrive at an intelligent conclusion.

"This resolution," he continued, "involves much more than any other that

has yet come up for our consideration. It is engaging the attention of commercial bodies all over the continent, and very few business men yet see their way clearly."

The speaker stated that the resolution had come up for consideration by the Regina Board of Trade and had been referred to the Transportation Committee, who agreed that, while there are conditions that require a remedy, it is by no means certain that this is the best solution. Reciprocal demurrage would involve far-reaching results. For instance, it might complicate the fuel situation. Various interests—wheat, coal, beef, etc.—clamor for cars, and the enforcement of reciprocal demurrage might jeopardize many important industries.

"We don't come here for the fun of the thing," concluded Mr. Laird. "We are not passing resolutions for fun, and it is, therefore, our plain duty to be careful in a matter of such importance as this. If we haven't looked into this matter as closely as we should, we should not take a leap in the dark. Remember that the decision of this board will have due consideration from the Railway Commission. I don't say that reciprocal demurrage might not be a good thing, might not, in fact, be the solution of our difficulties, but I do say that we should not endorse the principle until we thoroughly understand all that it involves."

R. J. Hutchings, of Calgary, took the same stand as Mr. Laird, and on motion of Messrs. Bradshaw and Saunders the resolution was given a 12 months' hoist. The railway representatives were not present during the discussion of this resolution, not having returned from lunch.

Telegraph Service.

Mr. Stockand (Edmonton) fathered an important resolution relating to telegraph tolls in western Canada, and protesting against the difference. Mr. Bradshaw (Prince Albert), in seconding the resolution, referred to a speech at the last session of the Senate by Hon. T. O. Davis, and as the latter was present at the convention he was asked to speak. In the course of an interesting address, Hon. Mr. Davis quoted figures to show that the west is charged 75 cents to $1 for the same service that costs the Ontario man 25 to 30 cents. And in spite of the high tolls the west was not getting a proper service for the reason that the C.P. and C.N. telegraph companies subordinated their commercial messages to the messages of the railway companies.

The following resolution was carried amid loud applause:

"Whereas the telegraph service in the Provinces of Alberta and Saskatchewan has heretofore been largely in the hands of the railway companies;

"And whereas the railway companies have so administered such service that the commercial telegraph service has been compelled to take second place to the railways' private business;

"And whereas such service has been entirely unsatisfactory to the mercantile interests;

"And whereas the rates have been very much greater than rates charged in the older settled provinces, notwithstanding the fact that the railway companies have, in respect of such telegraph service, had practically a monopoly in respect thereof and have had greater proportionate returns therefrom than in the older settled provinces;

"Therefore, in the opinion of this convention, it is highly desirable that the Government of Canada should take such steps as will result in giving a better and cheaper telegraph service to these provinces, and to that end it is recommended that the Government itself should perfect and extend its telegraph service, now extending as far west as Edmonton, and that the telegraph companies be compelled to provide commercial wires, whereon no business whatever of the railway shall be transacted, and in respect of which telegraph operators shall be compelled to immediately forward all messages received for that purpose."

Insurance Rates.

J. W. Cunningham (Edmonton) introduced an important resolution dealing with fire insurance rates:

"Whereas it has been felt in the mercantile interest in western Canada that the rates for fire insurance were unreasonably high, and that the fire insurance companies have, in order to recoup themselves for losses sustained elsewhere, maintained, and propose to maintain, such rates as are an unreasonably high figure;

"And whereas the Government of New Zealand has inaugurated and has in operation a system of Government fire insurance which has worked greatly to the advantage of that country;

"Therefore, in the opinion of this convention, it is desirable that an investigation should be made by the Provincial Governments of the advantages surrounding the operation of Government insurance."

He took the reasonable ground that some investigation of the situation was necessary in view of the general feeling throughout the west that the rates charged in western Canada are excessive. The Edmonton rate had been steadily climbing up in spite of big improvements in their fire protection facilities and they wanted to know the reason. A system of Government fire insurance would provide some means of regulating rates.

This resolution was seconded by E. M. Saunders (Moose Jaw) and carried unanimously.

Flag Stations.

G. Stockand (Edmonton) drew attention to the flag station abuse. Numerous flag stations are maintained throughout the west at points which are now important business centres. As there are no agents at these stations all freight to these points has to be prepaid, and great inconvenience results. Mr. Stockand's resolution called the attention of the Railway Commission to this matter, and asked that the railways be compelled to appoint agents for all flag stations. The resolution was seconded by Mr. Chappelle, of Borden, Sask.

Mr. Laird argued that the resolution was so sweeping as to be unreasonable. There was a regular procedure to be adopted to get an agent for a flag station, he said, and he himself had known of many instances in which the railways had appointed agents for points where the business did not warrant the expense. He introduced an amendment providing that freight might be sent to flag stations and left there in a locked warehouse for 48 hours at the risk of the owner, the key of the warehouse to be kept at some convenient place. The amended resolution was carried.

Labor Shortage.

J. W. Cunningham (Edmonton) had the courage to father an important resolution dealing with the dangerous and delicate topic of labor shortage in the west. He took the ground that the prosperity of the country depends upon the development of her resources and that that development is being retarded by the scarcity in the west of skilled and unskilled labor. The resolution called upon the Dominion Government to encourage the immigration of skilled and unskilled labor.

The speaker pointed out that manufacturers and railway companies are being hampered in their development by the scarcity of labor and contended that in spite of the sure displeasure of the labor unions this convention should give the Government some information as to the true state of affairs.

R. J. Hutchings supported the resolution emphatically, as did Mr. Harlow, of Medicine Hat.

H. W. Laird (Regina) questioned the scarcity of skilled labor so far as Saskatchewan was concerned. He believed in letting the laws of supply and demand work their own effect. Messrs. Mills (Strathcona) and Fisher (Edmonton) supported the resolution in strong, effective speeches and it was finally carried.

The convention then adjourned to allow the delegates to take in the excursion on the river.

WEDNESDAY NIGHT SESSION.

Roads to be Controlled by Government Appointed Commission.

At the night session F. T. Fisher (Edmonton) and W. L. Ouimette (Red Deer) brought in an important resolution dealing with good roads and affirming the principle that the making and maintenance of such roads should no longer be left to statute labor, but should be under direct control of a good roads commissioner appointed by the Government. The resolution was as follows:

"Whereas good roads for the ordinary vehicular traffic of the country are of

the utmost importance and have at all times in the past been of the most vital importance to the interests of the country at large;

"And whereas in the opening up of new territory the construction of good roads on proper lines is, from the point of view of ultimate economy, of greatest importance;

"Therefore, to promote the welfare of the country at large, this convention would respectfully recommend:

"1. That a full and careful enquiry be made as to the best methods of constructing roads, applicable to the several sections of country.

"2. That a comprehensive plan of road-making be laid down by the Government which shall be observed in all work to be undertaken by the Government or by the local improvement districts.

"3. That complete plans thereof be made and each local improvement district be furnished with the plans and specifications required in the carrying out of a general good roads undertaking on the part of the provinces.

"4. That a good roads commissioner be appointed to oversee the actual construction and in particular to superintend the expenditure made in this behalf by the local improvement districts, and that a less costly administration of local improvement districts be provided.

"5. That in addition to, or in conjunction with, the roads furnished by the regular system of surveys adopted pursuant to the Dominion Lands Act, main roads passing through the country and affording a direct roadway between important centres, be maintained and improved.

"6. That in addition to the foregoing, roadways for the beautification of the provinces and for scenic beauty be laid out, reference being had to the advantages of the largest rivers and mountain driveways, with the ultimate intention of procuring roadways which shall be of advantage to tourists and others who may use the motor conveyances now coming into such general use and who would be enabled thereby to take the benefit of the natural and other parks now being set apart for the public enjoyment."

The appointment of a good roads commissioner Mr. Fisher considered the most important point in the resolution. Statute labor was a relic of the middle ages and should not be tolerated in western Canada in the twentieth century. He quoted figures to show the great waste in the collection of local improvement taxes by the municipalities and contended that the waste in their expenditure was greater than in their collection. In his opinion, the experience of Ontario showed clearly that the appointment of a good roads commissioner was the proper solution of the difficulty.

The resolution was strongly supported by Messrs. Ouimette and Mills and carried unanimously.

Mr. Cross of Calgary introduced a resolution of particular interest to the Alberta contingent. It was as follows:

"Whereas, it is advisable and in the interests of the live stock producers and meat consumers of Canada that independent live stock markets be established in Canada, where stock men will be assured that in consigning all classes of stock they will be sold in an open market;

"Therefore, be it resolved, that this Convention of Associated Boards of Trade requests the Canadian Government assisted by the Provincial Governments and by the various Canadian railroads, to carefully inquire into the matter of establishing by subsidy or otherwise independent live stock markets in Canada, in the east and in the west."

This resolution was unanimously carried.

Railway Officials Thanked.

At this juncture the railway officials prepared to leave and on motion of Mr. Saunders a hearty vote of thanks was tendered to them for their attendance at the convention.

In a characteristic speech Mr. Shaw acknowledged the vote of thanks.

"We have departed from our usual course to-day," said he. "As a usual thing we never explain. Our friends do not need any explanations from us and our enemies won't believe them. Good night, gentlemen."

Mr. Peters said he was glad to have had an opportunity to attend and he hoped some misapprehensions had been cleared away. He was a thorough believer in such gatherings of business men and was sorry there were not more of them. Superintendent Brownlee also acknowledged the vote of thanks in a few suitable words.

CONCLUDING SESSION.

Increased Local Powers of Self-government Wanted.

At the concluding session of the convention Jas. Clinkskill (Saskatoon) and Mayor Cook of Prince Albert brought in an important resolution in favor of greater local powers of self-government. The resolution explains itself and was carried enthusiastically. It was as follows:

"Whereas, the settlement of the provinces of Saskatchewan and Alberta has proceeded with such unexampled and gratifying rapidity that the powers and functions entrusted to local improvement districts are found inadequate to the wants of the people;

"Therefore, this Convention of Associated Board of Trade respectfully urges upon the respective Governments of Saskatchewan and Alberta that the better-settled portions of the provinces referred to be divided into municipalities, with full or modified powers."

Redemption of Bank Notes.

R. J. Hutchings in a brief speech brought to the attention of the convention Calgary's hardy annual relating to the redemption of bank notes. It was adopted after a short discussion.

"Resolved, that the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for the notes of the Canadian chartered banks, and to appoint deputies of the Receiver-General to reside at such points, so that Saskatchewan and Alberta may be placed on the same footing as the other provinces of the Dominion in this respect."

Reforestation.

Secretary A. G. Harrison of the Edmonton Board of Trade was responsible for an important resolution relating to reforestation and urging upon the Governments their responsibility in regard to this. Wm. Pearce supported the resolution in a strong speech and it was carried unanimously.

Hospitals.

A resolution in favor of State aid to hospitals was brought in by Messrs. Miller and Pearce and carried after some debate. The Calgary delegation also secured the adoption of the following:

"Whereas, it is of the greatest importance that public general hospitals be erected and maintained in the highest efficiency at all the leading centres throughout the provinces;

"Therefore, be it resolved that, in the opinion of this Convention of the Associated Boards of Trade of Western Canada, it is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Telephones.

On motion of K. W. McKenzie of Edmonton the following resolution in favor of publicly-owned telephone systems was passed unanimously:

"That this convention express their hearty approval of the action of the Alberta Government in so far as they have already gone towards giving effect to the principle of Government ownership and operation of telephone systems along lines advocated by this association at every convention since its organization, and the attention of the Government of Saskatchewan is respectfully drawn to the very great benefit that would accrue by the adoption of a similar policy in that province, which would not only be of great service to Saskatchewan, but would greatly augment the usefulness of the system now being established in Alberta."

Postal Service.

F. T. Fisher (Edmonton) brought up the question of inefficient mail service. He believed the department were reasonably anxious to provide a good service, but they did not realize the rapid growth of the western country. His resolution was designed to bring it to their attention, and was as follows:

"Whereas, the postal and mail service in the new and rapidly settling portions of the provinces of Alberta and Saskatchewan has not been adequate to the requirements of the public;

"And, whereas, the administration of such service upon the basis of making the same revenue-producing may be highly desirable in respect to an old and well settled country but is, nevertheless, highly detrimental to the opening up and settlement of new territory;

"Therefore, the Government of Canada is respectfully requested to provide

more adequate postal and mail service throughout new portions of the west in the course of settlement, without having regard in every instance that the same should be self-sustaining."

Carried.

Ports of Entry.

J. L. Crawford (Red Deer) succeeded in securing approval of a resolution in favor of an increased number of ports of entry throughout Alberta and Saskatchewan in order to facilitate the handling of goods through customs.

Grading of Oats.

Alberta believes that she produces the best oats in the world and her delegates at the convention wanted a resolution in favor of the establishment of a special grade for Alberta oats. Saskatchewan delegates disputed the claim and the debate soon degenerated into good-natured boosting of various western centres by the delegates representing them. The resolution was voted down.

Townsites.

The following resolution with reference to the establishing of townsites was introduced by K. W. McKenzie and carried unanimously :

"Whereas, at the present time large areas of land are being subdivided into townsites, and a large number of new townsites formed ;

"And whereas, the benefit that is received by the private individual is such as to justify a reasonable protection to the public in respect thereof ;

"And, whereas, it is, in the opinion of this convention, reasonable and fair that such should be done ;

Therefore, it is recommended as follows :

"1. That no such division for the purposes of a townsite should be permitted unless the location of such townsite is in respect of the area of land most suitable therefor in the particular locality.

"2. That the subdivision should be such as to most readily lend itself to the proper and sanitary draining of the townsite area.

"3. That streets and lanes of ample width should be provided.

"4. That parks and squares for schools and public buildings should be dedicated for the public use.

"5. That such portion of the area involved as most readily lends itself thereto should be reserved and set apart for parks, and in particular that ravines or water frontages should be preserved therefor."

Division.

The last resolution was submitted by Messrs. Pearce and Weir, who frankly stated that they did not expect it to carry. It was in favor of separation into two associations on provincial lines. It did not meet with favor and was voted down by a large majority.

Medicine Hat Next Year.

Invitations were extended from Medicine Hat, Red Deer, Moose Jaw and Indian Head for the next convention, and Medicine Hat was chosen.

Votes of thanks to Prince Albert city and Board of Trade, to Retiring President R. J. Hutchings and Retiring Secretary F. T. Fisher were carried amid great enthusiasm.

CONVENTION NOTES.

Medicine Hat next year !

The largest convention on record !

"Scotty" Westwood's "lynx" is worth a trip to Prince Albert to see.

The attendance of the railway officials was a good feature of the convention.

The delegates were from all parts of the west, and they were practically unanimous in their optimism as to this season's crop.

Secretary Wallace was the hardest worked man at the convention, and great credit is due to him for the success of the convention.

The excusions on the Alberta on the afternoons of Wednesday and Thursday were rare treats. The scenery on the Saskatchewan rivals the Thousand Islands.

The smoker in the city hall on Tuesday night was an immense success, but it is whispered that K. W. McKenzie, of Edmonton, albeit a good Scot, has sworn off porridge forever.

Mr. Laird made a hit in his speech moving a vote of thanks to Prince Albert city, Board of Trade and citizens for the hospitality shown the delegates. He has the happy faculty of saying the right thing in the right way.

Too much credit cannot be given F. J. Fisher, of Edmonton, who, as secretary of the Associated Boards last year, was responsible for a vigorous follow-up system, which simply would not permit the Alberta and Saskatchewan Governments to overlook the resolutions passed last year. That Mr. Fisher's painstaking work was appreciated was shown by the enthusiasm with which the vote of thanks to the retiring secretary was greeted.

When the discussion came up as to the relative merits of Alberta and Saskatchewan oats, the popular mayor of Medicine Hat was on his feet in a hurry. "We don't want to hear from you, Billy," said Mr. Weir, from Strathcona. "The only oats you ever sowed were wild ones." Amid the laughter that followed, Mayor Cousins had difficulty in making his point clear. It is worthy of note that he opposed the Alberta resolution. His was the only vote not cast on straight provincial lines.

"There is nothing in this sinful, jealour, spiteful world so touching," said Secretary Weir, of Strathcona, "as the sublime and tender love of Strathcona and Edmonton for each other."

"Nothing at all except the love of Moose Jaw and Regina," added a Moose Jaw delegate, sotto voce.

GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., June 25, 1907.

The weather lately has been ideal and both retail and wholesale merchants report business brisk. There has been but slight change in prices of staples ; but meats of all kinds are higher than for many years. The wholesale quotations for fresh beef are 10 to 11 cents and the retail prices run from 20 to 30 cents for choice cuts. Veal, lamb, and all kinds of poultry are likewise high and a storm of protest has been heard from consumers, but all to no purpose.

The reasons given for the unusually high prices are that feed of all kinds is scarce and high and many of the stock owners killed their beef early in the winter, rather than keep them through the season at the excessive price of feeding. The shortage of hay is one reason given for the unusual prices; it is now selling at $22 to $24 a ton.

BUTTER AND EGGS.—Butter and eggs are a little easier. The former is selling at 18 to 22 cents a pound in tubs and 20 to 23 cents in rolls. Hennery eggs are worth from 18 to 20 cents and case eggs 16 and 17 cents a dozen.

POTATOES.—Potatoes are being held at $2.25 to $2.50 a barrel, wholesale. Rhubarb is plentiful at 1½ to 2 cents a pound.

SUGAR.—Sugar is a little easier in the Canadian market, but dealers say that the price still holds in foreign markets and they look for even higher prices before long.

FLOUR.—Flour and meals are about the same figure as previously reported. Manitobas are quoted at from $5.35 to $5.85 a barrel and Ontarios at $4.70 to $5. Oatmeal is selling at $5.25 to $5.35 and cornmeal at $4 to $4.10 a barrel.

FISH.—In the fish market, shad are about done, and salmon are coming in more plentiful, the price dropping to 14 or 15 cents a pound.

A. P. Taylor, of the Taylor Soap Works, Toronto, manufacturers of Eclipse and other brands of laundry soaps, as well as toilet soaps and perfumery, was in the provinces for a couple of weeks, calling on the trade with the local representative, Mr. Forrestall. It was Mr. Taylor's first visit to the provinces and he enjoyed his trip very much.

W. A. Craven, representing Cebas & Souborn, the cofffe firm, was in the city last week, calling upon the trade.

The community was greatly shocked on Friday last when word was received that the river steamer Crystal Stream had been burned at Cole's Island and that four of the crew had been burned to death and other members of the crew had received very painful burns. The steamer was owned by D. J. Purdy, M.P.P., the grocer in the north end, and was valued at $22,500. A large quantity of freight, consisting of hay, potatoes, butter, etc., was destroyed.

The work of excavating for the new cold storage plant on Main Street is now under way and building operations will be rushed ahead as quickly as possible.

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A SPLENDID CONVENTION.

Since its birth in Calgary in the summer of 1904, the organization known as the Associated Boards of Trade of Western Canada has grown mightily in influence and power, and the convention held in Prince Albert last week was the largest and most successful on record. The western boards sent to this convention their brightest and ablest business men, and at no stage of the proceedings did the delegates fail to remember their responsibilities as representatives of the business interests of the two new western provinces. Just so long as serious questions are debated and considered in this serious way will the findings of the associated boards continue to have weight with the Provincial Governments. Retiring President Hutchings, in the course of his annual address, reviewed the work of the last year and was able to point with satisfaction to the fact that several important resolutions passed by the convention held in Edmonton last year have already been embodied in legislation, while several others are receiving the serious consideration of the Provincial Governments. They would be rash legislators who would ignore the sober sentiment of the business men of the west as expressed at these annual gatherings and it is not surprising to find the legislatures of Saskatchewan and Alberta shaping their legislation in accordance with the recommendations of the Western Business Men's Parliament.

There can be no doubt that the prestige and influence of the associated boards have been increased by the fact that both provinces are represented at this annual gathering. In spite of the division made two years ago by the Autonomy Bill, the interests of the two provinces are essentially the same. The Associated Boards of Trade is now the only connecting link between the two provinces and the convention showed good sense in voting by an overwhelming majority to retain the present organization.

HEAVY EGG PRODUCTION.

He who undertakes to corner the working hen must expect to step lively. Only a few years ago Mr. Armour took a fall out of the hen. He bought eggs. But the hens on both sides of the line laid eggs faster than even Mr. Armour could buy them, and he dropped a million dollars somewhere in the scramble. The question in the egg world to-day is, how many eggs are there? In other words, what has the hen been doing? Toronto is now probably the largest egg emporium in Canada. When eggs were exported Montreal held the palm. A Toronto egg man said to The Canadian Grocer the other day that there were three times as many eggs stored in Toronto now as there were this time last year. He was not speaking with that fine regard for exactness which characterizes his statements under oath, or, perhaps, was misled by the increase in his own business, and so overstated the case—or cases. He was right in principle. There are a good many more eggs stored in Toronto than there were a year ago; how many more no one knows. Other storage centres are probably similarly situated. Last year the egg business was encouragingly profitable on a very high level of prices, and in commerce, as elsewhere, success begets adventure.

Not only are storage stocks larger than ever before, but consumption from week to week has been at a rate unprecedented. Not only has the Canadian hen been at work, but her numbers have been augmented by the thrifty farmer taking his cue from the high prices last year.

The statistical position in the United States is equally interesting. W. C. Taber, in The Egg Reporter, estimates the egg receipts at the four leading centres—New York, Chicago, Boston and Philadelphia—from March 1st to June 1st, at 4,861,180 cases, as against 3,859,838 cases during the same time last year; an increase of 1,001,342 cases, or nearly one-third. The storage stocks at the same centres on June 1st are placed at 2,109,000 cases, as against 1,248,000 cases a year ago; an increase of 861,000 cases, or over two-thirds. Contracts for future delivery are now being made at Buffalo at 13c.

THE POTATO SITUATION.

The slump in potatoes that occurred last week on the Toronto market has injured, to a greater or less extent, every potato man on the street, with the exception of one or two who were fortunate enough to have got rid of all their stocks previous to the sharp decline. Ontario stock figured very little in the supplies with which the market was flooded. The New Brunswick farmers who have probably for some weeks been clinging to the hope of a two dollar market, finally decided that the prices then ruling would not go up and might go down. They knew very little of what stocks were held by the growers in Ontario and Quebec and at what moment these stocks might be unloaded onto a market already well stocked. They apparently determined to be on the safe side and not be caught napping. Had they hung on a little bit longer their expectations of a rising market might have been realized. As it is they have cleared out at prices ranging from $1.45 to $1.75, which, on the whole, is better than they did last year.

One thing is certain. The decline cannot by any stretch of imagination be attributed to an overflow of new potatoes. The first arrivals of Canadian new potatoes have yet to put in an appearance, and by that time, according to the present outlook, they will be three weeks behind the initial shipment of last year.

POLITENESS.

Politeness is about as profitable as any part of a grocer's capital. Combined with good nature, energy and judgment, a combination results that is hard to beat. The shrewd man will not confine his politeness to customers. He will be courteous with his clerks. If he must find fault he won't do it before customers; for two reasons—it won't have as good an effect on the clerk and it will make the customer uncomfortable.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Canned Lobsters—Firm.
Currants—Interesting figures.

Montreal, June 27, 1907.

Business during the past month has not been satisfactory to everyone in the grocery business. Jobbers, some of them, say that they expected better things of June, and that they did not realize as they anticipated. Others, however, seem satisfied with their turnover. Present business transactions are normal. The markets are featureless, speaking generally. Collections are fair.

Sugar is steady and fair business is being done. Molasses is still being delivered at unchanged prices. In canned goods there is a continued scarcity, canned lobsters being extremely scarce. Teas continue interesting. Currants are slow locally. Some interesting figures regarding the crop are given in this market. Quotations on valencia raisins have been made. Prunes are a quarter cent higher. Evaporated apples are slow. Beans are very firm.

SUGAR.—The market is steady, with sales of average size. There is nothing in the market worthy of particular notice this week.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " " 50 lbs	5 45
" " " 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls.	4 70
" 50-lb. boxes	4 90
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES.—Molasses deliveries are still being made. Prices remain unchanged. Corn syrups are slack.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 32½	0 33½
" in barrels	0 31½	0 3 ½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA.—During the week there has been more or less activity in teas. Japans are of interest to the trade still. Very little has been heard of second crop teas so far, but first crop, such import orders as have arrived, seem to be giving satisfaction, while it appears that there is no trouble in placing the few lots of consigned teas received. There is nothing of note in Ceylons or Indians.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES.—The market is devoid of features. Business is that transacted any average year at this season.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09½
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional

FOREIGN DIED FRUITS.—Offers have been made on new crop valenica raisins, but the figures given out are not any longer quoted. At the time, four crown layers were offering at a price which would bring the retailer's cost to something between 7c and 8c. Buyers seemed reserved, however, awaiting reports from Denia before doing anything. The valencia price mentioned is about 2¾c lower than the equivalent in California raisins. The California three crown would be about its equal. Currants were last week advanced 3d, probably owing to exchange more than anything else. The currants selling now are practically all Government stock. Figures to hand show that the estimated production of currants for 1906-07 was 280,000,000 lbs., while there was carried over from the season before 6,500,000 lbs., making the stock 286,500,000 lbs. To June 1 there had been exported 218,100,000 lbs., while there was held by the Government some 64,200,000 lbs., leaving a surplus of 3,000,000 lbs. It must be considered that much of the Government stock is used up, without being sold. It is estimated that there is about 7,000,000 lbs. available for export before the new crop. Writing under date of June 1 a prominent Grecian house states that the new crop depends entirely upon the weather for the next two or three weeks. At the time of writing the prospect was none too bright, there being experienced continually rainy weather. Under favorable conditions the writer estimates a crop of 160,000 tons, or 30,000 tons more than last year. Prunes have been advanced a quarter cent. They are selling freely. Dealers have been after new nuts for fall but quotations have been too high to warrant the transaction of any business worth while.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees per lb	0 04	0 04½
Sairs, per lb.	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 60
Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
Californian Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded 1-lb. pkgs		0 11½
Loose Muscatels 3 crown		0 09½
" " 4 crown		0 10
Prunes—	per lb.	
30-40s		0 09½
40-50s		0 08½
50-60s		0 08
60-70s		0 07½
70-80s		0 07
80-90s		0 06
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 06½
" " 90-100s		0 06½
" " 100-120s	0 04½	0 05
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb carton		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES. — Spices are featureless. Business is limited.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS.—Beans continue firm and business is good. One house is quoting very high, $1.80, and say they are doing good business at the price. The average price, however, is around $1.50.

Choice prime beans	1 50	1 55
Soup peas, whole, bag 2 bushel	2 25	2 30

EVAPORATED APPLES. — Evaporated apples continue to sell around 9c and 10c. Business is slight.

RICE AND TAPIOCA.—Rice is selling in fairly good quantities at unchanged prices. Tapioca is featureless at last week's prices.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 07½	0 08½

MAPLE PRODUCTS.—Maple goods are quiet and nominal prices continue.

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07 0 08

CANNED GOODS

MONTREAL — Canned lobsters are scarce and it is doubtful whether the canners will have much stock left for transient trade after they have filled contracts. They are now filling orders booked. Prices are high and one house, at least, is not offering at all until they supply those customers whose orders are now on their books. The scarcity in most lines continues noticeable, and it appears that there will not be enough stock in certain varieties to carry through to new crop.

TORONTO—If accurate figures for stocks of canned tomatoes held in the wholesale centres of Canada were available the entire trade wouldn't mind missing some sleep to read them. Alas, they're not, and surmise must take the place of satisfying fact. Certain it is that consumption is very heavy. At this time of year fresh vegetabkes are

usually plentiful. This year they are not and the tin can must sustain the demand. What the final result of these two or three additional weeks of heavy consumption will be in reducing stocks is making every jobber think hard, but none will hazard a guess, further than that the carryover will be light. The immediate question is, will there be any? The sentiment would indicate that there will be a little. Futures are claiming attention, too. The question is what of the crops? One large packer is already sold up as far as it is safe to go at present.

ONTARIO MARKETS.

POINTERS:

Sugar—Firmer.
Canned Goods—The feature.
Tapioca—Firmer again.
Strawberries—Canadians in.
Potatoes—Much lower.
Tomatoes—Lower.
Lemons—Going higher.

Toronto, June 27, 1907.

The grocery trade is less active this week. This June will not measure up to June of last year, and the weather, which carries so many faults, must shoulder this also. A year ago there was an active sugar trade, but the entire absence of fruit at a reasonable price has brought consumption to the low point for this time of the year. Though retailers must be getting pretty low in sugar they are not yet in the market. Canned goods are the feature of what trade is at present passing. The lateness of the season delaying the crop of fresh vegetables is making a heavy drain upon stocks, and the opinion now prevails that there will be a very small, if any, carry over. This, with the reasonable doubt attaching to the coming crop, makes for a strong situation. Sugar is stronger but the wholesale trade here does not feet very optimistic about it. With Canadian berries commencing to arrive much heavier consumption must ensue. Prunes are still an active feature, and canned salmon is in demand. Some wholesalers report considerable export business in domestic tinned meats. Tapioca is again in a very strong position.

TEA — Trade is quiet here. Quality has gone off and buying is from hand to mouth. This market is nearly bare of cheap teas. A London mail advice says:

"The poor quality on offer, both from India and Ceylon, is gradually drawing attention to the best liquoring descriptions, and for the first time for some months a steady tone has been noticeable in the latter, to the disadvantage of the commoner grades. It is to be hoped that this tendency will continue, for a comparison with the rates obtainable at this time last year shows that, while ordinary Pekoe Souchong is realizing fully 2½d. per lb. more, good teas are selling at from 1½d. to 2d. per lb. less than in June, 1906."

COFFEE — Trade here is on an even keel. Prices appear to be unaffected by the valorization scheme, or the tales, classed by leading firms as "common humbug," of its failure.

SUGAR — The market, after developing weakness, has firmed up somewhat. The weakness was caused by unusually heavy arrivals of Cuban sugars at Amermican ports following previous heavy receipts to refiners which, with the longshoremen's strike and restricted consumption owing to the delayed fruit season, caused congestion. Concessions of ¼c. resulted. Since then the firmer tone has appeared, and indications are that the worst is over for the time being. In Cuba, at last reports, there were only four centrals grinding, the crop season being practically over. Europe, also, shows some recovery, latest quotations being 9s. 9d. for 88 per cent. beet f.o.b. Hamburg, equivalent to 4.04 for centrifugals 96 degrees test. A later reported sale of centrifugals was at 3.75 duty paid New York, showing a fractional advance of 4c. per hundred pounds over previous transactions. It will be noted that the disparity in favor of cane sugar is about 30c. per 100 lbs., and with beets firmly held it is extremely unlikely there will be any recession in canes. The condition of the market for some time past has been seriously affected by the cold weather, but that having been superseded we may look for a large increase in consumption of refined sugars. Taken altogether, the outlook at the present time is much better than for some weeks past. Stocks in United States four ports for the week ending June 19 were 425,246 tons, as compared with 354,541 tons at the same time last year. Meltings for some weeks past have averaged 43,000 tons, as compared with 46,000 tons for the corresponding period of 1906, which bears out the reports of largely decreased consumption, but it is expected the figures will shortly be reversed.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, June 27.

BUTTER—Tone remains easy. Prices unchanged. Local demand strong.

CHEESE—Unsettled. Prospect of a drop in prices.

EGGS—Weak market. Prices are easy.

PROVISIONS — Lively trade. No change in prices.

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	4 95 5 15
St. Lawrence granulated, barrels	4 60
Redpath's granulated	4 60
Acadia granulated	4 60
Berlin granulated	4 50
Phoenix	4 60
Bright coffee	4 40
Bright yellow	4 45
No. 3 yellow	4 45
No. 2 "	4 30
No. 1 "	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES — Quotations are unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 2 40
Corn syrup, bbl., per lb.	0 03
" -bbls "	0 03½
" kegs "	0 03½
" 3 gal. pails, each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS — Prunes continue to be the immediate centre of interest. The situation at the coast is still firmer but spot prices are unchanged. Other lines are not in heavy demand, but prices are firmer. Several carloads of currants have arrived.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s	0 05				
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s "	0 06	0 06½	50-60s "		0 08
70-80s "	0 07		40-50s 25-lb"	0 09	0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 03½	0 03½
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			

Uncleaned, ½c less.

Raisins—					
Sultana				0 12½	0 15
" Fancy					
" Extra fancy					
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 11	0 11½
" 16 oz. packets, choice				0 10½	0 11
" 12 oz. " "				0 09	0 09
Dates—					
Hallowees	0 05		Fards choicest		0 09
Sairs	0 04		" choice		0 08½
Domestic evaporated apples				0 09	0 09½

NUTS — There is little of feature in regard to this commodity at present. Prices are maintained.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES — Prices are maintained throughout the list with a strong tendency in most commodities.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

HIDES AND WOOL—Quotations are unchanged.

Hides, inspected, cows and steers, No. 1		0 09½
" " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 70	1 80
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 25
" " extra		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14
" washed	0 23	0 24
" rejections		0 18

Organization is the best policy.

FROM GROCER CORRESPONDENTS

GALT.

Emmerson Cunningham, the nine-year-old son of Mr. and Mrs. Robert Cunningham, North Water St., was drowned at the power-house dam on the Grand River on Monday evening. The father of the drowned boy is employed with Sheldon & Co.

Canadian strawberries made their first appearance here to-day. They are of good quality and retail at 20 cents per box. It is expected that next week will see the berry season in full swing. The reports received in this quarter are indicative of the fact that the crop will be larger than for some years past. Galt is located almost in the centre of a great berry district, but this fact does not appear to lessen the price to the consumer, as the price very seldom goes as low as five cents per box.

The butter market in Galt is very weak at present. There are enormous quantities offered for sale and the price ranges from 15 to 20 cents per pound, a drop of ten cents in two weeks. Galt is a recognized butter market, and it is very seldom that the supply becomes so much larger than the demand, as it is the case at present.

"Notwithstanding the backwardness of the season, and the consequent loss of the fruit trade which is usually very large during the month of June," said Mr. Alex. Sloan, of the firm of Sloan Bros., to-day, "the grocery business is fully up to that of recent years. There has been a lot of talk about failure of the fruit and grain crops, owing to the backward season, but the farmers with whom I have conversed, inform me that while crops of all kinds will certainly be late, there promises to be larger crops than in previous years. It is strange," continued Mr. Sloan, "how these unfounded rumors gain such a wide circulation. While the farmers are well pleased with the season's prospects, the residents of the towns and cities are worrying themselves seriously over the farmers' prospects. Strange, isn't it?"

A local grocer in being interviewed by your correspondent to-day was asked if there was much price-cutting among the grocers in Galt. "Not a bit, not a bit," was his decided answer. "The grocers in Galt," he said, "pull together more harmoniously than in any town in Western Ontario. Why shouldn't we? We recognize the fact that an agreeable understanding is in the interests of trade, and for that reason we try to act in unison. More than one business has been ruined by indiscriminate price-cutting, and personally, I would rather dispose of my business than engage in price-cutting, such as I have witnessed in other towns. The classes and the masses unite for mutual protection and advancement, and why should not, the grocers do likewise?" The above remarks are certainly very much in favor of the organizing of a branch of the Retail Grocers' Association in Galt.

New potatoes are being imported with the result that the old variety which were selling as high as $1.50 per bag have dropped in price considerably.

The railroads have evidently taken cognizance of the complaints by Galt grocers, as goods are now arriving more promptly.

The shortage of houses in Galt still continues and emigrants have frequently to be furnished with quarters in the town hall.

The grocery store of Mr. Pat Radigan, on Main St., was entered by a burglar one evening last week. The thief gained access through a cellar window, and using burning paper as a torch he inspected every portion of the premises. When the store was opened the next morning all that was missed was 34 cents. The afternoon following the robbery Chief Gorman arrested Theodore Lutmein, who, on being tried, pleaded guilty, and was sentenced to six months in the Central Prison.

"I would certainly miss The Grocer if it did not come regularly," said Robert Percy, of Radigan & Son. "I think it is the best trade journal published. The correspondence pages are certainly very interesting."

We would respectfully enquire if anything is known of the whereabouts of the Preston and Hespeler Retail Merchants' Associations?

GUELPH.

W. F. Stewart, who has spent over nineteen years in Brussels, and who recently disposed of the National Roller Flour Mill there to Messrs. Pryne, has purchased the flour and feed business of J. T. Chittick, formerly owned by Thorpe & Co., and will take possession on July 1st. The business is well established, and with Mr. Stewart's long experience in the flour and feed business he should competently handle his new purchase.

The first car of strawberries this season arrived on Saturday. The quality was fair and the values high. The ruling price for this car was 18c. to 20c. a box. A car of choice pineapples is being unloaded to-day. They also keep high for choice stock.

Eggs are still firm at 20c. Butter also went up another cent, 16c. being paid by buyers.

Your Kingston correspondent asked about stringing the bags. We find shelves for different sizes of bags under the counter work all right and save time.

When out driving on Sunday just outside the city we saw a boy sound asleep beside a large-sized empty Quaker Oats box. We did not stop to ask him if he had eaten it all or just part, but it certainly was a good ad. for Quaker Oats.

Business among the merchants has been dull during the past week on account of the Made-in-Canada fair; not so much, perhaps, in the money that was spent as in the fact that all the ladies were too busy at the fair to get any time to shop. The fair is now over and the hurry and bustle that pervaded every part of the Winter Fair building has subsided into a sort of tired calm. Already every lady in charge is silently undoing what she worked so untiringly to attain. The net proceeds for the week were nearly $5,000, $4,682.22, to be exact, which is a very satisfactory revenue.

We have to give the ladies credit for such a magnificent showing.

HURON COUNTY NOTES.

P. T. Dean, grocer, Goderich, has purchased from Robt. McLean the property at the corner of East street and the Square, one of the most desirable business locations in town, and it is understood will build a large store there. The corner is at present partly occupied by McLean Bros'. butcher shop. The amount paid is said to be $3,000.

Chas. Aberhart, druggist, of Seaforth, has purchased the building and grocery stock of P. Dill. He will dispose of the stock to local merchants and remove his own goods from his present stand, where he is a tenant, fitting up the new place as a first-class drug store. Mr. Dill held the building and stock for sale only en bloc.

R. A. Climie, Listowel, will in a few days move into a much larger store, next door to the one he has occupied for twelve years. He is having a door built between the two, and will use the old store for storage and flour and feed. The new place has two splendid shop windows, specially closed in to keep out dust and flies, metallic ceiling, bins, show cases, and is in every way a most complete and up-to-date store.

P. McGaw, of Kincardine, has been remodelling his place of business and has added another storey and a new plate glass front. The building has also been bricked in, and interior fittings are being improved as well. The upstair rooms will be used for storerooms and offices, and everything is expected to be completed in time for the Huron Old Boys' reunion during the week commencing July 2nd. Mr. McGaw himself is something of an old boy, having been a resident of Kincardine for 45 years, during 20 years of which he has been in business there.

Geo. Anderson, Lucknow's "apple king," has finished the construction of a fine new business block, of cement blocks, rough stone finish. Half is to be occupied by a large dry goods store of city proportions, and the other half by H. McQuillin & Co., grocers, a new firm, who have bought the stock of Mr. Mooney there. They intend to pay particular attention to quality, and a job-

bing trade will be done also. A five-car lot of sugar at rock-bottom price is one initial purchase. The new building is fitted up for steam heating throughout. Upstairs is the I. O. O. F. hall and a good office, suitable for a lawyer, and a bright young lawyer, Mr. Anderson says, is needed in Lucknow.

STRATHCONA, ALTA.

C. Sugarman, who has advertised a closing-out sale of his general store, to begin Thursday, has sold the business outright to S. W. Walter and R. J. Macdonald. The new firm, Walter & Macdonald, will continue the business at the old stand. Mr. Walter hails from Listowel, Ont., and Mr. Macdonald from Seaforth. Both are experienced men.

Building operations in Strathcona are hampered through a lack of material. This is due largely to the poor freight service. Carloads of material have been as long as ten days in coming north from Calgary.

Campbell & Lucas have opened a cigar store with a pool room in the rear.

The city has over one hundred men engaged in laying sewer and water main extensions. A large gang of men is also at work laying granolithic pavements and plank sidewalks. About four miles of walks will be laid this year. Of this a mile and one half will be granolithic.

At a meeting of the city council Tuesday evening an option of thirty days was given on $60,000 of the city bonds to Wood, Gundy & Co., brokers, Toronto. Mr. Gundy, of the firm, appeared before the council. It was decided that a half year's interest should be added to the bonds, the rate was then made 97 flat. This virtually makes the issue price 94½ or a fraction under the 5½ per cent. basis.

There has been a slump in real estate business during the month of June. Early in the spring business was decidedly active and a "boom" seemed imminent. Fortunately, however, the backward spring crushed the tendency to inflation. At the present time there is good opportunity for safe investment as second payments on property, bought for speculation and not turned over, are now becoming due.

WOODSTOCK.

The municipal authorities of Tillsonburg are this year displaying particular energy in getting after prospective manufacturers and impressing them with the desirability of Tillsonburg as a location for manufactories in this section of Ontario. Their latest attempt is to get a pork packing firm. The parent company is the J. & J. Loudon Packing Company, of Strath-aven, Scotland, and it is said to be their intention to build a branch in this district. Two members of the firm were in Tillsonburg last week. They submitted a proposition to the town council at a special meeting and it will probably be put to the ratepayers at an early date. If it is entertained, the town will secure the advantages, before the end of the present year, of another industry, with a fine modern plant, that has passed the experimental stage and is supported by large interests.

MONTREAL.

Through the activities of the Montreal Retail Grocers' Association, the liquor license, which was made law at the last session of the Provincial Parliament, has been reduced 50 per cent. and the grocers who have been fighting for the cause are happy. All licenses will have to be paid by June 29, latest.

(Correspondence continued on page 54.)

NOTES.

Reese & Anderson, general store, Theodore, have dissolved.

The assets of Pierre P. Duval, grocer, of Montreal, have been sold.

J. B. Goodchild & Co., grocers, of Toronto, have suffered loss by fire.

The stock of Hicks Bros. & Co., wholesale grocers, of Winnipeg, has been sold.

Lt.-Col. John I. Davidson, of Davidson & Hay, Toronto, left on Saturday morning for a two months' holiday trip to the Old Country. Mrs. Davidson accompanied him.

Mr. Watt, of J. L. Watt & Scott, grocery brokers, Toronto and Montreal, has returned to Toronto, after a very enjoyable three-months' holiday trip in Europe with Mrs. Watt. They landed at Naples, and after a while proceeded northward by easy stages to Holland, crossed to London, and did not fail to make a stay in Dublin.

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DISCRIMINATING BUYERS

When purchasing canned goods don't overlook the Quaker Brand. High quality is the standard under which all Quaker goods are packed, and besides this, the labels are so handsome that when displayed in your store they will attract customers.

HERE'S A CHANCE

In order to stir up business to greater achievements nowadays it is necessary to be continually on the look-out for something to specialize. As you know, the prices of most lines of dried fruits have taken a big advance and no doubt a lot of your customers are looking around for something to take the place of apples and other fruits. Now what's nicer than a good pumpkin pie. There's a big business doing in canned pumpkin right now and you should see to it that you get your share. Our price for this line is right and so is the quality.

Peacock Brand, 3s, **75c**.

Canned Corn Special—Value too good to miss, so get your order in early.

Perth Corn, **60c.**

H. P. ECKARDT & CO.

WHOLESALE GROCERS

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 27, 1907.)

Business conditions show a marked improvement throughout the entire west. Last year's wheat crop is moving fast and the result is seen in the discharging of long standing obligations and the freer circulation of money. Wholesalers report a marked improvement in country payments.

From all parts of the west come the most encouraging reports as to this season's crop. Ideal growing weather has prevailed throughout the whole of the month of June and, as a result, the crop looks fully as far advanced now as at this time last year. Confidence has been restored by this encouraging news, as to the truth of which there is now no doubt, and, as a result, the trade are buying more freely now than at any time during the last three months.

There are not many quotable changes of importance this week.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, h. avy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 93
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, 4's, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

SUGAR—

A decline of 10 cents last week has reduced prices to the following schedule f.o.b. Winnipeg:

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 55
Wallaceburg, in bbls	5 00
" " in sacks	4 95
Berlin, granulated in bbls	4 90
" " sacks	4 95
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30
Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES —

No change since the advance in corn syrups noted last week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES —

Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS—

Owing to the scarcity of California raisins some of the local houses are importing Australian raisins and the first shipments received are of splendid quality. Prunes are advancing rapidly, owing to persistent reports of a short crop in California, and it is predicted by some commission men that prices may reach the high level of two years ago. Apricots are also advancing, even above the high prices of the last season, for it is reported that the California crop is very short. Raisins are a good crop and a reduction in price is expected when the new goods are on the market. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " " selects "	2 85
" " " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06¾
" 70-80 "	0 07
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—

Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

HONEY —

Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice has been reduced to 4½ cents per pound. We quote:

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11

Walnuts, new, Grenobles, per lb			0 1
" " Marbots "			0 1
" " shelled, "			0 30
Pecans, per lb	0 15		0 16
Shelled walnuts, January delivery			0 26
Brazils, per lb			0 15

OATMEAL AND CORNMEAL — Rolled oats have been advanced and prices are now as follows:

Rolled oats, 80 lb sacks, per sack			1 95
" 40 " "			1 00
" 20 " "			0 51½
" 8 " "			0 23½
Granulated oatmeal, per sack			2 50
Standard, per sack			2 35
Cornmeal "			1 60

GREEN FRUITS — The first California small fruits are now on the market. We quote:

Fruit.			
Strawberries, qts., 2 doz. to case, per case			5 00
Bananas, car coming every week, per bunch	3 25		3 50
Fancy navel oranges, 96's, per case			3 25
" " 112's "			3 50
" " 126's "			4 00
" " 150's "			4 50
" Med. sweets, 150's, 176's, 200's, 210's, 250's.			4 75
" California lemons, 300's, 360's, per case			7 00
Apples, Fancy No. 1 Ben Davis, per bbl			7 00
Valencia Oranges, per case		5 00	5 50
Plums, per case			3 00
Peaches, "			2 50
Apricots, "			3 00
Cherries, "			2 50
Vegetables.			
Celery, Florida, per doz., $1; per case			5 00
Tomatoes, 6-bask. crates, per bask., 90c.; per case			5 00
Onions, radish, lettuce, per doz			0 45
Pieplant (Washington), per box			2 25
Asparagus " "			3 00
Cucumbers, per doz			2 00
Cabbage, California, per lb., 4½c. per lb., per crate			0 04
Onions, Australian, per case			4 00
" Egyptian Sks., per lb			0 04

CORRESPONDENCE—Continued.

CALGARY.

At a meeting of the retail merchants, held last week, it was decided to ask the city council to enforce the early closing bylaw which compels the closing of stores at 6 p.m. It was also agreed not to close on Wednesday afternoons during the summer, as was done last year.

A large number of new grocery stores are being opened in the suburbs and all seem to be doing a good business.

British Columbia strawberries are, owing to mutual understanding of fruit growers, 50 per cent. higher than last year. The importation of British Columbia fruit into Alberta is growing into enormous proportions.

Experiments in raising small fruits in Alberta have been carried on for some years with considerable success, and the increased price of British Columbia berries will be a great factor in promoting the industry in the irrigated district surrounding Calgary.

A. McWillie, organizer of agencies for H. J. Heinz & Co., Pittsburgh, was in the city last week and arranged with the wholesale house of Codville, Smith & Co. to take over the agency.

This firm is preparing a magnificent exhibit of Heinz's pickles and other goods at the Calgary Fair, which will be held in about three weeks.

Trade in Calgary is very brisk. Large numbers of new settlers are arriving, an immense amount of building is in progress, construction camps are in full swing, and the demand for provisions is tremendous. The season which, it was feared, would be very backward on account of the severe winter and the late spring, is likely to be earlier than usual. There has been plenty of warm rain and hot sunny days. Fall wheat on the outskirts of the city is from 15 to 18 inches high.

EDMONTON.

Edmonton, Alberta, June 14, 1907.

Grocers in the city, and other retailers also, have been very much interested in the passing of an early closing bylaw. A vigorous protest was entered by some of the smaller merchants against the passing of the bylaw, while the remainder of the retailers supported the legislation. The matter was discussed at some length by interested parties and petitions and counter petitions were presented to the city council. On June 1st, however, the matter was finally settled by the council passing a by-law compelling all retail stores, except drug stores, and confectionery stores, to close at six o'clock, excepting on Saturdays and on days before holidays.

The matter was taken up by the local board of trade and the city council were asked to pass the necessary legislation to enforce the early closing of retail stores, as it was felt that it was for the best interests of the city if such a law were in force. An early closing bylaw was in force last year, but as it had not been properly framed, it was overthrown by the decision of the magistrate. The council at once took the matter up, but no sooner had they framed a by-law than they received a petition from 42 merchants, asking that the bylaw be not passed, as they claimed it would be detrimental to their business. The other retailers who wished to have the bylaw passed at once presented a petition signed by 60 merchants and their 400 employes, requesting that the bylaw be passed. A petition was also received from the trades and labor council asking that the bylaw be passed. In the face of these petitions the council had no recourse but to pass the bylaw, which they accordingly did.

Since the bylaw was passed, however, several infractions of the law have been reported, and it is possible that prosecutions will follow. In the event of this being done there will doubtless be an interesting contest in court, as those opposed to the bylaw state that they will contest it and carry the matter to the higher courts, if necessary.

Among the many industries that are being established in Edmonton this year, perhaps one of the largest, and one that will have the greatest effect on the whole of Western Canada, is the mammoth packing plant that is being erected here this year. The plant, it is estimated, will cost in the neighborhood of $1,000,000, and the contractors have promised to have the building ready for use by Sept. 1st. P. O. Dwyer is the nominal promoter of the scheme, but it is understood that the great packing firm of Swift & Co. are the real promoters of the enterprise.

The new plant will have a killing capacity of 5,000 animals per day, but this supply will not, of course, be available for some time, until the farmers, finding that they will always have a ready market for their live stock, will raise them in greater numbers. The plant, at the beginning, will give employment to 300 men, but this number will be increased to 1,000 as soon as the supply of animals is sufficiently increased.

The new plant will be erected at the junction of the C.N.R. and G.T.P. railways, so as to give ample shipping facilities. Near the site of the packing plant there will be erected other factories to utilize the by-products of the packing plant. These will include a soap factory, glue factory, tannery, button factory, chemical works and others close to the plant, and adjoining the railway tracks, extensive public stock yards and horse markets covering several acres are being laid out for the use of the buyer and seller. In connection with these yards a large private stock yard will be constructed, a hotel for the accommodation of the stockmen and a live stock exchange with offices for the commission men.

Work was started on this extensive plant two weeks ago and is being rushed ahead with all possible speed. In about two months the large seven-story building will be completed and active work of packing will be commenced. Michaels & Oake have the contract for the excavation work and the May-Sharpe Construction Company the contract for the brick work.

For a long time there has been bitter complaining by business men in the west about delays and general inefficiency in the postal service. Hon. Rudolphe Lemieux, Postmaster-General, is earning the enthusiastic applause of the west by the energetic measures he is taking looking towards improvements. Arrangements have just been completed providing for a new postal sub-division, with an inspector and full staff, with headquarters at Edmonton. The Province of Alberta has been divided into northern and southern postal divisions. The headquarters of the southern division will be at Calgary. A. W. Cairns, formerly post office inspector at Calgary, will be the new divisional inspector for Edmonton, with offices in the Credit Foncier building, corner Jasper and Third streets. R. Bruce will be the inspector at Calgary. It is the intention of the department to have the new organization in full swing by July 1st. In addition, the Postmaster-General will open a dead letter office in Edmonton for the disposal of unclaimed, misdirected and insufficiently addressed letters. Formerly all this work was done in the Winnipeg branch.

The delivery of mail in the city of Edmonton began Saturday, June 22, and there are two deliveries a day.

KINGSTON.

Kingston is to have a school of pedagogy, and a handsome lime-stone building is in course of erection. As we don't use the word in the grocery business, I asked Webster what it meant for fear some youngster might quiz me and I wouldn't want to appear ignorant. Well, Noah Webster said it was to give instruction in the first rudiments, preparatory discipline. Would that such a school were opened to instruct young boys and girls to become good clerks; to teach them to face the public; to speak clearly and know what they were talking about; to know the value of goods and where they grew and all about them; the different processes used to make the many food products.

I forget the poet's name, but he spoke truly when he said:

"May blessings fall on each and all
Who rightly use the means intrusted;
But shame on wealth that keeps in stealth
The talents dull and dim and rusted."

To the Wholesale Grocers of the Dominion.

We are special direct importers of high-class grocery lines from France, Italy and Spain. Our goods will interest you.

Post card will bring full particulars as to our various lines, as well as quotations.

Write to-day—you will forget if you leave it until tomorrow.

Leon Fontanel & Cie

Importers

6 St. James St., - Montreal

P.O. Box 395. Phone Main 4817.

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work.

Write at once.

The MacLean Publishing Company,

10 Front Street East, Toronto

The Baking Powder It Pays to handle

Is the one so well advertised that it sells quickly, and so high-grade that it perfectly satisfies your customers, and brings them back for more.

That's BLUE RIBBON exactly.

Of course cheaply made, unknown powders may be had for less money. But they're hard to sell, usually prove unsatisfactory to your customers, and lose your trade instead of gaining it. How's your stock of Blue Ribbon Baking Powder? Mail orders filled direct from the Factory.

Blue Ribbon LIMITED WINNIPEG

Brother grocers, don't try to run the store, keep the books, wait on customers, drive the wagon, etc. You may make a pile of silver dollars high as any tower, but what good is it, if you wreck your body by over-exertion? Employ good help and you will feel better and make as much if not more money. Hundreds of us all over the country are doing more than the law allows.

When the delivery-horse gets sore in front or shows his ribs, he is sent out to green pastures and when the bridle is taken off he tries to kick the sky, rolls over, gallops around and around, snorts, and in many other ways illustrates the full meaning of freedom. A merchant in the penitentiary said he didn't feel as much a prisoner there as he did when running a store.

Stop and think. You can make great improvement in running the store by doing less work and managing it properly.

Grocers throughout the country sorrow over the death of their old and well-tried friend, J. N. Christie. To us who knew him well he represented what was best in the traveling man—courtesy, honesty, intelligence and ambition. His death leaves a real blank in the lives of many of us, but his hearty handshake and contagious smile will linger in our memory until we, too, are called to that land in which there is neither sorrow nor parting. Peace to his resting place and honor to his memory.

The Hedley-Shaw Milling Co. have shut up their large flour mill at Kingston. Their lease here expires in about a year and a half. They spent about $5,000 in machinery, which will be thrown in to pay up the balance of lease. They put in a fine cornmeal plant which was never used. Mr. Plewes remains in Kingston as agent.

W. G. Craig & Co., not being hampered with the coal and boat business as formerly at the old premises, intend having a quick delivery system. Last week they purchased a handsome bay gelding, of the Clyde type, three years old. It's a beauty and has fine action, and weighs about 1,300 lbs.

Will some of our wise scribes tell me which kind of paper is the best and most economical to use—white, grey or manila. White my paper man says, is the cheapest all round paper for the grocery trade. I had some manila sent from a Toronto house as thick as paste board. I am waiting for the traveler with a club. And the man who sold me dates, out of date, old, soft, sloppy and sugared, will also receive my attention. He sold them for best, new Hallowee. Of course, the storeman will be blamed.

Kingston merchants were all overloaded with figs and the man who tries to sell figs for future delivery the coming season has a hard proposition to handle.

Mike Purtell has built a new grocery store for himself on the corner of Montreal and John streets. Mike minds his own business, gets a profit on what he sells, and doesn't worry about the grocers around him.

I am informed that some of the corn and peas sold so cheap lately are three or four years old, with beautiful, new labels. Is it any wonder that the death rate has increased in Canada? There is food for thought in the above assertion and work for the Government and its inspectors. It would be a good thing if glass or pottery were used instead of tin.

J. M. Kirk, of the Sherbrooke Cigar Co., made his usual call the other day. He feels sad over the death of his old friend, J. N. Christie.

ST. CATHARINES.

The Board of Tarde of St. Catharines is doing its best to promote the best interests of the town. They have secured permanent rooms in the Carnegie library building. By recommendation, the fee for membership was reduced from five to two dallars, this being an incentive for hitherto lukewarm supporters of the cause. The Board of Trade, as it now exists, is composed of bankers, manufacturers, wholesale and retail merchants in the various lines of trade. One of their platforms is to induce outsiders to come to St. Catharines to make their purchases. If a quantity of goods purchased amounts to a certain sum of money the car fare—either steam or electric—will be refunded. This offer seems to have had a good effect and trade generally is picking up.

The Retail Merchants' Association is now a strong body, but their meetings are irregular. The platform of the association is for mutual protection, that is, to guard against giving credit to customers who have the habit of purchasing goods and neglecting to pay for them. The merchants think they have a grievance against the Dominion Government. They do not think they are justified in paying for testing their weigh scales. They think the Government gets quite enough from them of a dutiable nature without piling any further expense upon them.

Trade generally in the grocers' line is picking up and now that home grown fruit, such as strawberries, are on the market with early and choice vegetables, the money is kept in the country and not transferred to other people.

Speaking with gardeners and fruit growers, they tell me that there will be a fair crop of cherries, plums and peaches; the pear crop will not be as big a yield as some years, and strawberries are a light crop owing to the late spring and cold weather. Potatoes are picking up wonderfully well considering the backward season. The farmers and gardeners should not grumble on money matters for the prices of all commodities grown or raised by them have ruled at high rates for some time. A slight drop has taken place in the price of butter, eggs and hay, but meats of all kinds and vegetables are commanding good prices. The original agreement between the retail grocers to close their stores on Wednesday afternoon of each week was broken the first Wednesday, and there was quite a howl, but mutual forbearance has effected reconciliation.

Good roads is a matter that is receiving considerable attention and it is high time the subject should be forcibly taken in hand. For the past one hundred years the system of road making has been the same in this division of the Province of Ontario. Plowing, scraping, rolling the ground has been the order, till the farmers of Grantham township and elsewhere have concluded to make a change. A bylaw was submitted to the ratepayers of that township recently, and the voice of the large majority of the property owners decided there must be a change to better the condition of the roads.

The City of St. Catharines has concluded to improve a most important thoroughfare—Niagara street, to the limit of the corporation—by macadamizing, and the many farmers, gardeners and fruit growers who travel that street hail with delight the present purpose of the corporation, as in spring and autumn, during the wet seasons, this road becomes almost impassable.

I see that the retail merchants of Welland are taking a leaf from the book of St. Catharines and other places by organizing a local Retail Merchants' Association. One of the principal promoters of this association is Michael Goodsir, a former St. Catharines business man, but now a resident and business man in Welland.

The carpenters succeeded in gaining their demands and have resumed work. By this strike business was impeded, and there are but few buildings in course of erection, principally private. The Sovereign Bank and the Bank of Toronto are the only two public buildings in course of erection. Both of these, when completed, will be handsome and imposing in appearance.

ST. JOHN'S, NFLD.

The Wm. Smith Co. are advertising some special values in teas. This firm is doing a large business in canned goods and fruits.

Beef, pork and flour are again on an upward tendency. Prices this spring on all staples are very stiff.

E. J. Horwood, the Water street merchant, is advertising seeds, oats, etc. Mr. Horwood also makes a specialty of "Molascuit," a cattle feed.

Edwin Murray, New Gower street, is advertising a specially choice lot of large and small cheese.

Berrigan's, head of Theatre Hill, do a fine general store business. This old reliable house keeps up with the times and are great believers in printer's ink.

R. Wright & Son have been appointed sole agents for Stewart & Young, Glasgow, manufacturers of confectionery and preserves.

Rothwell & Bowering make a specialty of Galaxy and American Beauty flours. This firm do a large business in staples and other goods.

T. A. MacNab & Co. are wholesale agents for Windsor table salt.

A. W. Bullock, one of Georgeville's progressive grocers, has just issued a neat little booklet descriptive of the pretty district surrounding Lake Memphremagog. Mr. Bullock certainly knows how to get after the best trade, as after reading the little book one would be tempted to visit the scenes described.

Business Management

By HOWARD R. WELLINGTON.

Systems for Retailers.

A great deal is said in this advanced age about "applying system to business." There is a danger of over-doing this, but there is no doubt that far more may be accomplished, both by the head of the house, and also by the employe through the introduction of systematic records and methods into any business. Of course, it must be remembered always that results depend largely on the employer and the employe, for an office or a business house may be filled with systematic devices and labor-savers and still there are no beneficial results, because those operating the systems are not working them to the best advantage. In a simple matter, such as filing correspondence and invoices, the greatest care should be exercised, as the time of the merchant is valuable, far too valuable to waste looking through heaps of letters and invoices in order to find the address of a certain concern he desires to write to. There are a number of simple devices for filing correspondence in a small office, although probably the box alphabetical file is the most convenient where a regular filing cabinet is not employed. A letter is received—and, by the way, letters should perhaps, be classified into "purchase" and "sales"—and as soon as a reply is prepared a carbon copy should be written at the time and attached to the original letter; in this way the whole history of the transaction is easily secured for future reference. These letters and replies are filed loose in the box file mentioned above, and any subsequent letter is treated in exactly the same way and filed on top of the previous one according to date. In a large business a great deal of time may be saved and some mistakes in names and addresses avoided by handing the stenographer the letter which is being answered, after placing the figure 1, 2, or 3, as the case may be, the stenographer using the same number in her note book, in place of writing out in full the name and address of the customer. For instance, the letters requiring answers may be accumulated and the dictation given at one time. Should the letter be from Messrs. Brown & Jones, Teeswater, instead of calling this to the stenographer, simply place the figure 1 opposite the name, the stenographer marking her notes in the same way. There will be absolutely no mistakes in names or addresses, and the time saved is worth while. Give it a trial.

* * *

System may be employed in so simple a matter as opening and handling the mail. It is the man who studies his business, and plans his time, who succeeds. If a system does not deal with a business you are in, it can easily be adapted to it; in fact, every business has its peculiarities, but there are few which cannot be improved by system. Some men will putter around shop or office all day and accomplish about as much as a systematic man may accomplish in one hour, and the latter's work seems to move so smoothly and without friction.

A word might be said here as to allowances for the return of goods, or for defects or overcharges. This occurs with both the wholesaler and the retailer. Where the customer makes a claim or returns some goods, and the allowance is to be made, it is safer to have a small book for the purpose, called "allowance book" or "credit book," into which is entered the amount of the allowance or returns, when the transaction takes place, and thus avoid the annoyance of having the customer return his account for correction on the first of the month. Similarly, if the retailer is making a claim on the wholesaler, this method is preferable, as almost invariably, if the claim is to be allowed, a credit not confirming the allowance will be sent by the wholesale house.

* * *

We should strive to do not only better work, but more work in less time. Now, in reference to purchase invoices, the first step is naturally to check over the receipt of goods correctly; and then the order, to ascertain if the goods have been delivered and charged as ordered. Should any difference arise, it should be reported immediately. After the invoice is found correct in every way, the prices of the various lines of goods should be recorded in some convenient way, so as to be easily accessible at a moment's notice. Probably a small price book, alphabetically arranged, will answer the purpose, giving the following particulars, for instance:

Stock	Date	From	Cost	S.P.
Groceries	April 8	S. B. Co.	$4.50 ea.	$6

This book may be arranged alphabetically in acoordance with the concern from whom the goods were purchased, or in accordance with the particular stock, the latter probably being the preferable method. This price book becomes simply invaluable around an office, both in buying and selling goods.

* * *

There are a number of methods for entering or recording purchase invoices, which will be outlined in a later issue. This is one of the most important branches in the work of an office.

ADVERTISING.

The average merchant usually gives advertising too much or too little credit. If the store management and service are bad—if the stock is poor and the sales force inefficient and discourteous—he is likely to have a poor opinion of the efficacy of advertising, for advertising can do very little for a store of that sort.

On the other hand, the merchant who has a fine store with a good stock of merchandise and excellent service is apt to think that it is not necessary to advertise. He thinks he can get along without it on the presumption that the store will advertise itself. That's where he is wrong. The better the store is the more this fact should be advertised.

S. W. EWING, CHAIRMAN.

S. W. Ewing, chairman of the Montreal Branch Canadian Manufacturers' Association, was elected by acclamation last week. S. S. Boxer was chosen vice-chairman.

The nominations for the positions mentioned, as well as for a board of twenty for the executive committee, closed last Thursday. Eighteen members of the executive are elected in Montreal and two in the district towns. Twenty-four names were posted for the city and only the two required for the district. Consequently elections will be held for the city executive members while the district nominees, Louis Simpson, Valleyfield, and S. T. Duclos, St. Hyacinthe, are declared elected by acclamation. The nominations for the city are: C. P. Bingham, Fred Birks, C. W. Bowman, A. H. Brittain, Wm. Cauldwell,

S. W. EWING.

C. W. Davis, Joseph Fortier, Clarence F. Smith, J. H. Sherrard, George W. Sadler, Frank Pauze, L. H. Packard, W. T. Miller, J. H. Kinghorn, S. D. Joubert, Robert Gardner, J. H. Gallagher, George Esplin, W. T. Whitehead, H. K. S. Hemming, A. P. Gordon, R. J. Younge, J. H. Birks, T. H. Wardleworth.

GOLD STANDARD EXHIBIT.

The Winnipeg Pure Food Show in August promises to be one of the leading trade features in the western metropolis this summer. Foodstuff merchants of every degree are taking a lively interest in it and some of the big fellows are doing their share very effectively to make it a huge success.

The Codville-Georgeson Co., manufacturers of Gold Standard goods, are sending out invitation cards to all retail merchants in the west, requesting them to visit the Gold Standard exhibit at the Food Show. They are taking pains to make their exhibit one of the finest at the show. Hot coffee and dainty foods will be served by their experienced demonstrators and every merchant who can accept the invitation may rest assured of most courteous treatment.

While in Winnipeg it would also be worth the while of every retailer of foodstuffs to visit the new seven-story warehouse of this firm, right in the heart of the wholesale district. Everything is fitted up with the most modern equipment and many interesting processes are used in manufacturing Gold Standard goods. This firm's great business has been largely built up by their willingness to guarantee every product of their manufacture to be of the highest quality.

C.P.R. BUYS LEVER BROS.' LAND.

The property recently acquired by Lever Bros., corner St. Timothe and Notre Dame Streets, Montreal, has been sold to the C.P.R., the purchase price being in the neighborhood of $77,250. The land is occupied by the factory of the William Strachan Company, makers of Gilt Edge soap, and is required by the C.P.R. for the enlargement of their freight yards. The makers of Gilt Edge will build elsewhere in the city, it is understood, but when they shall move, and where, has not yet been made public.

TRAVELERS' HOLIDAYS.

The wholesale grocery houses of Ontario south of, and including, North Bay, have agreed upon July 27th to August 10th for the dates of travelers' holidays.

PERSONAL.

F. R. Lawlor, M.P., of the executive of the Canadian Canners, was in Montreal last week.

C. D. Cowles, representing the St. Charles Condensing Company, was in Montreal recently.

Mr. Tobias, for sixteen years traveler for Lucas, Steele & Bristol, Hamilton, has accepted the position rendered vacant by the death of Mr. Swain, with Todhunter, Mitchell & Co. He commences his duties for his new firm immediately.

C. D. Cowles, of St. Charles Condensing Co., Ingersoll, was in Toronto last week. The trouble with the ubiquitous Cowles is not lack of business, but difficulty of his company to keep up with their orders. To help themselves out in this respect they have ordered him to take a month's holidays, and he is off to his Syracuse home.

J. J. Campbell, of the firm of M. Campbell & Co., grocers, etc., of Glace Bay, Nova Scotia, died recently.

A company will be formed at Battleford for the erection of a flour mill and elevator in that town. The company will be capitalized at $40,000 and work on the buildings will be commenced as soon as half of this amount has been subscribed. The capacity of the mill will be 125 barrels.

Bed Bug and Roach Killer

The South African Bed Bug or Roach Killer (Registered) is the most effective thing on the market.

Non-poisonous, but sure in results. Thousands of testimonials. Retails at 25c. Is being largely advertised and grocers will do well to have it in stock.

For sale by leading wholesalers

A. NATHAN, 149 ONTARIO STREET WEST MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $120—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

The Secret of Success

Commercial supremacy does not just happen. There are strong and apparent reasons for the the success of all live merchants. Many grocers attribute their success to the fact that they stock

Corona Brand

of Groceries and Provisions, and that reason will certainly stand all the argument one can bring against it.

CORONA BRAND is merely another name for the best brand of Groceries and Provisions on the market.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

THE SHREWD GROCER only stocks that brand of provisions which adds to his reputation while it boosts his bank account.

RYAN BRAND

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

is demanded by particular housewives because it's their surety of purity and wholesomeness.

Can you afford to stock inferior brands?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

There is a dull feeling in cheese at present and prices quoted are rather lower than those which ruled last week. Very little trading was done in Montreal, particularly the early part of the week. The make continues larger, receipts each week showing a gratifying increase over previous weeks. Last week 98,956 boxes were received, against 71,787 boxes the previous week, and 87,677 boxes for corresponding week in 1906. It will be noticed that the receipts for the week in 1907 show an increase of over 10,000 boxes, when compared with the same week in 1906.

These figures give one some idea as to the large amount of cheese being turned out by the factories this year. Factorymen are devoting a great deal of attention to cheese, and are using for it milk that in former seasons would be utilized for butter. One can see the falling off in butter make this year immediately upon comparing figures with last season.

Still, speaking of receipts, it is noticeable that while the weekly output of cheese seems to be increasing, the make for the season is yet behind 1906. Since May 1 receipts have been 362,550 boxes, against 439,729 boxes in 1906.

Shipments are also behind 1906. Since May 1 this year, 324,776 boxes were exported, against 442,855 boxes in 1906. Last week, shipments amounted to 81,094 boxes, against 72,379 boxes previous week, and 81,100 boxes corresponding week last year.

Dealers are asking for Ontarios 11¾ to 11⅞ cents. Townships are bringing 11⅝c. when there is any trading, while 11½c. to 11⅝c. is obtainable for Quebecs.

Butter is quiet. Prices are weaker and by some are expected to decline in the near future, but whether they will or not is a question. Dealers have been expecting low prices for the past month, or for the past three weeks at any rate, and, contrary to expectations, the quotations fluttered first one way and then the other, so that they are now not any better than they were three weeks ago. In fact, on some lines prices three weeks ago were better than they are to-day. For instance, townships creamery was then quoted 20½c. to 20¾c., against 20¾c. to 21c. to-day; Quebec creamery is quoted on the same basis as three weeks ago, 20¼c. to 20½c.; Ontario is also the same, 20c. Ontario dairy butter is lower, being 17½c. to 18c., against 18c. to 18½c. three weeks ago.

Looking at these figures it does not seem so likely that there will be any immediate drop in prices.

Making it further probable that prices will be firm is the fact that stocks are none too large, and while there is no export demand worth considering at present, it is likely that towards the middle of next month Canadian butter will be wanted in England, and at the present rate of arrival of receipts it would not take a very long period of strong demand to clean up the market here.

Last week receipts of butter were 18,403 packages, against 15,424 packages week previous, and 26,658 packages corresponding week, 1906. From May 1 this season 90,342 packages were received, against 142,806 packages in 1906.

Butter exported last week amounted to 1,498 packages, against 243 packages previous week, and 14,900 packages corresponding week, 1906. Since May 1 dealers have exported 1,793 packages, against 65,120 packages for the same period in 1906.

The rain which we had the early part of this week will have a beneficial effect upon the situation, in that it will help the farmers more or less.

THE PROVISION SITUATION

The export provision situation is again in a very unsatisfactory condition. Prices in England declined 2s. 6d. last week, and indications point this week to a further decline of 3s. This brings the market to the position it held before the recent advance, making the export of bacon a losing undertaking for the Canadian packer. This week's clearances are said to be at least 4s. under the cost of product. That is not satisfying. The Old Country market is practically in buyers' hands, as holders are pressing their stuff for sale. The primary cause of the decline is increasing stocks of Danish, and to some extent, of American, coupled with unfavorable, cool weather. The backwardness of the season has kept the people away from the summer resorts, which are usually large consumers of bacon at this season. Canadian shipments to Great Britain are still below normal, about 3,000 boxes a week. There has been a tendency in Canada this year to turn a larger portion of the product than heretofore into channels for home business. This tendency has been assisted by the poor market abroad and still there is no evidence here of over-stocking. Domestic demand continues active and prices firm.

Packers are trying to get the live hog price down, but not very successfully as yet. This week prices are variable from $6.40 to $6.65 f.o.b. at country points. Last week it was $6.60 to $6.65. Deliveries are light. Last week receipts were not over 25,000. The hogs are in the country all right, but when prices decline farmers and drovers hold off.

In the United States last week witnessed very little change and no activity in hog products, either for spot or future delivery. The tendency in prices has been lower, dragged down by lack of spot demand and some pressure to sell, on increasing stocks, especially of lard. Receipts of hogs were liberal, but no larger than a year ago.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There have been no price changes during the week and business has been very good. Hams and bacon are selling quite freely, with the hot weather we have been having, while lard is in very good demand.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12¾
" " 20-lb. pails, wood	0 12¾	0 13
" cases, 10-lb. tins, 60 lbs. in case	0 12¾	0 13
" " 5-lb. "	0 12¾	0 13⅛
" " 1-lb. "	0 12¾	0 13⅛
Lard, compound tierces, per lb.	0 10	0 10¼
" " tubs	0 10½	0 11¼
" " 20-lb. pails, wood	2 10	2 25
" " 20-lb. pails, tin	2 00	2 15
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11⅛
" " " 5-lb. "	0 10⅝	0 11¼
" " " 1-lb. "	0 10¾	0 11¼
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		24 50
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

BUTTER—Butter prices have been very steady, having fluctuated very little the past three weeks. It will be noticed on referring to The Grocer of three weeks ago, that prices given therein are practically the same as those quoted below. Receipts are getting larger and more export business is being done, It is not thought that much lower prices will rule.

New creamery, choice, boxes		0 22
" " pound prints		0 22½
Dairy, tubs	0 18	0 20

CHEESE—Cheese market is slightly easier and prices are lower. Business is good. There is not much old cheese obtainable and what is offering brings a good price.

Cheese, old	0 15	0 16
" new, large		0 12
" " twins		0 12½

EGGS—Eggs are weak and prices have declined since last report. Receipts continue very large and it will not be surprising to see still lower prices, although one can hardly say with safety these days what the outlook is likely to be.

HONEY—Practically nothing is being done. Prices remain as below.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS—The warm weather is looked to to markedly increase the consumption of smoked meats. Demand has been pretty steady. Prices are firm and practically unchanged. Lard is firmer again. Lamb chops are retailing here at 35c. lb., which seems to be going some.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17	0 17½
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "	0 09½	0 11½
" compounds, per lb	0 09	0 10½

Satisfaction to All

WHO DISTRIBUTE OR USE

Clark's Canned Meats

THEY SATISFY CONSUMERS

and this is the basis of both Retail and Wholesale Trade.

To sell them is to ensure demand from Season to Season.

WILSON'S

FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

216 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

Plate beef, per 200-lb. bbl	12 00	13 00
Beef, hind quarters	9 50	11 00
" front quarters	6 00	7 50
" choice carcases	7 50	9 00
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 25	9 75
Veal	0 08	0 10½

BUTTER—Prices are unchanged and dealers confess themselves puzzled. Prices are on about a level with last year, but a year ago a good deal of butter was being stored ; this year wholesalers here assert that practically none has gone into storage yet. As far as it can be gauged the tone of the market is firm.

	Per lb.	
Creamery prints	0 20	0 21
Creamery solids	0 19	0 19½
Dairy prints, choice	0 17	0 18
" " ordinary	0 16	0 17
" tubs choice	0 16½	0 17½
" tubs, ordinary	0 15	0 16
Baker's butter	0 14	0 16

CHEESE—The cheese market is firm and last week's prices still hold.

Old cheese		0 15
New "	0 12½	0 12½

EGGS—Outside buyers are paying less than a week ago, but prices here are maintained to allow for the shrinkage, which the heat has put up several notches. There is a weak tone to the market and unless consumption increases abnormally, which is unlikely just now, prices are going lower.

Eggs	0 17½	0 18

HONEY—Prices are normal.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Business is very light at present at about unchanged prices.

Live Weight.

Spring chickens, per lb	0 15	0 20
Old fowl		0 10
Ducks		0 10
Spring ducks		0 20

Dressed weight.

Spring chickens, per lb	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 25
Tom Turkeys	0 12
Hen "	0 14

WINNIPEG.

BUTTER—Creamery is now in better supply, as the Manitoba creameries are in full operation. The price to the retail trade is as follows :

Bricks, 1 lb. fancy, per lb	0 26
" 1 lb. choice, per lb	0 24
Solids, fancy, 56's, 28's, 14's	0 25

Dairy butter is also in much better supply and produce houses are getting what they want at prices as low as 19c. to 20c. f.o.b. country stations.

LARD—Tierce basis is now 12½c. We quote the following advances over tierce basis for other packages :

50-lb. tins, ½c. per lb. over tierce basis, each					6 25
20-lb. wood pails, ½c.	"	"	"		2 55
6-10 lb. tin pails, ½c.	"	"	per case		7 80
12-5 " " ½c.	"	"	"		7 90
20-3 " " 1c.	"	"	"		7 95

CURED MEATS—Revised prices are as follows :

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

In London, England, a factory has been built for the manufacture of paper pails for milk. 50,000 are turned out daily, but it is said that, if the demand is to be met, this quantity will have to be increased to several millions.

WAREHOUSEMEN ON ORGANIZATION.

Montreal warehousemen employed by the various wholesale concerns are talking of organizing in order to obtain better conditions for themselves. They say that their wages do not average more than $1 to $1.50 a day and that their hours are longer than those of any other body of workers. They believe that by founding some sort of a union they will be able to secure several much needed reforms.

A FRUIT SEASON SELLER.

An article which ought to sell well at this season of the year is a brush for cleaning fruit jars, In small jars, at any rate, it is hard to insert the hand, and a brush of this kind may be secured to be retailed at 15c. each. It is made on a wooden handle about twelve inches in length, the handle being twisted on a wire and then fastened over the end of the handle.

C. A. Chouillou, Montreal, has left for Europe. He will be away all summer.

IN DEMAND FOR SUMMER TRADE

Be sure and keep a good supply on hand of my

PARAGON OX TONGUE
LUNCH TONGUE
TONGUE LUNCH

And other Delicious Preserved Meats.

I am advertising them extensively and this, with the summer season now on, is bound to increase the demand.

Latest Price List on Application

WM. CLARK, MONTREAL.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

J. C. ADAMS	TORONTO
F. M. HANNUM	OTTAWA
McDOUGALL & LEMON	OWEN SOUND
A. E. SILVERWOOD	LONDON
H. W. HOFFMAN	MONTREAL
D. RATTRAY & SONS	QUEBEC
W. S. CLAWSON & CO.	ST. JOHN, N.B.
NICHOLSON & BAIN	WINNIPEG
" "	CALGARY
" "	EDMONTON
C. E. JARVIS & CO.	VANCOUVER, B.C.

O'MARA'S PORK AND PORK PRODUCTS ARE THE BEST

JOSEPH O'MARA

Manufacturer and Exporter of BACON, HAMS, LARD, Etc

Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Prices Continue Firm in All Lines, But in Flour Buying is At a Low Ebb—Good Demand for Cereals—Confection ery.

The grain markets have been much less interesting of late. The approach of the end of the month settlements has put a bar against speculation for the moment. Holders who do not wish to take delivery must sell. Sporadic crop news continues, but time is needed for the development of weather possibilities upon which the situation depends. Despite the glowing reports from the west, eastern grainmen are inclined to be pessimistic. Responsible grainmen express the view that the Ontario fall wheat crop has suffered considerably and no matter what the weather may do the crop will be curtailed.

The flour trade is very dull. Domestic business is at low ebb, and while there is free export enquiry Old Country buyers are only just getting into line. Newfoundland is taking some winter wheat flour. Millers are holding to their prices, knowing that it is nip and tuck with the western wheat crop and believing that a couple of weeks of unfavorable weather would put the market on a much higher level. Many of the small millers are out of both wheat and flour and what trade there is is going to the big mills. The cereal mills are quite busy and there, too, prices are being maintained.

Confectionery.

These are good days for the retail grocer. He is making money. For that reason some of them may give confectionery the go-by as not being worth while. The big retailers don't. Nearly all of them who make any pretence to keep abreast of the times give confectionery a conspicuous, if not a large, place in their business. They find it worth while, and so would every grocer who followed their lead intelligently.

MONTREAL.

FLOUR—Business continues very good locally at firm prices. Export demand is satisfactory, some good shipments being made, particularly to Great Britain. Prices are not expected to change in the near future.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS—Demand for rolled oats is limited, owing to the warm weather, but there is still some business being transacted. Prices this week have been stationary.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED—Millers find it very difficult to obtain feed. One large concern has put up the price of Manitoba shorts to $23 and $24. Feed flour is also firmer. There seems to be no immediate prospect of a drop in prices.

Ontario bran	24 00	25 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		21 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—The millers continue to find business very quiet and not much export business is passing, though there is considerable enquiry, and foreign buyers

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., *QUEBEC.*

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL **BOLTON, ONT.**

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

Business Insurance
Protect your goods, your reputation and your bank account by purchasing everything you require in
Wrapping Papers, Twines, etc.
from
DOUGLAS & RAT LIFF, Ltd.
The unrivalled strength and toughness of the D. & R. brands of paper protect your goods; their superior finish and appearance your reputation as a grocer who does everything in first-class style, and our prices and values protect your bank account. May we hear from you through our travellers or direct.
Douglas & Ratcliff, Limited
TORONTO and WINNIPEG

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"
Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.
Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.
If you are not stocked write us at once.
BATTLE CREEK TOASTED CORN FLAKE CO.
LONDON, ONTARIO
Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.
Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia
F. H. Hodgson, Montreal Agent.
Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.

Ice Cream Powder

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - - ENGLAND

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

are showing a tendency to meet Canadian prices. Locally prices are firm.

Manitoba Wheat.		
60 per cent. patents	4 90	5 00
85 " "		4 50
Strong bakers	4 30	4 40
Winter Wheat.		
Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40
Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

CEREALS—Prices continue unchanged, but firm, and there is a good demand for wheat products.

FLOUR IN NEWFOUNDLAND.

E. D. Arnaud, Canadian agent, Newfoundland, writing on June 4, says :—"The trade in flour with this colony is at present altogether in favor of Canada, the prices being on an average 40c. lower than American. The following are the rates now quoted by retail, with the wholesale prices about 25c. to 30c. lower : Manitoba first patents, $5.90 to $6.20 ; Manitoba second patents, $5.20 to $5.50 ; Minneapolis patents, $6 to $6.30 ; Kansas patents, $4.90 to $5.10 ; Manitoba and Ontario, $5.10 to $5.40 ; winter wheat—90 per cent., $4.60 to $4.80.

CEREAL NOTES.

Frank Thomas, baker, of Niagara, has suffered loss by fire.

J. A. Hunter, confectioner, etc., of Blenheim, is advertising his business for sale.

Blanche A. Goodchild, confectioner, of Toronto, has lost part of her stock by fire.

Wooster & Hayter, confectioners, etc., of Balgonie, have opened a branch at Regina.

W. W. Brown, confectioner, of Medicine Hat, has been succeeded by Chester J. British.

The Manchester Cereal Co.. millers and grain merchants, of Ingersoll, have suffered loss by fire.

Vernon Bros., flour and feed merchants, of Vancouver, have been succeeded by Mitchell & Johnson.

R. A. McKellar, grocer and confectioner, of Pilot Mound, has been succeeded by the Gosseu Supply Co.

The Acme of Biscuit Goodness

is reached and concentrated in

Perfection Cream Sodas

and particular women all over the Dominion know it.

This is no matter of speculation. On the contrary, it is a well attested fact. Of course this means

are just as near perfection as human care and ingenuity can make biscuits. These biscuits are baked and packed so that **their goodness is lasting.**

Few grocers slight their biscuit counter. This helps to explain the ever-increasing demand for

Perfection Cream Sodas

We guarantee satisfaction.

Three pound cards or tins. **Put name on your order list now.**

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S **CREAM SODA BISCUITS**

are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
O. E. Colson & Son, Moa
D. Masson & Co.,
A. P Tippet & Co.

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
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	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

To Build Up Trade

You must have a first-class line, in which the public have confidence.

This applies to Maple Syrup and Maple Sugar. The standard line of maple goods in this country is

Pride of Canada Brand

It has a well-deserved reputation for purity and excellence, and has an enormous sale.

Always look for our label when buying maple goods, and you purchase wisely.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

Cailler's

GENUINE
SWISS MILK CHOCOLATE

(Pronounced Kay-lay)

Warm or cold weather does not affect the desire for

CAILLER'S
SWISS MILK
CHOCOLATE

—Its purity, delicious flavor and satisfaction to the palate has made it in Canada what it has been in Europe for 25 years—the favorite Chocolate.

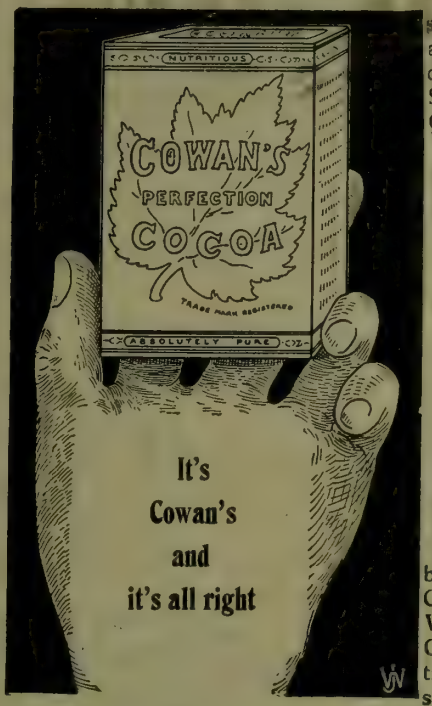
Do you sell it?

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

The Maple Leaf



stamped on a package of Cocoa or Chocolate is the buyer's Surety of Purity and Quality.

Cowan's Cocoa and Chocolate

are the best by any test on the Canadian market. When you stock Cowan's you stock a trade builder of assured reputation.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The finest selected Trinidad Cocoa Bean, purest sugar and perfect machinery are used in the manufacture of

Mott's

"Diamond" and "Elite" brands of

Chocolate

That is why every grocer knows them to give satisfaction to his customers.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food
PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

NOVA SCOTIA TRADE NEWS

Markets on the Atlantic Seaboard—A Big Run of Mackerel—Big Cold Storage and Canning Scheme—Meat Famine Threatened.

(By The Canadian Grocer's Special Correspondent.

Halifax, N.S., June 24.

There is quite a good demand for canned goods at the present time, the sales of peas, beans, corn and tomatoes being heavy. The price of all canned goods is steady, and fair stocks are held. No complaint is made of a shortage in any lines. Prunes are selling freely, and also evaporated fruit. Sugar and flour are steady. Trade on the whole is very good, and collections are considered to be satisfactory.

The steamer Ocamo, which arrived here from the West Indies last week, landed 10,000 bags of sugar and a quantity of molasses. The steamer Foster Rice arrived during the week with a cargo of molasses from Barbadoes.

The Furness liner Shenandoah, which sailed from Halifax last week, took 12,994 cases of canned lobsters for Havre, France, and 3,000 cases for London.

The steamer Veraston, from Cadiz, is discharging a cargo of 3,500 tons of salt.

FISH—There is an abundance of fresh fish on the market. During the past week the waters along the coast were teeming with mackerel, and the fishermen reaped a harvest. The fish are of excellent quality and very large, some of them tipping the scales at 4 pounds. Thousands of barrels were taken, iced and shipped to the American market. The heavy catches caused a big drop in the price. Fish that sold at 18 cents last week are now quoted at 10 cents. Two D.A.R. steamers took over 2,000 barrels to Boston.

BUTTER AND EGGS—There is a considerable improvement in the butter market, and the receipts increased during the week. Dairy butter is coming in more plentifully and the price is on the downward trend. This is a welcome relief to the consumer. Creamery is firm at 27 cents, but small dairy tubs can be bought at retail at 24 cents. There are only average receipts of eggs, with a fair demand. They are quoted at 19 cents by the case.

VEGETABLES—There is a growing scarrity in some lines of vegetables, and in consequence the price keeps advancing. Potatoes are 25c. a bag higher, and carrots, parsnips, beets and turnips are practically off the market. The few turnips offered for sale are of a very poor quality. New cabbages are now on the market and the quality is very good, $3 per box is the price quoted, Cucumbers are 6c. each. Lettuce, spinach, rhubarb and radishes are in good supply.

FRUIT—Some lines of fruit are very scarce, pineapples in particular, and the price is high. Jobbers say that it is very difficult to secure good pines. The importation of American strawberries is quite heavy this season, and the price is very reasonable for the quality of the fruit, the most of which is good. The selling price is 18c. per box. Bananas are not very plentiful, the receipts being below the average. They are quoted at $2 to $2.50 per bunch. Cherries are $3 per box, navel oranges from $3.75 to $5, and valencias, $4. Nova Scotia asparagus is $1.50 per dozen.

Cold Storage and Canning.

It is stated on reliable authority that a big industrial scheme, which is being promoted by Sir Frederick Borden, is about completed. It includes the establishment of cold storage plants at Halifax, St. John and other places in Canada, and the opening of canning and vinegar factories in the Annapolis valley. R. J. Graham, of Belleville, Ont., is the managing director of this enterprise. Early this spring the promoter of the Middleton Produce Manufacturing Company opened correspondence with Mr. Graham in reference to the establishment of an evaporator at Middleton, and obtained a promise from Mr. Graham that if Sir F. W. Borden's scheme materialized, a factory would be opened in Middleton. If it did not, Mr. Graham would himself take half the stock in the Middleton Produce Manufacturing Company. It is now definitely stated that the larger enterprise will be carried out. The intention is to establish evaporators at Canning, Kentville, Kingston, Middleton, and six other points in the valley this year, and also a vinegar and vegetable canning factory at Kentville. All the factories are to be ready by September.

Meat Famine.

Advices from North Sydney say that there is a fresh meat famine in the town and prices will soon soar. P. Jackson & Co., received a telegraph order last week for a carload of fat cattle for shipment to St. John's, Nfld., for the British warships, and as has been their custom, at once wired to Antigonish for a number of beef cattle. After scouring the county the agent telegraphed that there were not ten fat cattle in the county. Charlottetown was next communicated with, but yesterday Messrs. Rattenbury & Co. wired Mr. Jackson that it was impossible to send him any. A similar message was received from Toronto.

BIG ADVERTISING CAMPAIGN.

Wm. Clark, packer and preserver of meats, Montreal, is entering upon a most complete and extensive campaign of advertising in Ontario. Special copy for 400 line advertisements has been prepared and will run in the leading dailies in Toronto, Hamilton, London and Ottawa, whilst 25 of the prominent provincial dailies and weeklies in as many live towns throughout the province will also receive liberal copy. In addition to this the street cars of 20 busy city and suburban systems are being used. The copy is particularly attractive and has been prepared by the Desbarats Agency, Montreal, who have charge of the campaign. In addition to advertising to the consumer, special trade literature and trade advertisements are being prepared, pointing out to the merchants the advantage of keeping a stock of goods for which there is bound to be an increased demand.

TRADE NOTES.

Employes of the Acme Can Works will hold their annual picnic on August 10, going to Isle Gros Bois.

James Turner & Co., Hamilton, are meeting with satisfactory orders in their own bottling English malt vinegar.

Wilson & Merrill, grocers, of Hastings, have dissolved partnership and the business will be continued by J. C. Wilson.

The hot weather and advent of the pesky fly has induced Lucas, Steele & Briston, Hamilton, to get their "Sticky Fly Paper" out among the trade. It's a line that is "bound to stick"—the fly.

Lucas, Steele & Bristol are pushing with good success their specially put-up in England "Empire Brand" pickles, "Empire" olives. A fine lot of English malt vinegars in decanters is also a leader with them.

Lowney field day was pulled ioff at Mansfield, Mass., June 17, and was one of the most enjoyable occasions participated in by the employes of the Lowney Company. There were two trainloads of people present, and with music, dancing, sports, and good lunch, everyone enjoyed himself to the limit.

Crawford & McGarry, who carried on business for years in Montreal as dealers in smoked meats and other packers' lines, have dissolved partnership, and both gentlemen are now running under their own name. George McGarry & Co. are operating at 590 St. Paul St., and David Crawford is conducting a business at 555 St. Paul St.

It is reported that two New York houses have quietly bought up all of the available seconds and thirds of Moyune Young Hyson teas. These are being held for a considerable advance, so it is said, on account of the high price of Panfired Japans, and the tea is being held for an advance of 25 per cent.

James Turner & Co., of Hamilton, have made a specialty of introducing Red Feather "Readv to Use" puddings, cake icings, pickling spices, and the very latest thing before the trade in the sugar line, the B.B.C. (berry, bar and cereal) sugar, in five-pound bags. This is a non-caking, finely powdered sugar. A sugar shaker may be had free with the line.

R. Pratt, of Red Rose tea energy, spent last week at the Guelph Poster Show and, as usual with R. P., he made a hit—not as a poster, but as a purveyor of tea, the best of beverages. It was an undertaking in aid of the hospital, and a matter of many booths. At the King's Daughters' booth, the Japanese booth and the June garden, Red Rose tea was served, and R. P. saw to it that justice was done in the making and that the delicious liquor did not please unknowingly.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Rowat's

The best Jobbers in Canada handle

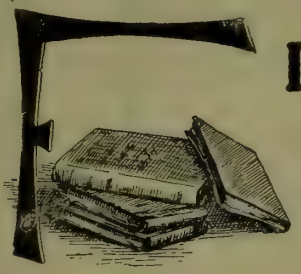
Rowat's

Pickles and Olives

There is only **one reason** why they do so, that is, they are the best value in quality, style and price of any similar goods offered.

The new **Rowat** glass stopper decanter is a fine line and will be a trade-winner. Order

Rowat's



FINE ORDERS BOOKED

We have already booked a large number of orders for

Old Homestead Canned Goods

from our customers who have handled these in former YEARS.

See that you place your order early with us.

GET OUR PRICES

We have a complete stock of

California and Seeded Raisins,

also fine selected Valencias, and would be pleased to quote you.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

FRUIT NEWS

STRAWBERRIES

Canadians are now arriving. Remember we are the largest receivers in Toronto.

ORANGES

Navels are practically out of the market. Recommend the Late Valencia to give you satisfaction.

PINEAPPLES

Florida Pines are now arriving in fine shape, and will not be cheaper. Only small sized Cubans to be had.

CALIFORNIA FRUITS

Plums, Apricots and Peaches are now arriving. Will bill at lowest market price. Your orders solicited.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

FRUITS, VEGETABLES AND FISH

Potatoes Dropped Twenty Cents—New Brunswick Farmers Flooded the Market—Lemons Going Up—Florida Pines in Small Compass.

The man who mentions spuds to any one of about 90 per cent. of the Toronto potato merchants this week does so at his own risk. The situation has become acute, and those who have not lost money have failed to do so only by reason of the fact that they have not yet begun to sell. In this weather there is no chance of holding on in hopes of a rising market, and sooner or later the inevitable must be faced. Some have been hit harder than others, but not more than one or two have escaped unscathed. Delawares can be bought as low as $1.05, the drop occurring about the latter part of last week, and taking the whole street completely off its guard. The market was flooded, and the price had to give way. The demand, even at the lowest figures, is spasmodic and uncertain, and dealers who have large stocks on hand may find some difficulty in getting rid of them before they become unsaleable. Very little Ontario stock showed up in the course of the slump, which may be taken as proof positive that the farmers have already cleared out their season's holdings. Some of the local dealers anticipate a higher market within the next fortnight, but the fact that none of them are attempting to act on this assumption says very little for its value as a prophecy.

The hot weather has stimulated the demand for lemons and a higher market is looked for shortly. The price is a little firmer this week. Navel oranges are virtually out of the ring, large sizes only being quoted and the supply of these small. Florida pines are getting scarce and the stock is not improving. Small sizes have been the rule throughout the season.

It is said that the Georgia peach crop will be very short. So far only five carloads have been shipped out—four to New York and one to Philadelphia. This is a great decrease from last year, Both Ontario and Quebec receive a good proportion of their peaches from this quarter, but the principal markets are New York, Philadelphia and Boston, which have first call on all supplies.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

MONTREAL.

GREEN FRUITS—Californian fruits, among the first of the season, are quoted this week. Peaches, apricots and

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FREDK. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS AND VEGETABLES

We are in touch with the leading shippers and can supply the best at closest prices.

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 Guelph, Ont.

plums are obtainable, but prices are rather high and the fruits offering are not of the very best, not being fully matured. Prices run from $2.25 to $2.50 a box. Bananas are strong, likely to be until after July 1. Other quotations remain about the same.

New dates, per lb	0 04½	0 07
Bananas, fine stalk		2 00
" jumbos	2 25	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 75
Apples, bbl	3 00	8 50
Lemons	3 25	4 50
California oranges	3 00	5 00
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	5 00	5 75
Sorrento oranges	3 25	3 50
Messina oranges		4 25
Strawberries, quart	0 14	0 18
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California cherries, 10 lb. box	2 75	3 00
" grape fruit, half box		5 00
" peaches, box		2 50
" apricots, box	1 75	2 25
" plums, box	2 50	3 00

VEGETABLES—With the warm weather business is beginning to boom. New vegetables are becoming plentiful and prices are declining. Among the lines which are cheaper might be mentioned tomatoes, beans, carrots, beets, potatoes. New potatoes are selling very freely. They are better than the old, even though the price be a little higher, in that there is no waste and because of being fresh.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate		2 50
Florida tomatoes, crate	3 00	3 50
Turnips, bag	1 25	1 50
Green beans, basket	3 50	4 00
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz		0 50
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Cucumbers, per doz	1 00	1 25
" basket	3 25	3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb		0 03½
" " bbl		4 00
Jersey sweet potatoes, basket		4 00
Egyptian onions, lb	0 02½	0 03
New beets, doz. bunches		1 00
Carrots, bag	1 75	2 00
New carrots, doz. bunches	0 50	0 60
Mushrooms, lb		0 85
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 15	0 25

FISH—Owing to extremely warm weather demand for fish is rather limited. Gaspe salmon is more plentiful and cheaper. Brook trout is scarce. Fresh halibut, haddock and cod are in good supply and prices are slightly easier. Pike and dore are not coming in so freely. Dressed bullheads and perch are not any longer obtainable, and will not be quoted again before September.

Fresh and Frozen Fish.

Haddock, per lb	0 04	0 04½
Halibut, express, per lb	0 08	0 09
Mackerel, new, express per lb		0 18
Dore, " "	0 09	0 12
Smelts " "		0 08
Steak cod, lb		0 06
Brook trout lb		0 22
Market cod lb		0 04
Pike, lb		0 06
Lake trout lb	0 09	0 10
Grass pike, lb		0 08
White fish lb	0 07	0 09
Gaspe salmon, lb		0 13
Flounders, lb		0 10
Smoked and Salted—		
New haddies, box s. per lb	0 08	0 09
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 10
Yarmouth bloaters box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards bulk, per imp gal		1 50
Standards, Imp., qt tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No 1 N.S. herring, half bbls		2 50
No. 1 Sea trout, bbls		10 50
No 1 Sea trout, kegs		5 75
Labrador salmon in bbls		12 50

THEY'RE HERE

Fine New Verdilli Lemons

Every Lemon sound and perfect and of the celebrated "Home Guard Brand"

No more trouble with wasty Lemons. Buy these and be happy.

WHITE & CO., Limited

TORONTO AND HAMILTON

"ST. NICHOLAS" "HOME GUARD"

Never cost as much as they are worth

"KICKING" "PUCK"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

All kinds of New Vegetables and Snaps in Oranges and Lemons.

Dawson Commission Co., Toronto

500 Bags French Peanuts

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

We have now rolling to Montreal **5** cars of

Chase's Indian River Florida Pineapples

This month will finish carload movement of Florida Pines. If interested, get busy.

24s. $4.00 30s. $3.75 36s. $3.50 42s. $3.00

MONTREAL FRUIT EXCHANGE

195 McGILL STREET, - - - - MONTREAL

Labrador salmon, half bbls		6 50
Large green cod, 200 lb. bbls		8 00
No. 1 green cod, in bbls. of 200 lbs		6 50
Small. " "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl		6 00

TORONTO.

FRUITS—Trade is very brisk. The first home strawberries have arrived, but the stock will not be in full supply for another week or two. The local berries are at least two weeks late this year as compared with last. All dealers are making great preparations for Dominion Day, and it is expected that California peaches, plums and apricots will by that date be in sufficient supply to take care of the increased demand. Florida pineapples are rapidly getting cleaned up. The quotations given below for local strawberries are liable to considerable fluctuation until the supply becomes steady.

Oranges—		
Navels, fancy, 64's, 80's, 96's, 112's, 250's, 288's	3 00	4 00
Late Valencia Californias, all sizes	4 25	5 00
Bloods, 80's, 100's, 150's, ½-boxes		2 75
Ovals, 80's 100's, 150's ½ boxes	2 25	2 50
Sorrentos, 200's 300's	3 25	3 75
Lemons, No. 1's 300, 360	4 25	4 50
" " 2's 300, 360	3 75	4 00
" Messinas and Sorrentos, 300's	4 00	4 50
Pineapples, 30's, per case		4 00
" 36's, "	3 25	3 50
" 42's, "		3 00
Bananas, Jamaica firsts, per bunch	1 75	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, N. Carolina, per qt	0 17	0 19
Local berries	0 12	0 14
Limes, per crate		1 00

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

VEGETABLES—All Ontario vegetables are now being received in good quantities. Tomatoes are again slightly lower this week, but are likely to stop at present quotations for some time. Potatoes have furnished the surprise of the week, and even the shrewdest dealers have been caught on the drop. Very little Ontario stock has come in, and the first Canadian new potatoes have yet to arrive. By the time the first shipment gets here it will be three weeks behind that of last year. There have been some offers of Bermuda onions lately, but there is practically no stock left on the market.

Potatoes, Delawares, per bag	1 25	1 35
" Ontario		1 15
Sweet potatoes, per hamper		2 75
New potatoes, per lb	0 02½	0 03
Onions, green per doz		0 15
" Egyptian, 110-lb. bag	3 00	3 25
Onions, Bermuda, per crate		4 00
Cabbage, new Canadian, per case		3 00
Beets, new, per doz. bunches		1 00
Carrots, Canadian, per doz. bunches		1 00
Lettuce, Canadian leaf, per doz. bunches	0 25	0 35
Spinach, fancy, per bush		1 00
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston	1 00	1 50
" per hamper	2 50	3 00
Beans, green, per bushel		2 50
Peas, per bush		2 00
Tomatoes, Texas, 4-basket crates	1 35	1 50
Parsley, per doz		0 25
Asparagus, per doz	0 75	1 00
Rhubarb, per doz	0 40	0 50

FISH—Weather considered, the fish business is excellent. Consumers seem hardly able to realize the fact that summer has actually come, and buying continues almost as brisk as it was several weeks ago. All kinds of lake fish are scarcer than they have been for some years, and this may probably be accounted for by the late spring. Trout and halibut are in big demand, and are rapidly taking the place of other lines. Trout is the old standby of the Ontario fish dealer. There is always a greater demand for it than for any other line—taking an average throughout the season—and the dealer can usually count with confidence upon the supply being equal to it.

Perch, large, per lb	0 06	0 0½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb		0 10
Whitefish, winter caught, per lb	0 03	0 10
Haddock, fresh caught, per lb	0 0·	0 07
Herring, per 100 count		1 50
" medium per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 15	0 18
Trout, fresh, per lb	0 08	0 09½
Oiscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured		0 13
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	0 08	0 09
Shredded cod per lb		0 08
Shredded cod per doz		0 90
Flounders, per lb		0 05
Halifax fish cakes, case		2 40
Live lobsters	0 17	0 18
Mackerel, per lb	0 15	0 17

SALT

Do not put off ordering until your stock is exhausted.

VERRET, STEWART & CO.

LIMITED

MONTREAL

C.P.R. AND THE POTATO MARKET.

W. R. McInnes, freight traffic manager for the C.P.R., during the course of an interview given to a reporter at St. John, N.B., referred to the phenomenal growth of the potato business in New Brunswick, especially in the counties of Carleton, Victoria and Madawaska. It is the intention of the C.P.R. to assist the New Brunswick farmer in finding markets for his potatoes, other than those of Toronto and Montreal, and to impress upon him the vital necessity of good storage houses wherein to hold his stock until the market is at its most favorable point.

Conservative estimates place this year's probable crop for the three counties mentioned at four times greater than that of last year. The acreage sown is increasing every season, and it would be a great boon to the farmer if he could find, near at home, a profitable market for his whole year's crop. Mr. McInnes said that the secret of success in the potato business was in being able to hold the potatoes until the market was at its most favorable state.

Mr. McInnes also gave it as his opinion that the Government should interest itself in the construction of a proper number of storage houses, and said that he was considerably surprised to find that the business had been built up entirely by the residents themselves and without any practical assistance from the Government. The farmers, if they were to be successful in their enterprise, would have to have the sheds erected without delay. About fifteen large sheds, he thought, would be sufficient for the present.

WHERE HALIBUT COMES FROM.

The richest halibut banks in the world are those of the Queen Charlotte Islands, which lie within five hours' steaming off Prince Rupert, the new city which the Grand Trunk Pacific Railway Co. proposes to establish as its western terminus in Kaien Island.

To these banks the New England Fish Company of Boston send their steamers and load from their catch the halibut specials which carry the frozen fish to the tables of New York, Philadelphia and the New England States. Salmon, clams, herring and other food fish abound in the neighborhood. The climate is extremely mild, snow seldom falls, and work is carried on in the open the year round.

WANTS WINDING-UP ORDER.

A petition was filed Monday at Osgoode Hall, Toronto, by Emmett Wells Snelgrove, of Cockburn, for the winding-up of the Dawson Commission Co., organized in 1897, to sell fruit, fish, etc. The nominal stock of the company was $60,000. The petitioner is creditor to the amount of $430, and the company admits inability to meet its debts, but offers to pay 20c. on the dollar.

BLUENOSE
BRAND
CODFISH

PREPARED FOR FAMILY USE.

Packed in 10, 20 and 40lb. Boxes. Sold by leading wholesale grocers and fish dealers.

PRICES ON APPLICATION.

Sole Packers

Atlantic Fish Companies,
Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal **Stuart, Watson & Co., Winnipeg** **Chas. Milne, Vancouver**

"Just As Good"

How often have these words heralded a decline in business? Your answer may surprise yourself and will please us. Because our

Jams and Jellies

are in a class by themselves. There are none "just as good." The same can be said about our

Pure Apple Juice

We are not in the habit of making exaggerated claims. It pays most grocers to handle our lines and it will pay you.

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

We are now packing

SARDINES, CLAMS AND SCALLOPS

Remember there is no better Canned Sea Foods than the

"Brunswick Brand"

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

They Never Vary.

When you buy your Coffees at random you sometimes get just as good as we can give you, and sometimes you don't. It is largely a matter of chance. When you buy Chase & Sanborn's High Grade Brands you get the best that can be produced. The same to-day, to-morrow and all the time.

Chase & Sanborn,

The Importers, Montreal

A Sweeping Success

The man who triumphs over all obstacles and leads his competitors along **the success road** is mighty particular about details. There's just one brand of brooms good enough for him. That brand is

BOECKH'S BROOMS

because they are made right and immensely superior to any other line he could possibly stock.

Besides, **the woman behind the broom** insists on

BOECKH'S

Moral—**Stock Boeckh's Brooms.**

UNITED FACTORIES, LIMITED

TORONTO, CANADA

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—Grocery, crockery and seeds business (dwelling and store also) in a good village east of Toronto; first class farming section; established 22 years; stock, $2,500; annual turnover, $25,000; this is a rare chance to secure a good paying business; satisfactory reason for selling. Address Box 152, CANADIAN GROCER. [28]

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

EASTERN OYSTERS ON PACIFIC.

To Be Grown for Western Market—1,175,000 Oyster Seeds Planted.

Will eastern oysters thrive in western waters? On the answer to this question depends the success or failure of the experiment lately inaugurated by Col. Markham, of Victoria, B.C. The colonel and another military friend, Captain George V. Williams, of Wellfleet, Mass., have constituted themselves the committee of arrangements for promoting the growth of oysters at Magazine Island cove, Esquimalt. They have secured from the Government a lease of 56 acres at the cove, and have gathered 1,175,000 oyster seeds from the Connecticut and Massachusetts coasts. Business in native oysters, clams and crabs, in addition to eastern oysters, in which the company will specialize, will be carried on under the title of the West Coast Oyster Company, and both Col. Markham, the president, and Capt. Williams, the general manager, are confident of the complete success of the undertaking.

Discussing the plans of his company with a reporter, Capt. Williams said that he could see no reason why eastern oysters should not do well in western waters. The temperature of the water on the Pacific coast was lower than on the east coast, but that should make no difference, for oysters flourished in a temperature anywhere from 15 to 20 degrees below zero to 80 above. This accommodating adaptability of the bivalves should eliminate all difficulty, for the conditions were the same on both coasts.

If everything went well, said the colonel, the company would have western-grown eastern oysters on the Victoria market next fall.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

TAKING CHANCES

There are still a few grocers in Canada who stock Cigars in a haphazard fashion. Cigar-quality they do not consider, because they do not appear to realize the immense power for good or ill cigars are in the grocery business. The almost unanimous decision of the grocers in the Dominion is that cigars make or mar a business. I know this positively because most grocers feature my

PHARAOH and PEBBLE

Cigars—cigars admitted to be quite superior to many sold at double the price. The reason for this marked superiority lies in the fact that I personally select and supervise the maturing of every leaf of tobacco used in my factory.

PHARAOH is mighty near my ideal cigar. It retails for ten cents, although most are convinced that it's easily worth fifteen.

PEBBLE is still far superior to the next best five-cent cigar.

N.B.—The Payne Plan of doing business says more for the sterling quality of my cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer's Ally

There are twenty-nine different reasons why a Grocer should feature ***T. & B.,*** and thousands of grocers have discovered enough of them to carry a good stock of Canada's premier pipe tobacco all the time. It pays, and pays well, does

T. & B.

It's cool, soothing, satisfying—just the tobacco veteran smokers insist on, and even women, who object to ordinary tobaccos, praise the fragrance of ***T. & B.*** The shrewd grocer has discovered a staunch, steady and active ally in ***T. & B.***

T. & B. Tobacco sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

BUSINESS AS A PROFESSION

Relation of Education to the larger success — Conditions now demand the professional business man.

Joseph French Johnson, dean of the School of Commerce, Accounts and Finance of New York University, was one of the chief speakers at a recent banquet of the Cincinnati Bank Clerks' Association, held in the rooms of the Business Men's Club, that city. He said, among other things :

"A trade is founded on the senses, a profession on the intellect. Any calling which can be mastered by the training of the five senses is a trade. Any calling which demands knowledge and intellectual effort is a profession.

"But is business a profession. Does it require the exercise of brains rather than of mere muscle and keen senses? Is business founded upon science? If so, it is a profession. If business, on the other hand, is a matter of mere muscle, quick eyes, sharp ears and delicate touch, then it is a trade.

The Art of Making Money.

"The word 'business' in its broadest sense means the art of making money, and men have found many ways of doing that. In common usage, however, the word is restricted to occupations which are concerned with the manufacture, transportation and exchange of merchandise. In its scientific sense business is the art of satisfying human wants. The successful man of business must produce things which people desire. Now let us see if business as a calling demands a knowledge of any of the sciences. On this subject we do not have to think long before we discover that the phenomena of business obey very definite laws. Although each business man seems to be independent of all others and to be struggling for the largest profit he can get, we discover that he is bound by laws from which he cannot escape, and that if he ignores them the sheriff soon takes possession of his office and the bankruptcy courts distribute his assets. These laws governing business phenomena constitute what we may call the science of business. In our colleges it is called tne science of political economy.

Rests Upon Mathematics.

"We find that business, like some other professions, rests also upon the science of mathematics and we call it accounts or accounting. We find that it involves a knowledge of many of the natural sciences, for commerce deals in articles which are products not only of the soil, but also of the laboratory. We find, furthermore, that business involves knowledge not merely of geography, of the characteristics of the soil of this and that country, of the routes of transportation by sea and by land, but also knowledge of the tastes and habits and customs of the different peoples of the earth, for business draws its commodities from all quarters of the globe, and markets them among the people of all countries. But this is not all. We find that men are exchanging goods not directly, but indirectly, through the use of a mysterious medium of exchange called money, and that upon this as a basis a vast and delicate structure of credit has been built, as sensitive and intricate as a spider's web. We call this great web of credit our system of finance, and we find that the business man who wanders carelessly into this labyrinth is hopelessly lost. We find, indeed, that through careless handling of the structure of credit a whole nation may be cast into years of gloom, the conservative and the reckless suffering the same evil fate.

Big Combinations of Capital.

"When we consider the work done by the large dealers and producers, we find men producing goods for millions of people, giant corporations, with capital assets amounting to many hundred million dollars. The whole field of industry in this and in other countries is dominated by a comparatively few combinations of men and capital, and the costs of making and handling goods are kept down to the lowest possible point. In this field there is no room for carelessness or ignorance. Here there can be no trusting to luck, for profit margins are often in the fraction of a cent. An untimely frost in Kansas or Argentina, a rise in the rate of interest in London or Paris, a shifting in the rates of foreign exchange, a break in the London stock market, a strike by the employes of a single industry—a single one of these things may change the character of the whole world's trade, and inci-

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all the Wholesale trade

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887
JOS. COTE
IMPORTER AND WHOLESALE TOBACCONIST
Office and Sample Room: 186-8 St.Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch
Ask for the famous brands of Cigars
ST. LOUIS, CHAMPLAIN } 5c.
EL SERGEANT 10c.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

dentally wipe out the profits of every great business whose managers are not quick to foresee the course of events and protect their interests. Steam and electricity have practically made the entire earth one great business organization. Different nations still have their different political emblems, but the flag of commerce and finance is the same for all. To many of our business men a famine in India or Russia is more important than would be a famine in Massachusetts or Ohio.

Must See the Significance.

"So close and all embracing are financial relationships, that the large-scale business man, no matter where his headquarters may be, must keep in touch with many different markets, and be quick to see the significance of every important event. The year 1906 gave us a striking illustration of the world's economic interdependence. When San Francisco was almost annihilated by fire and earthquake, no untrained business man could have foretold results, but the professional business man, the kind of man we have been talking about, knew that the shock would be transmitted to every great market centre of the earth. As has been proved by events that catastrophe drained first the idle capital of the east, and then made inroads upon the loan markets of Europe, causing everywhere a rise in the rate of interest, alterations in the plans of many great corporations, a sudden shifting in the demand for labor, and disturbance in the market for various commodities. The business men who were quickest to foresee these results were the ones who profited by them, while some of those who lacked foresight were ruined.

Theory is Essential.

"The curriculum of a professional school or business must be based on the science of business, theoretical and applied. I know some men dislike the word 'theory,' yet we can't get on in education, or for that matter, in life, without it. Theory is merely the 'why' of things. Why have prices risen in the last ten years? Why are wages lower in England than in the United States? Why is Cincinnati a prosperous city? Why do panics come about every ten years? Why do bartenders get high wages and bank clerks low wages? We can't answer questions like these without theorizing. One reason, I imagine, why practical men dislike the word 'theory' is because certain philosophers have gone to great trouble to explain why things happen, which never have happened and never will happen. Their theory may be perfect, but their facts are hypothetical.

Conditions Demand Education.

"This is not the place to discuss in detail the courses of study that should enter into the education of a business man. I wish only to impress on you the fact that conditions demand the professional business man and that our universities must prepare to train him scientifically, practically and adequately. Bridge building has become a science, and the man who now guesses at the strength of materials is marching toward a verdict of manslaughter. Even war has become a science, and God is no longer on the side of the strongest battalions. Business is no more a game of chance than war or bridge building. It is controlled by laws as inflexible and definite as those which control the phenomena of nature.

"In conclusion, lest I be misunderstood, I want to say that the professional school of business will not give us any better bookkeepers or bank clerks than we have to-day. It is not the purpose of such a school to train clerks. The work is already well done by our public schools and the so-called business calleges. But if any bank clerk is ambitious to rise from the ranks and become a bank president or if any bookkeeper feels that he is fit for something better than matching up debits and credits, he must seek a thorough professional education in the science of business, for the day has come when industry and fidelity alone will not earn the coveted promotion."

WINNIPEG BUSINESS CHANGE.

Blue Ribbon, Ltd., is a new firm recently incorporated to take over the business of the Blue Ribbon Mfg. Co., of Winnipeg, which has been run in connection with the wholesale grocery business of G. F. & J. Galt. The new company is an independent organization, but G. F. & J. Galt will continue the sale of Blue Ribbon goods.

Blue Ribbon, Ltd., has a fine manufacturing plant, one of the largest and best equipped in Canada, and the trade may rely upon the new company maintaining the quality of the goods. The Blue Ribbon lines include tea, coffee, baking powder, jelly powder, extracts, cream tartar, and many Blue Ribbon specialties.

WESTERN GROCERS!

We have a proposition to offer you if you are after profits, ***sure, steady, sustained.***

Are you selling

Royal Sport and Hogen Mogen Cigars?

They're a live line, and sell like everything first-class. Smokers always buy them after first try.

Lots of lines give you a profit ***once.*** Why once?

The quality is not good, and there is only one sale and only one profit.

HOGEN MOGEN and **ROYAL SPORT CIGARS** have been market leaders for years and all ***because of their quality.***

Hence the ***sure, steady, sustained profits.***

Write us if you are not yet in on the deal.

THE SHERBROOKE CIGAR CO., SHERBROOKE Quebec

GET FRESH TEA.

The Salada Tea Co. are having a great deal of trouble with some of the wholesale houses, who pile their new arrivals of goods on top of old shipments, and so have some Salada tea a long time in stock.

The Salada people are cautioning the retail trade to look at the top of every box that is shipped to them by a wholesale grocery house, and see the date on which it was packed, and requesting them, if it is more than three months old, not to be taken in, but either to send it back to the shippers, or to the Salada Tea Co., Toronto.

All tea loses flavor with age, they say, and therefore it is against the retailer's interest to have old tea in stock. If there is no rubber stamped date on the box lids, the retailers are cautioned from accepting them at all.

SOAP TRUST'S GHOST.

Crude cotton oil touched the highest point on record in England about the middle of May. In six weeks the price rose from $95 to $165 a hundredweight. The American consul at Hull, writing of the rise, says :

"The 'corner' has been effected by soap manufacturers. Only one firm has appeared in the operations so far, but it is believed that others are concerned. Early in the year the soap manufacturers bought large quantities of cotton seed oil from the Hull manufacturers, practically, so it is stated, the whole of their possible output for five months, and they are now taking delivery. Various other causes have contributed to the abnormal increase in prices. There has been a considerable 'crush' of cotton seed, with the result that the stock in Egypt is much lower than usual. The soap people have also bought cotton seed as well as oil, and that has assisted to put the market up."

COMFORT SOAP PICNIC.

The annual picnic and games of the employes of the Comfort Soap Works was held at High Park, Toronto, Saturday last, and proved most enjoyable and successful, there being in attendance upwards of three hundred. An exciting baseball match, married vs. single employes, was won by the latter by a close margin. The winners were presented each with a beautiful silver pendant by the factory manager, Mr. Massocar, to whom much credit is due for the success attending the employes' annual outing. The firm very generously gave the employes the entire day for their picnic and furnished the prizes. Appreciation of the same was manifest by the pleasant smile carried by all present.

At the conclusion of the baseball match the following games were carried out:

Married Ladies' Race (employes)—1st, Mrs. McKittrick; 2nd, Mrs. A. Darling; 3rd, Mrs. Geo. Mitchell; 4th, Mrs. H. McDonald; 5th, Mrs. J. Ashman.

Boys' (senior) Race (employes)—1st, Jno Conkey; 2nd, Jno. Burt; 3rd, Jno. Homer.

STAUNTON'S

New

WALL PAPERS

for

1908

Superior Designs, then Exceptional Color Treatments, then Quality of Material, then Service, then Unequalled Value for the Price we ask.

These features combine to make our

WALL PAPERS

the most attractive line you could handle

WAIT FOR STAUNTONS' SALESMAN

STAUNTONS LIMITED

Makers of Superior Wall Papers

TORONTO

Married Men's Race (employes)—1st, E. McKittrick; 2nd, Geo. Mitchell; 3rd, Geo. Wendrick; 4th, C. Russell.

Girls' (senior) Race (employes)—1st, Annie Partle; 2nd Nellie Partle; 3rd, Lena Clelland.

Boys' (junior) Race (employes)—1st, R. Johnson; 2nd, Jno. Seabrooke; 3rd, Jno. Calhoun.

Girls' (junior) Race (employes)—1st, Minnie Curtis; 2nd, Clara Bean; 3rd, Lena Vandervort.

Three-legged Race (open)—1st, E. McKittrick and J. Conkey; 2nd, Davidge and Doherty; 3rd, Calhoun and Bean.

Little Girls' Race (open)—1st, Lizzie Partle; 2nd, M. Vandervort; 3rd, Lena Calhoun; 4th, Sarah Dundine.

Married Ladies' Race (open)—1st, Mrs. Bannington; 2nd, Mrs. Russell; 3rd, Mrs. J. Russell; 4th, Mrs. Maugher; 5th, Mrs. S. Partle.

Little Boys' Race (open)—1st H. Johnson; 2nd, Alex. Russell; 3rd, W. Tiffin.

Prizes were also given to every child present. After supper was served other games and dancing were indulged in until the shades of night approached, when all wended their way home—happy, and satisfied, and more than ever convinced that—It's all Right.

The E. D. Marceau Company, Montreal, are offering special bargains in their Condor Japan teas. They report also near arrival of some new Ceylon teas.

A line of lobsters in glass are having splendid sale with Balfour, Smye & Co., Hamilton. They also have a big run on a lot of fine Eleme raisins. Buyers should look after what's left of this lot.

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

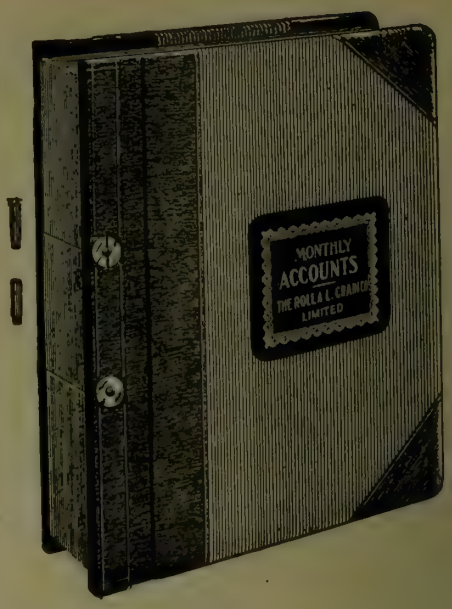
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Tedhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

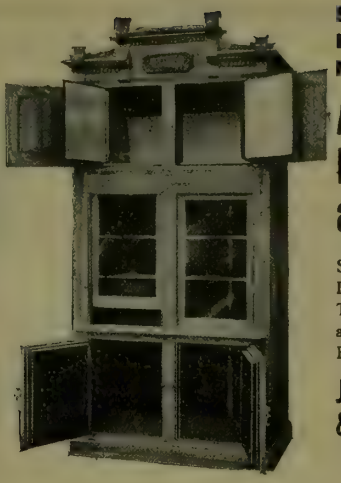
THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

Boston Special

Absolutely Automatic

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

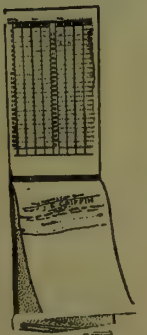
Eliminate Loss

If we didn't know how you could we wouldn't make the suggestion.

Instal our

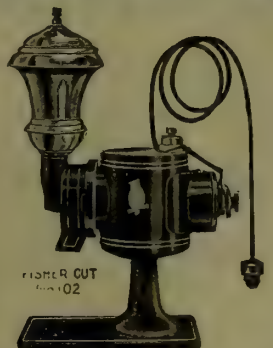
"Duplex" Counter Check Book

and if that doesn't make your balance healthier at the end of the year, it will be up to us.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

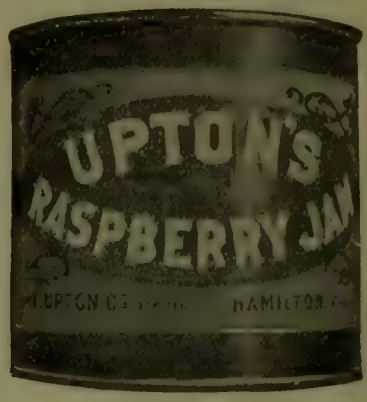
Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

UPTON'S

first consideration in the manufacture of his **Jams, Jellies** and **Orange Marmalade** is **Quality.** Good goods always command a fair price.



The ever-increasing demand for **UPTON'S** preserves proves that they satisfy the consumers, and every grocer that has them in stock has a sure trade-winner.

Upton's Jams, Jellies and Orange Marmalade

are easy to sell, and the wise, up-to-date grocer will always keep them in stock.

Insist on having **UPTON'S** and your wholesaler will supply them.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 28, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, " according to size	0 02 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

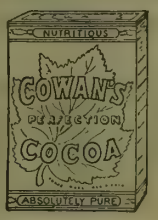
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 35
Vanilla, ½'s	0 30
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.,	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb.
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 28
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb boxes	0 28
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins,	41c.
6-lb. boxes, 12 boxes in case	45

Sweet chocolate powder—

5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	32c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.

Milk chocolate—

50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	27c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	24c.
6-lb. " 12 " " ¼-lb. "	24c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	33c.
10-lb. tins, 10 tins in case	35c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75 1 20
" hotel size	4 90 2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

A. D. MAROKAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50

1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto

5 oz. bottles,	4 doz. per doz.		1 75
10 "	4 " "		3 00
Rep. quarts,	1 " "		6 50
Imp. "	1 " "		9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

The hot weather is a test for milk—
If you sell your customers

BORDEN'S BRANDS

there will be no trouble—there CAN be no trouble.
Absolutely pure, clean, rich and hygienically made.

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

are drawing lines for increased business.

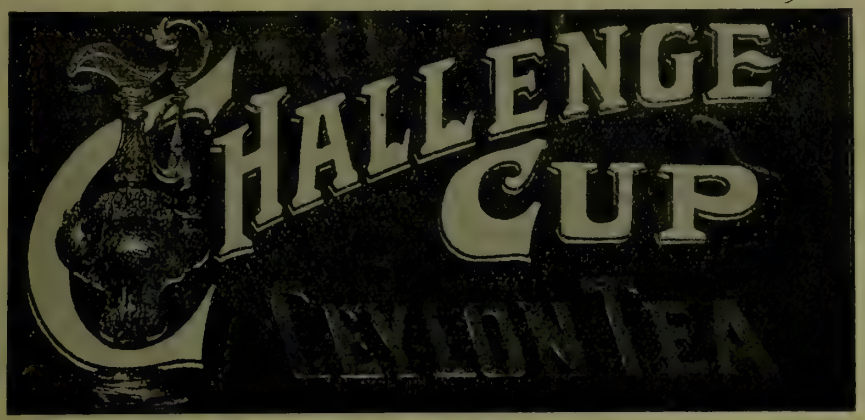
WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

(Unsweetened)

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in ½ and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1uc. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" "	1-lb. tins.	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	.....	$0 11½	
½-bbls.	....	0 11½	
Tubs, 60 lbs	..	0 11½	
Pails	.....	2 33	
20-lb. tins	.....	..	2 23
Cases 3-lb.	"	..	0 12½
" 5-lb.	"	..	0 12
" 10-lb.	"	..	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	1 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	1 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 28
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	.....			2 90
Pint	"	2 "	"	..... 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	.....			2 90
Pint	"	2 "	"	.... 1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
2 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$	1 40
"	½-lb. tins ..... "		2 50
	1-lb. tins ..... "		5 00
Durham	½-lb. jar.....per jar.		0 75
"	1-lb. jar..... "		1 25
F. D	½-lb. tins.....per doz.		0 85
	½-lb. tins..... "		1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins.....per lb.	$	0 35
½-lb. tins..... "		0 35
1-lb. tins..... "		0 32½
4-lb. jars.....per jar		1 20
7-lb. jars ..... "		0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins.....per lb.		25
½-lb. tins..... "		0 23
1-lb. tins..... "		0 22½
4-lb. jars .....per jar		0 70
7-lb. jars..... "		0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

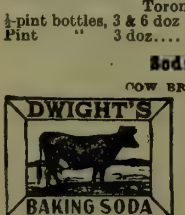
Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz , per doz.....			0 90
Pint	"	3 doz....	1 75

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....			$	2 75
No. 2, "	120 ½-lb.	"	.....	2 75
No. 3, "	30 1-lb.	"	}	2 75
	60 ½-lb.	"		

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20	
" " black..... "	15 30	
Oriole soap..... "	10 20	
Glorioia soap..... "	12 00	
Straw hat polish.... ..... "	10 20	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.	Case
1 case, 5 doz. .....$	5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	2 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb....	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

"What's in a Name?"

Of course, "the rose by any other name would smell as sweet."
A Coffee by another name might smell as sweet as

"WOOD'S COFFEES"

but it would not unless perfected like them.
Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

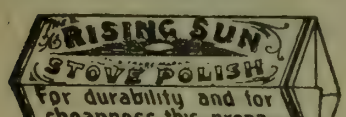
Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 15 each
3 " " 38½ lbs	1 60 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's.	2 25	Bbls. per lb.	0 03
" 12—5's.	2 55	½-bbl. "	0 03½
" 6—10's.	2 50	Kegs "	0 03½
" 3—20's.	2 45	Pails, $1.50 and	$1 60

Usual freight allowance for factory shipments

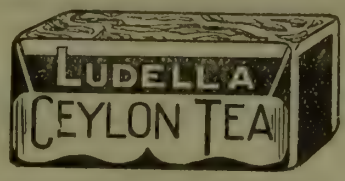
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 15 each
3 " 38½ lbs	1 60 "
2-lb. tins, 24 in case, per case	2 25
5-lb. " 12 " "	2 55
10-lb. " 6 " "	2 50
20-lb. " 3 " "	2 45

Teas.

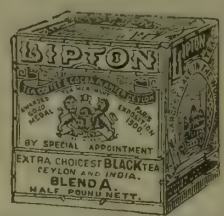
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½s	0 21	0 26
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s	0 36	0 50
Gold Label, ½s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½s	0 19	0 25
Orange Label, 1's and ½s	0 21	0 30
Brown Label, 1's and ½s	0 28	0 40
Brown Label, ½s	0 30	0 40
Green Label, 1's and ½s	0 35	0 50
Red Label, ½s	0 40	0 60

THOS. LIPTON



Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	retail	wholesale
"A," Pink label, ½s & 1's, tins	0 50	0 3)
"B" Orange " ½s, ½s and 1's	0 40	0 30
"C," Blue " ¼s and 1's	0 30	0 22
"D," Green " 1's	0 25	0 20
"B," Orange " mixed, ½s only	0 40	0 3)

LAPORTE, MARTIN & CIE, LTD.

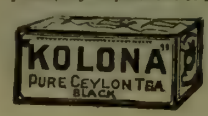
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
Black, green, mixed, 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c	0 22
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½s	0 20	0 25
Crimson " 1's and ½s	0 22	0 30
Green " 1's and ½s	0 25	0 35
Blue " 1's, ½s, ¼s	0 30	0 40
Bronze " 1's, ½s, ¼s	0 36	0 50
Gold " 1's, ½s, ¼s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail.
Yellow Label, 1's and ½s	0 20	0 25
Green Label, 1's and ½s	0 22	0 30
Blue Label 1's and ½s	0 25	0 35
Red Label 1's ½s, ¼s and ⅛s	0 30	0 40
White Label, 1's, ½s and ¼s	0 35	0 50
Gold Label 1's and ½s	0 42	0 60
Purple Label, 1's and ½s	0 55	0 80
Embossed, ½s and 1's	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 30 ½-lb. }	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb "at	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.,	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 80-lb. "	
" XXX 80-lb. "	
" XXX 80-lb. "	
"Condor" XX 80-lb.	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 26
No. 4	"	0 20
No. 5	"	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s	$0 46
" Amber, 8s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 48
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 80
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 78
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

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MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto

About 3 ft. of Fly-Catching Space.

THE TWENTIETH CENTURY FLY-CATCHER

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want **a good, first-class, dependable waggon**—that's the kind we build—a waggon that will advertise your business. **We have interesting news for you.**

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Ashley & Lightcap, Winnipeg.
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Wallaceburg Sugar Co., Wallaceburg, Ont

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Japan Tea Traders' Ass'n.
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Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
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